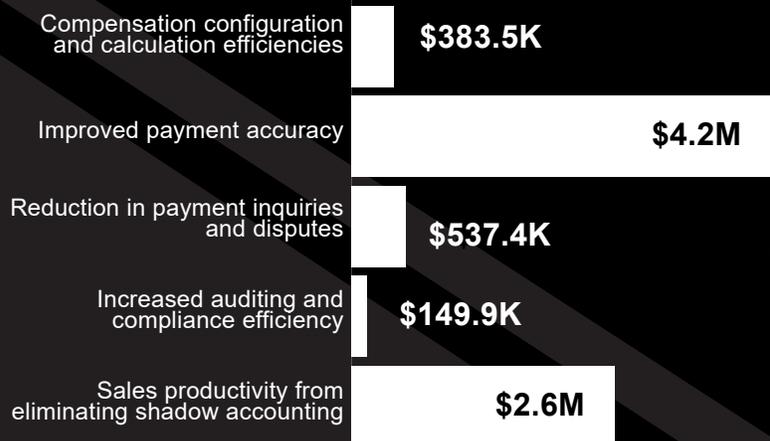


# The Total Economic Impact™ Of Xactly Incent

Through four customer interviews with decision-makers using Xactly Incent integrated with Salesforce CRM, Forrester concluded that Xactly Incent has the following three-year financial impact.

## SUMMARY OF BENEFITS

Three-year risk-adjusted



**NET PRESENT VALUE**  
**\$6M**

**ROI**  
**328%**

**PAYBACK**  
**<6 months**

## ADDITIONAL INCENT BENEFITS

-  Decrease time to configure payment plans and calculate commission payments by **60%**
-  Improve payment accuracy to **99%**
-  Reduce payment inquiries and disputes by **83%**
-  Decrease shadow accounting and **save 2 hours per month per seller**

## VOICE OF THE CUSTOMER

**“We’ve added plans to be more specific to business needs to drive incentive schemes. We have with Xactly Incent the ability to expand the number of plans, support them, and have more advanced design of plans so that they are more business-centric and help drive the right behavior.”**

 *VP of commercial excellence, industrial services*

**“Xactly Incent is successful: it’s easy to use and integrated, and the teams can trust it.”**

 *AVP of enablement and execution, automotive*