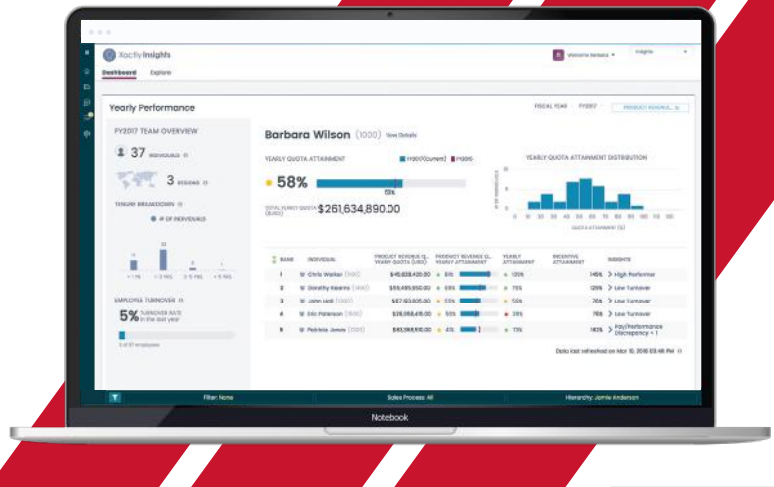


Pay and Performance Insights

Leverage organizational pay and performance data to design sales plans and optimize performance.



Are you able to spot the high (and low) performers, reps at risk of attrition, and pay and performance discrepancies across your sales team? Tracking all of these critical metrics does not need to be a manual process or a guessing game.

Xactly Insights provides pay and performance analytics that compare your organization's data to our more than 17 years of proprietary data* to show you where you stand and support decision making. By arming sales leaders with actionable, insight-driven information about their reps, they are able to influence behaviors that produce desired results.

*Aggregated and anonymized with customer consent

EMPOWER SALES AND REVENUE TEAMS WITH INSIGHT-DRIVEN DECISIONS

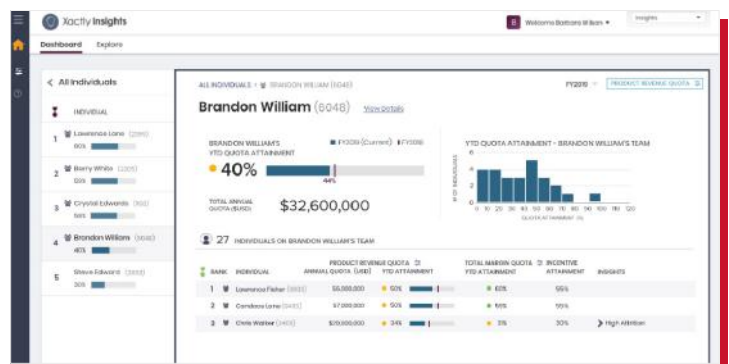
Utilize insights based on Xactly's empirical pay and performance data to empower sales, operations and finance teams to make accurate and timely business decisions. Insights is the only solution to offer real-time, dynamic performance indicators based on pay and performance metrics from across industries.

PREDICT SALES REP ATTRITION USING ARTIFICIAL INTELLIGENCE

Leverage artificial intelligence and machine learning to predict sales rep attrition and proactively take measures to address before it happens. Compare plan design and performance against industry peers with advanced filter settings that enable you to dive into business data. With zero implementation required, configure advanced metrics and reports that support a wide array of sales performance business needs.

MONITOR OVERALL SALES TEAM HEALTH

Utilize business intelligence dashboards and reports designed to quickly assess the health of your sales team through stacked rankings and year-over-year quota attainment comparisons.



Why Xactly Insights?

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, Xactly Insights customers have access to the entire portfolio, leveraging pay and performance data to provide dynamic performance indicators to inform more effective decisions.

17+

years of cross-industry pay and performance data.

70+

billion transactions annually.

10%

higher quota attainment experienced by Insights customers

“Xactly provides insights that enable me to have a seat at the table and be a strategic advisor to the business. I couldn’t imagine doing my job without Xactly.”

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Vice President, Finance Shared Services, DocuSign

DocuSign

>> LEARN MORE <<

To learn more about Xactly Insights, 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.