



Achieve Predictable Revenue with Xactly Forecasting and Microsoft Dynamics

Xactly Forecasting® is a flexible Sales forecasting software that delivers detailed insights and aligns with your organization’s sales processes. Xactly Forecasting improves sales and revenue forecasting accuracy using artificial intelligence (AI) and machine learning (ML) technology, consolidated performance metrics and quick insights to easily understand the health of your revenue engine.

Since 2006, Xactly has worked hand-in-hand with Microsoft Dynamics to help organizations improve sales performance and boost goal achievement. Xactly’s mission is to transform data into actionable insights that propel revenue performance, sales excellence and help every customer maximize the value of their Dynamics environment.



Korn Ferry



Gartner

XACTLY FORECASTING UNITES CONSISTENT SALES EXECUTION AND ACCURATE FORECASTING

Now more than ever, it’s vital to establish clear pipeline visibility and forecast accuracy through data-informed analytics.

With Xactly Forecasting and Microsoft Dynamics, sales leaders have the tools to drive greater revenue predictability and consistent sales process execution within their organizations.

COLLABORATIVE FORECAST MODELING

DYNAMIC HEALTH AND CONFIDENCE SCORING

POWERFUL PIPELINE ANALYTICS

AI-GUIDED COACHING

Xactly Forecasting Elevates Dynamics CRM Capabilities in Four Core Areas



**PIPELINE
MANAGEMENT**



**PIPELINE
ANALYTICS**



**SALES
EXECUTION**



**PREDICTIVE
FORECASTING**

XACTLY FORECASTING DELIVERS CONSISTENT SALES EXECUTION AND ACCURATE FORECASTING

Establish clear pipeline visibility and forecast accuracy through data-informed analytics.

Maximize Your Dynamics Investment

- ▶ Experience quick deployment, getting up and ready in weeks
- ▶ Save reps time through seamless integration with automatic data capture, in-line edits and bi-directional sync for better data hygiene
- ▶ Turn Dynamics data into actionable insights to drive strategy and reinforce winning behaviors that improve performance

Access Advanced Pipeline Analytics

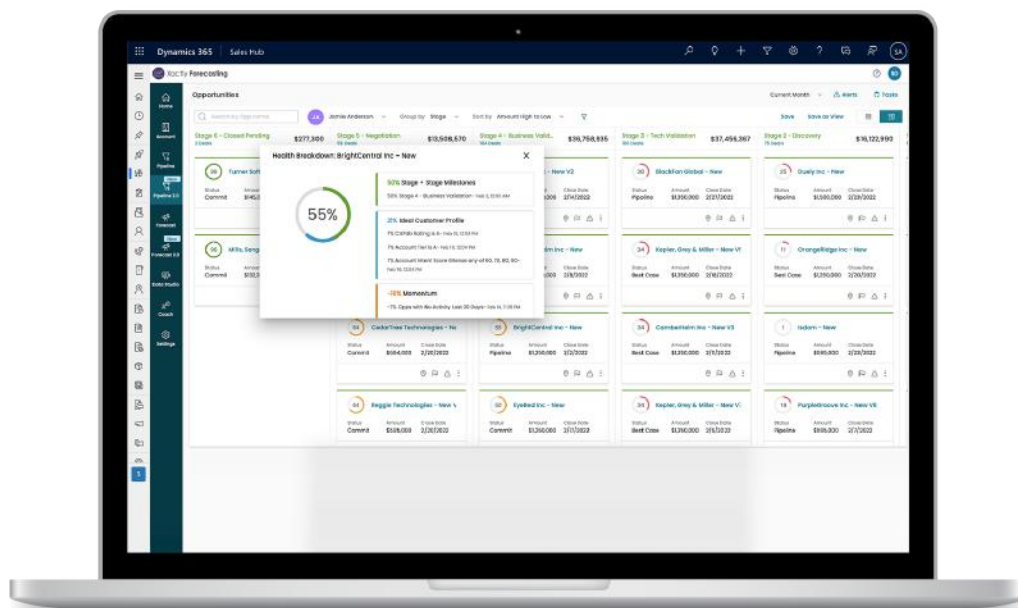
- ▶ Visualize pipeline changes over time and drill down into why and how deals move
- ▶ Provide reps with AI-guided coaching on how to accelerate their pipeline
- ▶ Monitor pipeline performance metrics proactively and gain predictive insights
- ▶ Consolidate relevant pipeline data into an easy-to-use, purpose-built UI

Enhance Sales Process Compliance and Execution

- ▶ Customize and score opportunities based on your existing sales strategy or methodology
- ▶ Increase deal win-rate with intelligent digital rep assistant that detects momentum, performs sentiment analysis and delivers next best actions
- ▶ Help reps focus on the highest impact deals in their pipeline to hit quota
- ▶ Access summary analysis to identify areas of improvement for reps and managers

Automate Commission Earnings Forecasting

- ▶ Enable Finance teams to run prediction models more frequently and clearly visualize potential commissions alongside revenue pipeline data
- ▶ Provide reps and managers with potential commission earnings on a deal or total pipeline basis





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.

LEARN MORE

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