

Optimize Your Go-to-Market Investments & Unlock Revenue Growth



Create focused plans for ideal capacity and coverage, equitable territories and achievable quotas

The sales planning process can be stressful. Manual tasks are time-consuming and create silos that render collaboration between Sales, Revenue Operations, and Finance very difficult. As a result, many organizations must rely on an annual planning cycle, which impacts their ability to respond quickly when disruptions occur and changes are required.

Xactly's Sales & Revenue Planning solutions empower organizations to plan effectively and continuously monitor the effectiveness of their decisions throughout the year, continuously modeling and optimizing their sales capacity, quota, and territory plans. By bringing together the power of automation, real-time dashboards, collaborative workflows, and territory alignment, businesses can empower teams with more agility across their go-to-market engine and unlock their revenue potential.



OPTIMIZE SALES COVERAGE AND CAPACITY

Automate sales coverage and capacity planning processes, and determine the optimal resource allocation required to meet and exceed revenue goals.

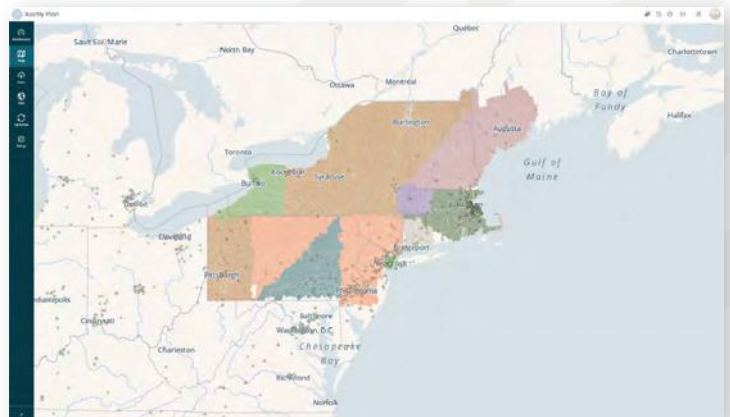
- ▶ Access intuitive dashboards showing headcount plans, quota, achievement, and performance, to see how events, such as hiring and attrition, impact goals.
- ▶ Consolidate data from CRMs and other sources to capitalize on historical performance data to drive growth.
- ▶ Create iterative snapshots of sales plans, model “what-if” scenarios and monthly forecasts, and analyze side-by-side comparisons across teams.



BOOST SALES PERFORMANCE WITH EQUITABLE TERRITORIES

Create and maintain equitable territories that maximize revenue potential and boost sales performance.

- ▶ Align targets across territories, products, segments, and roles to improve predictability and potential ramp times, ideal quotas, and seasonality.
- ▶ Consolidate historical pay and performance data to equip organizations with the tools they need to create consistent revenue growth.





INCREASE QUOTA VISIBILITY TO DRIVE ALIGNMENT

Monitor ongoing sales performance to drive alignment and link planning to execution.

- ▶ Provide Finance and Operations teams with detailed dashboards showing granular insights into how the organization is operating to make more informed, strategic decisions.
- ▶ Predict key indicators such as ramp times, ideal quotas, and seasonality in sales to build optimal sales plans.
- ▶ Use out-of-the-box KPIs and dashboards highlighting historical and real-time data to proactively analyze metrics so you can spot and correct problems faster.

Why Xactly Sales & Revenue Planning?

Xactly understands the value of unifying intelligent planning with operational execution to drive go-to-market success.

That's why we built our Intelligent Revenue Platform - to align all critical functions of the revenue lifecycle into one cohesive platform.



Trusted by Customers to Strengthen Organizational Insights

25%



reduction in the time to create sales plans

14%



increase in quota attainment

>> **READY TO GET STARTED?** <<

To learn more about Xactly Sales Planning, visit our website to request a demo at 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, follow our [blog](#), and connect with us on [LinkedIn](#).

