

Enable Strategic, Collaborative Conversations to Cultivate and Close Deals

Close quarter and hit plan confidently with interactive sales strategy and situation analysis.

Revenue teams and other functions involved in the sales cycle need visibility and accuracy into which deals are likely to close. Xactly Forecasting Mission Control enables multiple stakeholders to collaboratively manage and interact with deals at the end of the quarter by providing various forecasts for different likelihoods on each deal.



CONDUCT REAL-TIME DEAL REVIEW

Visually and collaboratively demonstrate the strategy and tactics you're using to win more deals with efficient tools to:

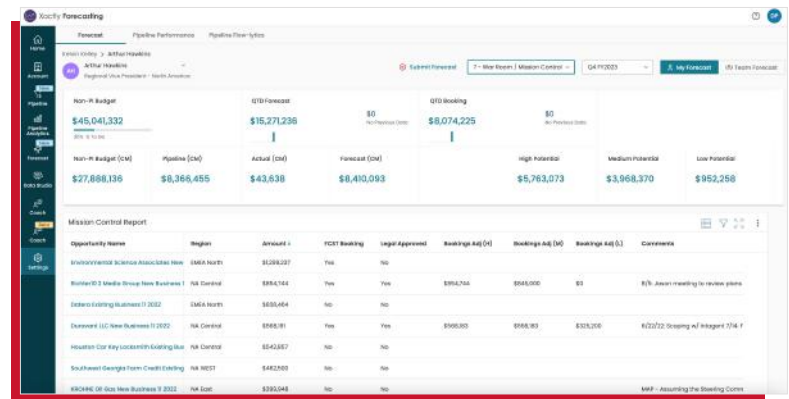
- ▶ Create easily consumable forecast scenarios for downstream functions such as Finance, Legal and Services.
- ▶ Prepare and react to multiple forecast scenarios.
- ▶ Focus on the right opportunities with the right stakeholders.
- ▶ Create a common solution and strategy to close more deals.
- ▶ Utilize a simple way to manage data, especially around opportunities.



LEAVE SPREADSHEETS IN THE PAST

Traditionally, spreadsheets have been used for both linearity of sales for the quarter and for ensuring the number is achieved. There are many challenges to this manual approach, including:

- ▶ Version control
- ▶ Stale data
- ▶ Data inaccuracy
- ▶ Inefficient processes



ESTABLISH NEW AND MODERN BEST PRACTICES

Deal review is a collaborative process. Xactly Forecasting Mission Control makes the most of your time together.

- ▶ Establish sustainable methods to conduct your deal review sessions.
- ▶ Work from a single source of truth.
- ▶ Remove concern about stale data and version history.



READY TO GET STARTED?

To learn more about Xactly Forecasting®, 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.