

# XACTLY INCENT + XACTLY CEA

## END-TO-END COMMISSION MANAGEMENT FROM ORDER TO EXPENSE

Automated commission and incentive payouts ensure your reps are accurately compensated in a timely manner. But, by stopping there, you're not optimizing your commission management process to its fullest potential! Together, Xactly Incent and Xactly Commission Expense Account (CEA) can improve the ROI of one of your largest expenses - commissions. Commission expense accounting is complicated. But you can rest easy knowing that it doesn't have to be a manual time-consuming process. By combining forces, you can increase business efficiencies by automating and streamlining the entire commission management process from order to expense.

### CEA'S ADVANTAGES

- ✓ Analyze Actual and Forecasted Expense impacts
- ✓ Expense Schedules Automate Expense Recognition
- ✓ Event-Based Expense Recognition Rules
- ✓ Expense Recognition for all Industries

### INCENT'S ADVANTAGES

- ✓ Ensures timely commission payouts
- ✓ Transparent and accurate payouts
- ✓ Decrease commission disputes
- ✓ Increase time spent selling instead of on admin
- ✓ Avoid comp overpayment
- ✓ Increase commission forecast accuracy

### HOW XACTLY INCENT + XACTLY CEA ARE BETTER TOGETHER

#### REDUCE COSTS & RISKS

Escape the nightmare of snowballing spreadsheets and calculation errors. By embracing a digital approach to commission management, you can decrease process time from weeks to 2-3 days— Allowing valuable headcount to be deployed to other high-value projects.

#### INCREASE DATA TRANSPARENCY & ACCURACY

Xactly CEA can pull commission payout information from Xactly Incent to automatically do true-ups and reconcile commission payouts. This avoids the need for manual entries all while providing a clear auditable trail for any changes in commissions payouts and expenses.

#### EASE TEAM COLLABORATION

Easily analyze and share information cross-functionally. Accountants report having a seat at the table with sales ops to help inform how comp plans are administered and being able to provide needed data points to their FP&A team to aid financial forecasting.

#### INCREASE ANALYTICS & INSIGHTS

Data transparency and accuracy can lead to an increased insight into ROI, company performance and better ways of handling commission payouts and compliance. Our customers have increased forecasting accuracy up to 99% while simultaneously speeding accruals forecasting.