

Automate Commission Earnings Projections

Delivering accurate commission projections is never easy, and it's nearly impossible if they're not mapped to how deals are shifting in your pipeline because of disconnected teams, systems, and processes.

As one of the biggest variable costs for Finance, getting commissions right is critical to revenue predicability. By automating your commission earnings forecast process with Xactly, you can quickly identify potential commission impacts alongside pipeline data.

Existing Manual Process



1. Update system
2. Process known commissions
3. Create CRM opportunity extract



4. Identify models with Finance
5. Create opportunity categorization
6. Prepare calculation with additional compensation data
7. Map files to comp data or spreadsheet
8. Run model A, B, and C



9. Upload files into system
10. Inspect opportunities to identify proper imports
11. Add opportunities manually for desired total



12. Extract commission results
13. Convert commission currencies
14. Create new file
15. Make presentable version with reports
16. Present to key stakeholders and executives
17. Review models and analyze



18. Repeat entire process



Automated Commission Earnings Forecast

1 Integrate CRM data into Xactly product suite



2 Combine incentive compensation data...



Xactly Incent®

3 ...with real-time pipeline data



Xactly Forecasting®

Automate commission forecasting process by combining the power of Xactly Incent® and Xactly Forecasting®



Forecast commissions alongside the pipeline



Increase visibility of accurate data to inform compensation plans



Motivate reps with transparency into commission

About Xactly

Xactly provides the only AI-powered platform that combines revenue intelligence and sales performance management so organizations can unlock their full revenue potential. Backed by two decades of pay and performance data, Xactly's Intelligent Revenue Platform is designed for finance, revenue, compensation, and sales leaders who want to drive quality, sustainable revenue. To learn more about Xactly and the latest issues and trends in revenue intelligence, visit us at XactlyCorp.com, follow our [blog](#), and connect with us on [LinkedIn](#).