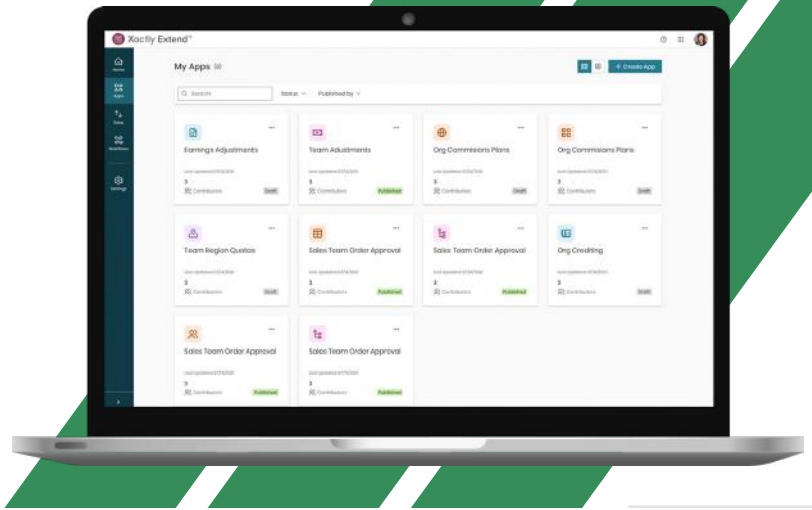Xactly Extend™

Business Process Extension

Extend beyond purpose-built solutions to integrate data and increase process efficiency

Despite having a robust tech stack, many organizations still have a unique set of manual processes associated with payroll approvals, deal claims, crediting allocations and MBOs that rely on data from disparate systems, spreadsheets and other error-prone sources.
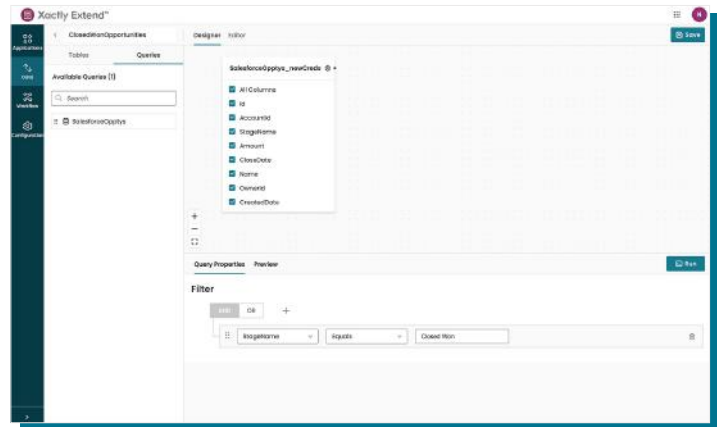
By leveraging Xactly Extend™, organizations can automate and manage data-dependent go-to-market (GTM) processes by uniting relevant stakeholders and data from Xactly solutions and external data sources, driving efficiencies and more meaningful insights.

INTEGRATE REVENUE-RELATED DATA SECURELY

Securely integrate data from various sources to create one system of record for associated data and processes to:
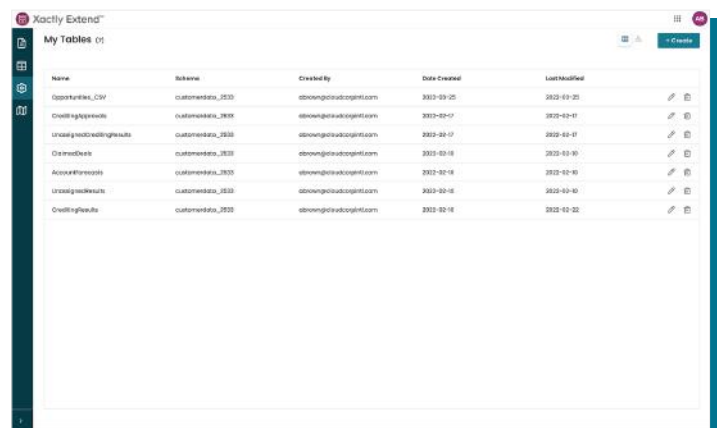
▶ Manage, automate and optimize data-dependant processes.

▶ Ensure proper workflow and approvals, and gain control over data and processes with robust security and complete audit capabilities.

EXTEND REVENUE OPERATIONS FUNCTIONALITY

Leverage pre-built and customized applications to extend GTM processes to:

▶ Drive collaboration among teams and data inputs across business processes via secure, controlled access.

▶ Create various data breakouts to gain the most value and identify untapped insights.

AUTOMATE BUSINESS-SPECIFIC GTM PROCESSES

Create custom processes to increase compliance and meet deadlines, leveraging an intuitive user interface to:

▶ Reduce reliance on manual activities surrounding existing GTM and compensation processes that involve multiple stakeholders and data sources.

▶ Reduce errors by unifying data from disjointed sources.

Xactly

Simplify Complex Business Processes With Xactly Extend

Xactly Extend allows organizations to expand business processes using bespoke workflows and customized applications that break down silos across various teams, systems and processes. Xactly Extend helps to streamline data management, improve process efficiency and deliver more valuable insights around:

Payroll Approvals: Simplify complex processes that span multiple stakeholders to mitigate risks and save time.

Credit Assignment: Optimize data flow to and from Xactly Incent®, and improve transparency via process-related data centralization.

Management By Objectives (MBOs): Accommodate nuanced MBO use cases and custom structures with the necessary data flows to accompany them.

Deal Claim and Discretionary Bonuses: Provide controlled access and real-time data to efficiently track, update and approve deal claims, bonuses and adjustments.

Quota Setting and Allocations: Account for any quota methodology, including top-down and bottom-up, while providing transparency to all relevant stakeholders.

Why Xactly Extend™?

Every revenue organization struggles with manual activities that result in time wasted on administrative tasks. And, with increasingly disjointed tech stacks and the speed of business, companies are exposed to lost insights, missed targets and unhappy employees left to manage it all.

Xactly Extend equips organizations with the tools to expand and optimize GTM-related business processes to fill in gaps created by purpose-built solutions and fragmented data sources, allowing them to reduce their dependence on difficult-to-manage processes.

>> READY TO GET STARTED? <<

To learn more about Xactly Extend, 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.

Xactly