

MetaCompliance Increases Revenue Accuracy and Predictability with Xactly Forecasting



ABOUT METACOMPLIANCE

Since 2005, MetaCompliance has transformed the security awareness training market. MetaCompliance is a leading cybersecurity and compliance specialist dedicated to helping organizations keep their staff safe online, secure their digital assets, and protect their corporate reputation. Its award-winning, cloud-based platform provides a one-stop-shop management solution to engage users, provide defense against cyber threats, and deliver regulator reporting.

In recent years, MetaCompliance has experienced tremendous growth—quickly expanding its sales team by 400%. Along the way, MetaCompliance has partnered with Xactly Forecasting to support this expansion.

USING XACTLY FORECASTING, METACOMPLIANCE HAS BEEN ABLE TO:

- ▶ Drive greater revenue predictability
- ▶ Eliminate intuition bias within the forecasting process and make data-driven decisions
- ▶ Achieve sales adoption of the product to boost clean data entry and improve forecasting data hygiene
- ▶ Enhance visibility to provide a more precise view of the pipeline

“Without something like Xactly Forecasting, it’s just a guessing game...using the product, we’ve been able to increase our sales forecasting accuracy. We’ve experienced extreme growth as an organization—our staff has increased 400% —Xactly Forecasting has been able to support this expansion,”

- Keith Robinson, Head of Inside Sales, MetaCompliance.

ABOUT XACTLY

Xactly empowers growing enterprises to effectively manage their revenue generation. Xactly’s Intelligent Revenue platform carries organizations through the full revenue lifecycle by focusing on planning, territory and quota, incentives, and pipeline management and forecasting from initial strategy development through execution and prioritization of all aspects of revenue optimization. Harnessing the power of AI, Xactly’s scalable, cloud-based platform combines great software with the industry’s most comprehensive 16-year data set to give customers the trusted insights they need to improve sales performance and grow revenue. Xactly’s 16-year proprietary data engine is powered by insights from Salesforce, Oracle, Gainsight, and continues to expand.



Xactly



MetaCompliance