

Sales leaders constantly face challenges, but building, growing and running best-in-class organizations shouldn't be one of them.

Xactly Insights™ is a next-generation analytics tool that leverages key pay and performance data for effective decision making. It arms sales leaders with actionable, data-driven metrics about their reps in order to align and drive behaviors that produce results.

DATA-DRIVEN DECISION MAKING

Insights is built on 16+ years of Xactly's proprietary empirical pay and performance data which is anonymized, aggregated, and compared to your own. Upon opening Insights, a sales leader can immediately see best-in-class dashboards and reports that clearly evaluate team performance. This graphical display can help immediately assess the health of a sales team through stacked rankings, year-over-year quota attainment comparisons, and more.

PREDICTIVE ANALYSIS

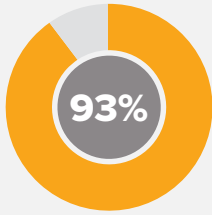
Is there a risk of top-performing reps leaving the organization? Xactly's Rep Attrition Algorithm, leverages AI and Machine Learning to analyze over 50 different data points and flag reps at risk for turnover. By anticipating future events, Xactly Insights helps sales leaders be proactive and remedy potential issues before they begin.

SEAMLESS INTEGRATION/ NO IMPLEMENTATION

Using Xactly Incentive Compensation means Insights is a seamless experience. No implementation required to experience the data-driven insights fed into the application by your own data. The result is a turn-key solution with zero downtime and no professional services or business intelligence required. Just as important, real-time analytics to monitor performance and drive strategic decision making.

WHY TRANSFORM REVENUE NOW?

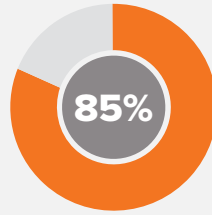
NOT AGILE



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

* ACCENTURE

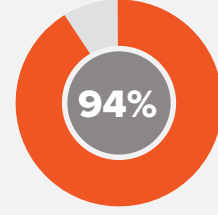
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of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* 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.⁶

* 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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