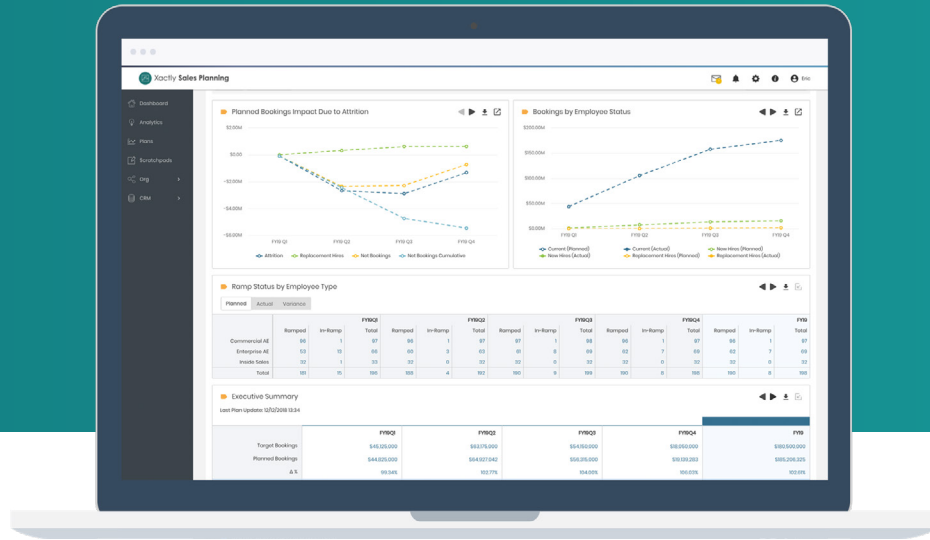




# Xactly Sales Planning



Xactly’s automated, purpose-built sales planning solution empowers organizations to easily create and continuously monitor and optimize sales capacity and quota plans, increasing quota attainment by 15%.

## AUTOMATED AND DATA-DRIVEN

Automate the sales coverage and capacity planning processes, and determine the optimal resources required to hit bookings goals. Streamline quota planning to create equitable quotas and motivate sales performance. Leverage historical sourcing, ramp, seasonality, quota attainment data, and more to optimally allocate resources across territories, products, business segments, and sales roles.

## CONTINUOUS COLLABORATION AND OPTIMIZATION

Leverage a data-driven approach to build trust and collaborate efficiently across different departments, including Sales Operations, Finance, Sales Leadership, Board of Directors, etc. Create iterative snapshots of your plan, model “what-if” scenarios and monthly forecasts, and analyze side-by-side comparisons. Proactively monitor and continuously optimize sales plans with changes in real-time business conditions to course correct as required.

## ENHANCE INSIGHTS WITH ARTIFICIAL INTELLIGENCE (AI)

Enhance decision making by leveraging AI to predict key metrics including ideal ramp times, quota targets and seasonality in sales. With out-of-the-box KPIs and dashboards integrating historical and real-time data, proactively analyze metrics to spot and correct problem areas faster.

## INTEGRATE SEAMLESSLY WITH CRM, ICM, AND OTHER SYSTEMS

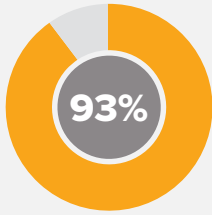
Integrate seamlessly with your existing CRM such as Salesforce, ICM solutions such as Xactly Incent, and other enterprise systems with Xactly Connect to transfer data and thus enable a holistic approach to sales planning.

## RAPID PATH TO PRODUCTION

Design, develop and deploy sales planning across your company within a few weeks and at low implementation cost. Configure and customize the pre-built solution to suit your business needs and evolve as your business changes.

# WHY TRANSFORM REVENUE NOW?

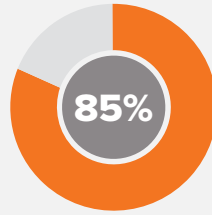
## NOT AGILE



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

\* ACCENTURE

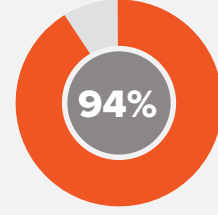
## NOT EFFICIENT



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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