



Xactly AlignStar is a territory planning solution that provides senior sales leaders and sales operations stakeholders the ability to build data-backed sales territories that align with company goals. Xactly AlignStar empowers businesses to visualize, analyze and manage territories that are fair, travel-efficient, and optimized for productivity.

- **Visualize** territories, accounts, and sales reps with an interactive, map-based view that enables users to design and edit territory maps.
- **Analyze** existing alignments using advanced geospatial visualization (e.g. choropleth maps and thematic maps) to understand how to balance, improve the design, or increase the travel efficiency of territories.
- **Optimize** territory maps automatically with proprietary advanced analytics technology that ensures fair and balanced territories and ensures your sales resources are best aligned to all of your opportunities.

INCREASE REVENUE

Xactly AlignStar helps sales enterprises identify “whitespace” and “greenfield” opportunities to increase account penetration and expand the customer base—and ultimately, **experience up to a 15% increase in sales.**

LOWER COSTS

With Xactly AlignStar, users can create workload-efficient territories to reduce “windshield” time and travel expenses—**reducing travel costs up to 15%.**

BOOST SALES PRODUCTIVITY

By reducing travel time, sales organizations get more time in their day to sell and create optimal resource coverage with better alignment. Xactly AlignStar **customers have gained up to 20% in productivity in the first year of usage.**

*Teams can leverage Xactly Territories to garner feedback on territory alignment from the field, helping promote buy in and cohesion.

SAVE TIME

By automating territory optimization, Xactly AlignStar reduces the time needed to align and optimize territories from several weeks to days. Leaders can process data from up to 10 different sources at once and easily export territory alignments into any CRM—**achieving up to a 75% reduction in territory planning time.**

READY TO GET STARTED?

To learn more about Xactly AlignStar request a demo on our website at xactlycorp.com/request-demo or call us directly at 866-868-1545.