

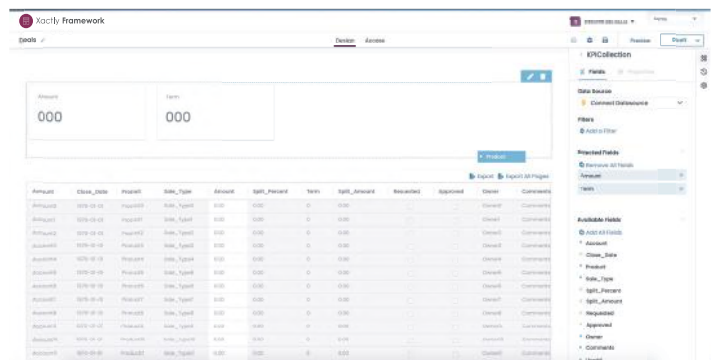
Xactly Framework extends the Xactly Intelligent Revenue Platform (IRP) with interactive forms and logic to drive collaboration and data input across business processes.

FORM DESIGNER

Leveraging the drag-and-drop Form Designer, business process owners can quickly and intuitively build forms based on any data set in the Xactly IRP and publish the forms to the contributors of the business process.

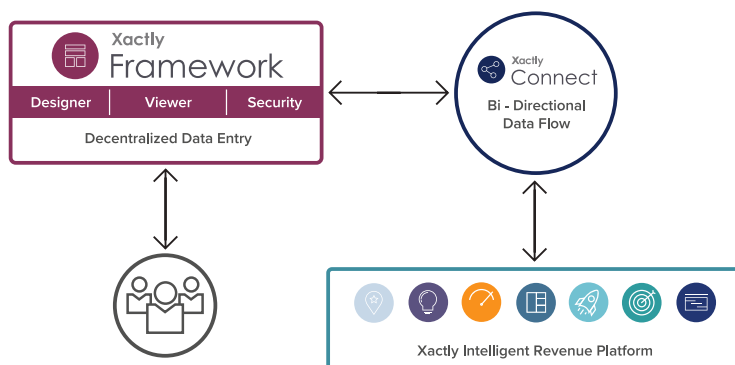
FORM VIEWER

Utilizing the Form Viewer, end users can contribute to business processes in a secure and controlled manner by interacting with forms designed to support their specific role in a business process.



PLATFORM INTEGRATION

With its native integration with Xactly Connect, data managed through Xactly Framework is immediately available across the entire Xactly platform.

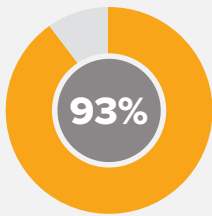


COMMON USE CASES

1. Deal claim forms to allow sales reps and sales manager to request compensation credit for the deals they contributed to.
2. Quota handoff forms to allow the sales operations team to provide the compensation team with approved quotas in a collaborative manner.
3. Bonus allocation forms to allow sales managers to assign bonuses to team members on a discretionary basis.

WHY TRANSFORM REVENUE NOW?

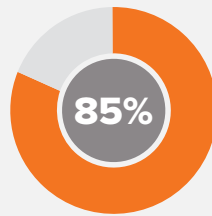
NOT AGILE



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

* [ACCENTURE](#)

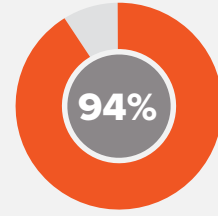
NOT EFFICIENT



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.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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