

Xactly Incent empowers companies to successfully design, implement, and manage intelligent incentive compensation programs. With robust functionality and seamless integration with existing ERP, CRM, and HCM systems, Xactly Incent maximizes the ROI of incentive compensation with improved efficiencies, greater timeliness and accuracy, and plan optimization.

### REDUCE TIME SPENT ON PLAN ADMINISTRATION BY 60%

Automate incentive compensation programs with Xactly Incent to eliminate payout errors, increase commission forecasting accuracy up to 99.6%, and lower the time needed to administer commissions plans by 60%. Xactly Incent runs complex commissions calculations in a fraction of the time versus manual processes, increasing efficiencies up to 3x.

### DRIVE PERFORMANCE WITH IMMEDIATE VISIBILITY AND MOBILE ACCESS

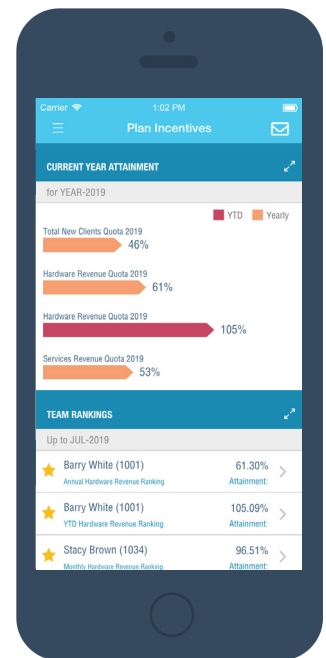
Increase rep motivation, productivity, and trust with on-demand visibility into commissions results and potential earnings for every deal. With native Android and iOS support, easily access commissions data and strengthen cross-functional alignment with transparency into pay and performance data.

### REALIZE UP TO 10% HIGHER QUOTA ATTAINMENT

Create competitive plans that align and drive sales behaviors, and realize up to 10% greater quota attainment. Xactly delivers over 16+ years of pay and performance data, enabling organizations to easily compare their plans against industry peers, evaluate program competitiveness, and raise quota attainment, while increasing sales retention.

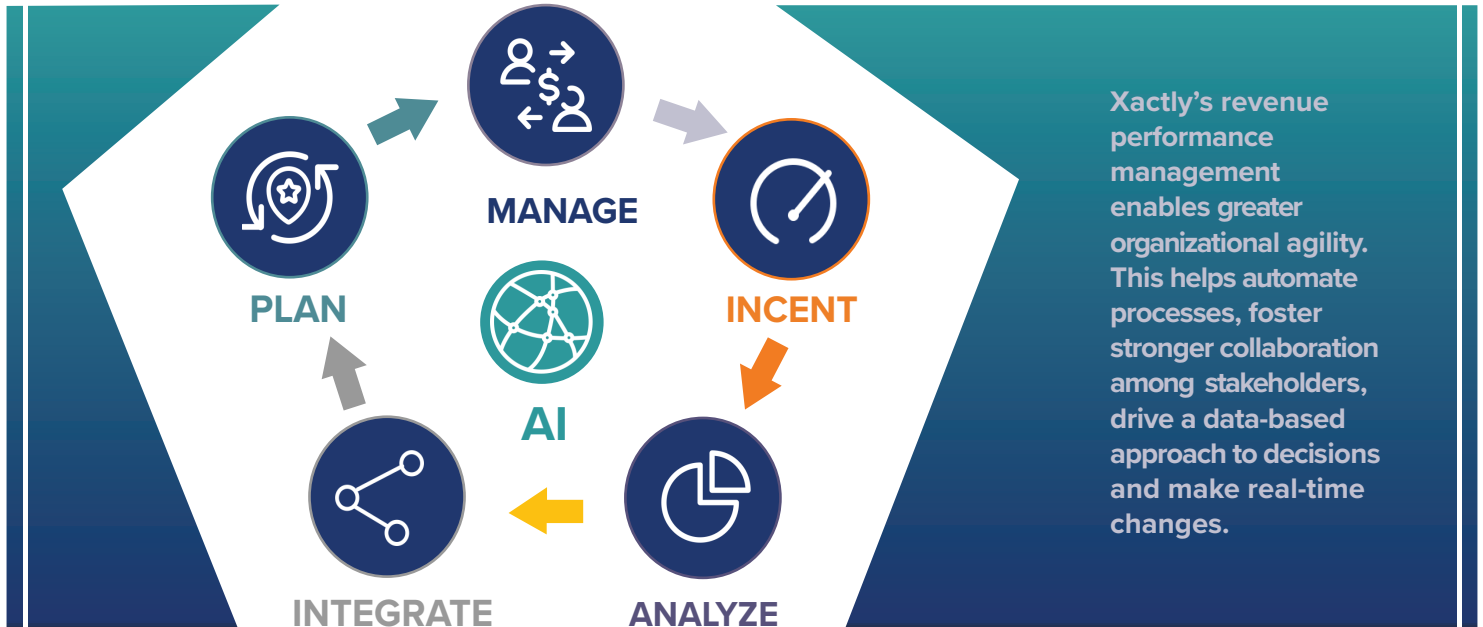
### ENSURE SYSTEM SECURITY AND SCALABILITY

Xactly Incent can support the most complex implementations handling millions of orders and tens of thousands of subscribers. Companies can easily scale incentive compensation plans with the ability to instantly add new reps to plans, automate plan review and approval processes, and quickly add new data sources. Xactly Incent provides strict security controls for operational processes and service transparency through the Xactly Trust Site.



\*Stats and results are from customer surveys and aggregated pay and performance data.

# AGILE REVENUE PERFORMANCE



Xactly supports thousands of companies and empowers millions of sales reps. With 16+ years of expertise in developing purpose built solutions in a dynamic product platform, we power the world's most famous and complex organizations with their sales planning, incentives, and data-driven decision making.

In an increasingly changing world, organizational agility is crucial to survival and success. Xactly is uniquely positioned to drive this within sales organizations of all sizes. Our focus on SPM helps automate and streamline operations and develop organizational best practices. And a holistic ecosystem ensures not one rep, supporting team or relevant data point is ever lost in the shuffle.

## XACTLY'S FIVE AREAS OF FOCUS:

**PLAN** - Ensure the organization has the right capacity to deliver territory designs to create maximum deployment efficiency. Xactly also delivers relevant predictions for attrition, hiring, onboarding, ramp time and more.

**MANAGE** - Manage the reality of real-world situations in a continuous fashion. Xactly's distributed tools help sales and finance leaders model and adjust in real-time.

**INCENT** - Build well-designed compensation programs that drive high performing sales teams. Xactly's robust and secure platform automates complex commission calculations and rules at scale. Increased visibility in the sales organization develops trust, engagement and motivation to drive desired results.

**ANALYZE** - Capitalize on 16+ years of Xactly's proprietary, aggregated and anonymized, pay and performance data. To take a step further, when applied to artificial intelligence and machine learning algorithms, the result is actionable insights that drive high performing sales teams.

**INTEGRATE** - Integrate seamlessly with existing technology stack and maximize your investment ROI. Xactly's solutions allow customers to efficiently manage end-to-end data processing and data management needed to automate critical SPM processes. All with great flexibility and ease.