

Xactly Territories is a sales territory planning and optimization solution that allows Sales Ops professionals to dramatically reduce the time it takes to plan territories. Which in turn drives revenue, increases sales productivity, and lowers organizational travel costs.

## QUICKLY VISUALIZE SALES OPPORTUNITY

With Xactly Territories, users can easily upload large data sets and see it on the map within seconds. The simplicity and beauty of this tool help streamline the process of aligning sales reps with identified opportunities. Sales managers can now rest and appreciate the ease of reading maps and communicating changes in territories to their teams.

## GET UP AND RUNNING IN LESS THAN A DAY

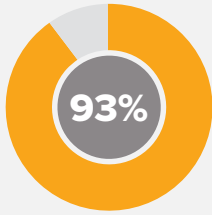
Xactly Territories is ready to deploy the same day of purchase — no implementation is required. This tool is so simple you can now start designing territories within minutes of gaining access to the system. Embedded within the software are training documents and guides to support you throughout the territory planning process. In addition, you'll be joining the Xactly Community with access to our Customer Support team as well as your peers to address your support needs.

## INTELLIGENT GUIDE TO ALIGN TERRITORIES

Xactly Territories provides a visual guide on changes required in your plan to ensure you're building fair and balanced territories. Take the guesswork out of building territories and learn to leverage data uploaded within the system to ensure opportunities are being best serviced by your sales team.

# WHY TRANSFORM REVENUE NOW?

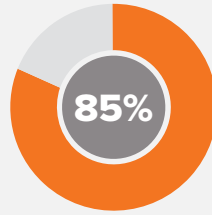
## NOT AGILE



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

\* ACCENTURE

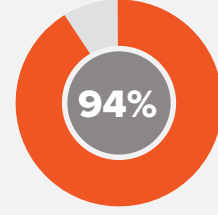
## NOT EFFICIENT



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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