The Total Economic Impact[™] Of Xactly Incent

\$383.5K

\$537.4K

\$2.6M

\$149.9K

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.

\$4.2M

ADDITIONAL INCENT BENEFITS

SUMMARY OF BENEFITS

Three-year risk-adjusted

Compensation configuration and calculation efficiencies

Improved payment accuracy

Reduction in payment inquiries and disputes

Sales productivity from eliminating shadow accounting

Increased auditing and compliance efficiency



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."

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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

This document is an abridged version of a case study commissioned by Xactly and Salesforce titled: The Total Economic Impact Of Xactly Incent, January 2023.

Commissioned By:

FORRESTER[®]

NET PRESENT VALUE

\$6M

328%

PAYBACK

months

<6

ROI

