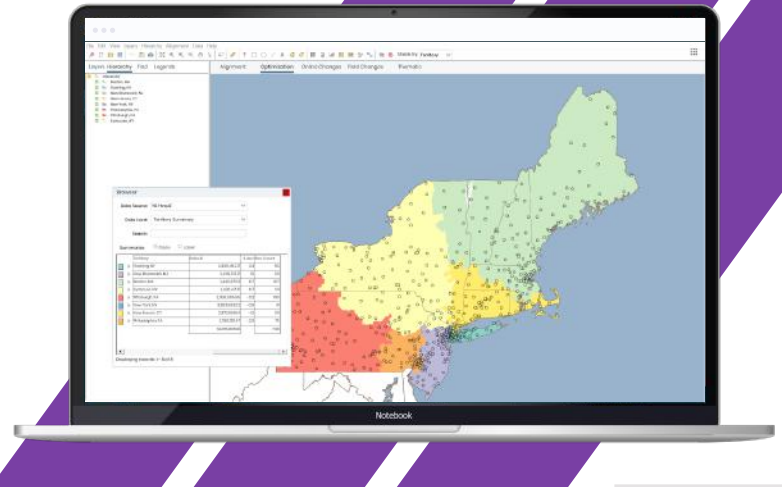




Visualize and Optimize Territory Alignment

Automate and optimize balanced territory alignment to uncover opportunities and increase productivity.



Retaining top sales talent has never been more difficult. Creating efficient and fair territories for your sales representatives is an important factor in their overall success and satisfaction. However, the ongoing design and maintenance of territories is a time-consuming process if you are relying on manual tools. Forward-looking organizations are looking for a more efficient and effective way.

The combination of Xactly AlignStar® + Xactly Territories® equips sales and sales operations teams with the tools to automate and optimize balanced territories to uncover opportunities, increase productivity and make adjustments quickly.

CREATE FAIR AND EQUITABLE TERRITORIES

With Xactly AlignStar, territory planners can use purpose-built features like Optimizer, Territory Expert and Thematic Mapping to create an equitable distribution of opportunity across all territories.

- ▶ Import and export data from Salesforce into Xactly Territories via Xactly Connect to create more informed territory models.
- ▶ Publish plans to the cloud via Xactly Territories through an out-of-the-box integration for collaboration across operations and sales.

SHARE TERRITORY MAP VISUALIZATION AND COMMUNICATION

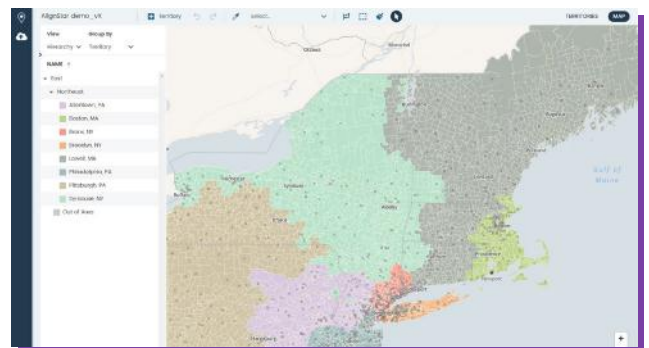
With Xactly Territories, sales leaders can easily view territory alignments originally published from AlignStar.

- ▶ Streamline the process of aligning sales reps with identified opportunities in seconds.
- ▶ Empower sales managers with optimized maps to communicate territory changes to their teams.

GET IMMEDIATE TIME TO VALUE

Xactly AlignStar + Xactly Territories is ready to deploy the same day of purchase.

- ▶ Design territories within minutes of gaining system access with no implementation required.
- ▶ Get added support with embedded training documents and guides to help you throughout the territory planning process.



Why Xactly AlignStar® + Xactly Territories®?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our [Intelligent Revenue Platform](#), enabling us to align planning, performance and prediction functions into one cohesive platform.

As part of the broader Intelligent Revenue Platform, this product combination allows planners to maintain control of territory design in Xactly AlignStar, while Xactly Territories provides the visibility and collaborative capabilities that sales leaders need to review territory alignments and execute on those plans.

“Using Xactly AlignStar has been a game-changer in terms of managing territories at our organization. Retaining top sales talent is more important than ever, so a solution that helps us ensure our territory alignment is transparent and fair also helps us keep our top performers.

In addition, AlignStar allows us to quickly make territory changes to respond to our current needs and goals with just a few clicks.”

SALES OPERATIONS LEAD
Medical Device Manufacturer

75%
Faster
Territory
Alignment

15%
Reduction
In Sales
Travel Costs

20%
Boost
In Sales
Productivity

>> READY TO GET STARTED? <<

To learn more about Xactly AlignStar® + Xactly Territories®, visit our website to request a demo at xactlycorp.com.

ABOUT XACTLY

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using Xactly's solutions, leaders look past the current quarter to create revenue streams for long-term growth.

The Xactly Intelligent Revenue Platform marries artificial intelligence and 17 years of proprietary data in easy-to-use applications. Sentiment, process and trend analysis come together to form accurate machine forecasts. Quick identification and implementation of revenue plan, quota and territory improvements is easy. And, rapid calculation of even the most complex compensation plans keeps sales reps motivated and on track. This makes the Xactly Intelligent Revenue Platform the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable and profitable business.