

Xactly Executes Pay Transparency and Continuous Planning for Leading Financial Services Company



Xactly, a leading intelligent revenue software provider, has formed a longstanding partnership with a leading financial services company. Through the implementation of Xactly's services, the company has experienced significant enhancements in the quality and efficiency of their compensation process. By leveraging Xactly's pay and data transparency capabilities, the company has achieved commendable levels of productivity, while also engaging in continuous planning. To discover more about this successful collaboration, read on.

The Challenge

The company's previous compensation management process consisted of one person manually managing and processing data, posing a lack of accuracy, pay transparency, and efficiency. The Finance team needed a solution to deliver a holistic picture of their compensation data and gain usable insights and information quickly.

The Solution

Since implementing Xactly in 2017, the company has witnessed a remarkable advancement in its capacity to access, analyze, and leverage compensation data effectively. This newfound data consolidation has resulted in increased productivity and ongoing strategic planning collaboration between the Sales and Executive teams. Additionally, Xactly has helped to streamline its onboarding process, making it simpler ramp-up time for new hires.

This transparency has led to higher productivity and continuous planning with the Sales team and C-suite leadership. Xactly's services make it easier for team members to use and optimize onboarding and ramp time.

Xactly offers the following key benefits:

- **Transparency:** Weekly reports and breakdowns of pay components available to the whole team.
- **Efficiency and Accuracy:** Automation streamlines processes, improves data quality, enables faster data processing, enhances data visibility, ensures compliance, and supports scalability and adaptability.
- **Continuous Planning:** Ability to measure performance and to maintain an up-to-date understanding of their financial situation and make more informed decisions.
- **Scalability:** Effectively maintains 500 financial consultants and 40 branch managers.

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](#).

