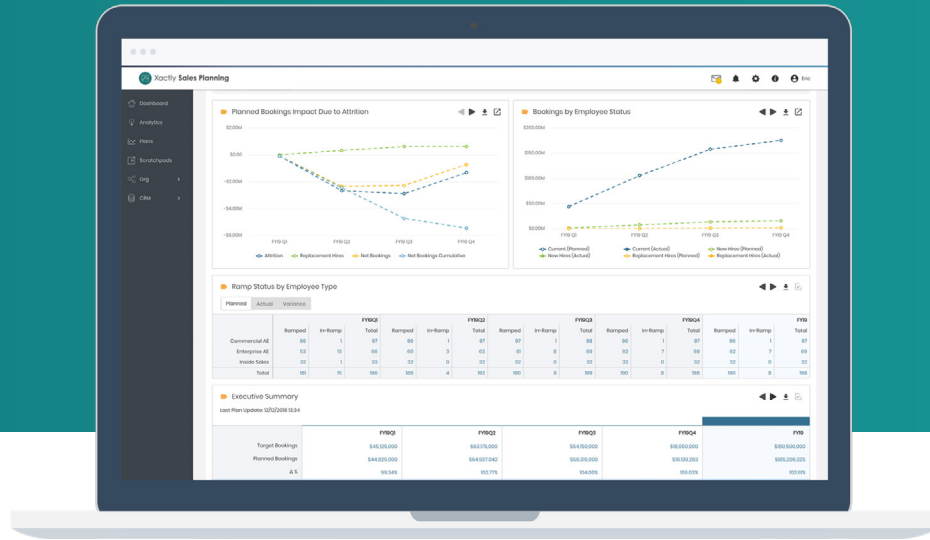




Xactly Sales Planning



Xactly's automated, purpose-built sales planning solution empowers organizations to easily create and continuously monitor and optimize sales capacity and quota plans, increasing quota attainment by 15%.

AUTOMATED AND DATA-DRIVEN

Automate the sales coverage and capacity planning processes, and determine the optimal resources required to hit bookings goals. Streamline quota planning to create equitable quotas and motivate sales performance. Leverage historical sourcing, ramp, seasonality, quota attainment data, and more to optimally allocate resources across territories, products, business segments, and sales roles.

CONTINUOUS COLLABORATION AND OPTIMIZATION

Leverage a data-driven approach to build trust and collaborate efficiently across different departments, including Sales Operations, Finance, Sales Leadership, Board of Directors, etc. Create iterative snapshots of your plan, model "what-if" scenarios and monthly forecasts, and analyze side-by-side comparisons. Proactively monitor and continuously optimize sales plans with changes in real-time business conditions to course correct as required.

ENHANCE INSIGHTS WITH ARTIFICIAL INTELLIGENCE (AI)

Enhance decision making by leveraging AI to predict key metrics including ideal ramp times, quota targets and seasonality in sales. With out-of-the-box KPIs and dashboards integrating historical and real-time data, proactively analyze metrics to spot and correct problem areas faster.

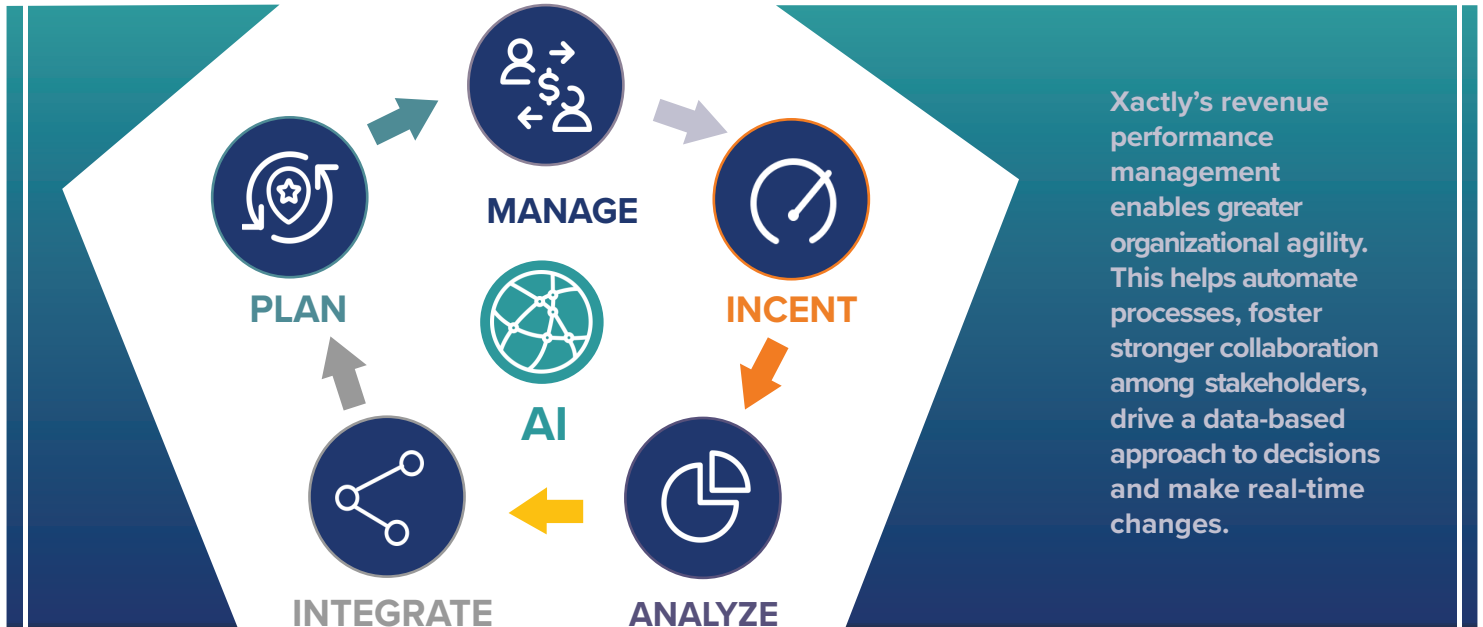
INTEGRATE SEAMLESSLY WITH CRM, ICM, AND OTHER SYSTEMS

Integrate seamlessly with your existing CRM such as Salesforce, ICM solutions such as Xactly Incent, and other enterprise systems with Xactly Connect to transfer data and thus enable a holistic approach to sales planning.

RAPID PATH TO PRODUCTION

Design, develop and deploy sales planning across your company within a few weeks and at low implementation cost. Configure and customize the pre-built solution to suit your business needs and evolve as your business changes.

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.