

# Commission Expense Accounting

Ensure organizational compliance with a complete solution to manage commission accounting



The ASC 606 and IFRS 15 compliance standards have made the process of expensing sales compensation much more complex. Organizations have had to overhaul their accounting processes and rethink their internal data management. These are not changes that manual spreadsheets and homegrown systems can handle in the long run.

Xactly Commission Expense Accounting™ (CEA) delivers a comprehensive commission expense management solution - with full capitalization and amortization capabilities - that lets companies easily and securely monitor performance obligations and ensure compliance with ASC 606 and IFRS 15 standards.



## UTILIZE AN EXTENSIVE REPORTING LIBRARY

- ▶ Gain a complete view into the full lifecycle of your commission expenses with a library of pre-built and automated reports and dashboards.
- ▶ These out-of-the-box reports include amortization schedules, profitability statements, accounting model comparisons, and roll forward summaries by group to name a few.



## INTEGRATE WORKFLOW AND PROCESS MANAGEMENT

Xactly CEA is not only supported across the entire Xactly Intelligent Revenue Platform, but also:

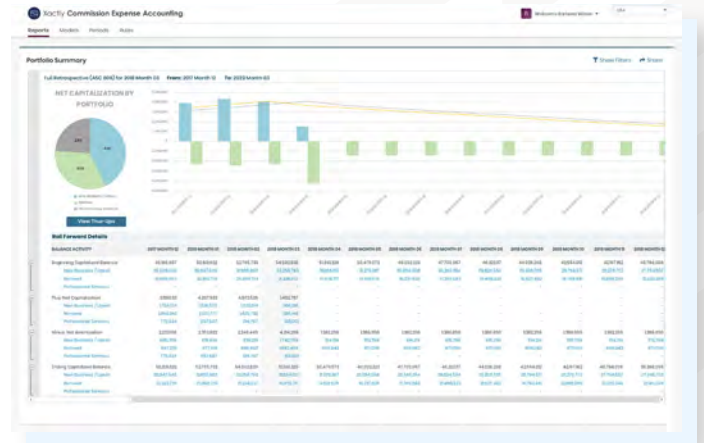
- ▶ Integrates with an organization's existing tech stack, including CRM, HRIS, CLM and CPQ systems.
- ▶ Manages any number of accounting books and interoperates with all downstream accounting ledgers.



## AUTOMATE DYNAMIC TRUE-UPS

Create detailed and accurate commission amortization schedules easily by:

- ▶ Automating true-up changes due to any contract event - whether a contract adjustment, shift in employee status, or customer churn .
- ▶ Automatically triggering impairments for any changes, including start dates or changes in benefit period.

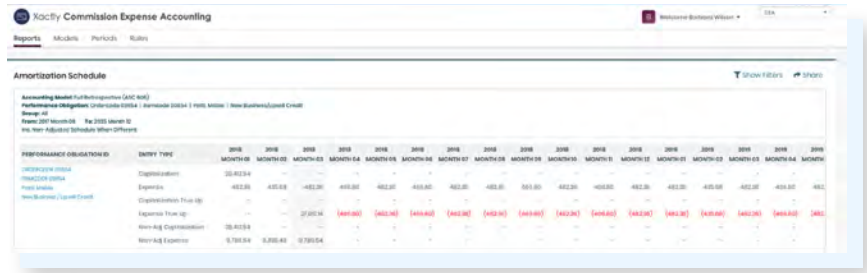


## ACCESS FULL AND MODIFIED RETROSPECTIVE APPROACHES

- ▶ Automate compliance with ASC 606 using CEA, which includes both full and modified retrospective approaches.

# Why Xactly CEA™?

Xactly CEA™ provides a single, secure and accurate system of record to ensure compliance standards are met. With automated and traceable change management, easily simplify audit evaluation and have confidence in the accuracy of commission data whether at the customer, contract or product level.



Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That’s why we built our [Intelligent Revenue Platform](#), enabling us to align planning, performance and prediction functions into one cohesive platform. Our ability to integrate Xactly CEA across the broader revenue engine is how we empower you to make efficient, strategic decisions with accurate revenue data at your fingertips.

83%



reduction in the time needed to validate commissions data and run reports  
*Xactly Customer: Digital Experience SAAS Company*

2-3

days saved in journal creation alone.  
*Xactly Customer: Business Services SAAS Company*

“Because it integrates seamlessly within our existing environment, Xactly CEA provides a secure system of record that streamlines our ability to ensure regulatory compliance and gives us confidence in the accuracy of the data that is used for all calculations and reports.”

**UDIT TIBREWAL**  
 Chief Accounting Officer, Sitecore



## >> READY TO GET STARTED? <<

To learn more about Xactly Commission Expense Accounting, visit our website to request a demo at [xactlycorp.com](https://xactlycorp.com)

# 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](https://XactlyCorp.com), follow our [blog](#), and connect with us on [LinkedIn](#).

