

Per [Gartner](#), over half of sales leaders do not have high confidence in their organization’s forecast accuracy. Much of this stems from lack of pipeline visibility and lack of relevant opportunity data in their CRM.

Xactly Forecasting’s data-driven approach solves these problems and more to improve sales forecast accuracy. With Xactly Forecasting, sales leaders can drive greater revenue predictability and consistent sales process execution in their organization.

## FORMALIZE THE SALES FORECASTING PROCESS TO CRUSH YOUR NUMBERS

Xactly Forecasting is purpose-built to help organizations give structure to their sales & revenue forecasting process and uncover insights & risks early on for greater success. It allows sales and revenue leaders to make data-informed decisions and eliminate intuition biases that dominate sales forecasting and pipeline management.

## IMPROVE PIPELINE VISIBILITY WITH DYNAMIC HEALTH SCORING

Sales managers and Sales Ops teams can closely monitor sales pipeline health via intuitive pipeline views, otherwise unavailable in CRMs. Sales teams can use data-driven, opportunity-level health scores to evaluate each deal better, while smart warning signals alert reps & managers of at-risk opportunities.

## INCREASE SALES FORECAST ACCURACY WITH MULTI-LEVEL, AI-AUGMENTED FORECASTS

Capture and analyze detailed multi-level forecasts. Spend less time building and updating reports and more time evaluating and improving your sales strategy. With Xactly Forecasting, Sales Managers and Leaders can clearly see deal progression along the sales cycle and pipeline changes over a given period, while built-in artificial intelligence (AI)/machine learning (ML) enhances the sales forecast accuracy at every level of the sales hierarchy.

## PRESCRIPTIVE ANALYTICS TO INFLUENCE REP BEHAVIOR

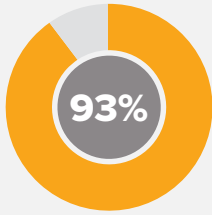
As deals progress, the relevant opportunity data is automatically captured from the reps to improve CRM hygiene. Xactly Forecasting also guides sellers to take ‘next best actions’ for each opportunity to comply with winning sales strategies. Additionally, AI-driven coaching insights continuously help improve a rep’s sales performance to ensure overall organizational success.

## STRENGTHEN COLLABORATION ACROSS TEAMS

Greater pipeline visibility for cross-functional teams like Finance, HR, and Operations boosts confidence in sales numbers, improves revenue predictability, and drives greater alignment throughout the organization.

# WHY TRANSFORM REVENUE NOW?

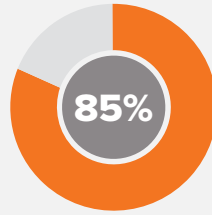
## NOT AGILE



of companies believe their existing revenue operating models cannot keep pace with changing market conditions.\*

\* ACCENTURE

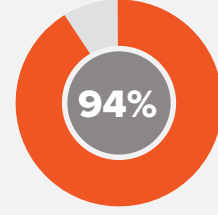
## NOT EFFICIENT



of organizations have been unable to grow their revenue and expand their margins over an extended period of time.\*

\* MCKINSEY

## TOO RESOURCE INTENSIVE



of revenue leaders are not confident about their team's ability to meet or exceed revenue goals going forward.\*

\* GARTNER

## CORPORATE BOARDS WANT REVENUE THAT IS:



### RESILIENT

Consistent revenue growth that thrives in volatile & competitive markets



### PROFITABLE

Efficient revenue growth that unlocks new market opportunities



### PREDICTABLE

Reliable revenue growth that is removed from intuition bias

## IN RESPONSE, LEADERS WANT TO INCREASE:

### AUTOMATION

Integration across systems and processes

### COLLABORATION

Alignment across stakeholder teams

### ACTIONABILITY

Insights to support better decision making

### CONTINUITY

Agility to course-correct in real-time

## TO ACHIEVE BREAKTHROUGH RESULTS:

**37%** faster revenue growth for firms that operate with organizational agility.\*

\* THE ECONOMIST

**15%** increase in margin by maximizing sales force effectiveness.\*

\* BCG

**10%** over-performance on revenue targets for revenue intelligent companies.<sup>6</sup>

\* FORRESTER

# WITH THE XACTLY INTELLIGENT REVENUE PLATFORM



## ENHANCE PREDICTABILITY REVENUE INTELLIGENCE

FORECAST | INSIGHTS | BENCHMARKS

- ▶ Create predictable, accurate revenue forecasts.
- ▶ Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- ▶ Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.



## INCREASE PROFITABILITY WITH REVENUE PERFORMANCE

INCENTIVES | OBJECTIVES | EXPENSES

- ▶ Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- ▶ Drive high-performance revenue teams with effective compensation programs.
- ▶ Motivate desired behaviors and strengthen trust with increased commissions visibility.



## IMPROVE RESILIENCY WITH REVENUE OPTIMIZATION

CAPACITY | TERRITORIES | QUOTAS

- ▶ Uncover necessary changes to optimize revenue plans, quotas, territories.
- ▶ Respond to and navigate unforeseen disruptions with agility.
- ▶ Create hyper-efficient revenue teams by ensuring proper capacity and territory design.



16+ YEARS OF EMPIRICAL DATA  
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on [Twitter](#), [Facebook](#), [LinkedIn](#) and subscribe to our [blog](#).  
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