

Xactly Connect™ data integration and open API platform allows organizations to create and automate integration processes for data processing across Xactly’s sales performance management (SPM) suite.

INTEGRATION WITH EXISTING DATA ARCHITECTURE

Using Xactly Connect, companies can automatically integrate data from on-prem systems, as well as SaaS vendor applications, such as CRM, ERP, and HRIS platforms. Xactly Connect’s complete data integration platform supports everything from inbound data feeds to creating custom tables and data pipelines to perform complex ETL data transformations.

AN OPEN SYSTEMS APPROACH

- Xactly Connect’s query and ETL syntax is based on ANSI SQL, a common, standards-based language familiar to IT teams, reducing the time required to learn the platform.
- Xactly Connect’s REST API allows for tighter and more customized integration with applications.
- Xactly Connect supports both ODBC and JDBC connectivity to leverage an organization’s ETL and BI applications. Xactly’s ODBC and JDBC drivers communicate with Xactly Connect using the REST API.
- Data transfer via SFTP is available for both inbound and outbound data files.

INTUITIVE, WEB-BASED USER INTERFACE

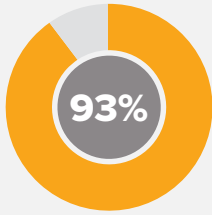
Xactly’s web-based UI for the Xactly Connect Data Integration Platform gives both developers and compensation administrators a visual view and control of data integration routines built within the platform.

The Xactly Connect API suite also includes products to more tightly integrate compensation data into a customer’s existing applications:

- API Gateway - supports standard OAuth2 authentication, allowing applications to request and display data from the Xactly Connect Platform on behalf of individual Xactly Incent users.
- Estimator API - primarily targeted at CPQ applications, direct integration of the Xactly Estimator into Salesforce CPQ’s next-generation quote-to-cash application allows information to easily flow between the two systems.

WHY TRANSFORM REVENUE NOW?

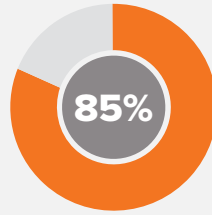
NOT AGILE



of companies believe their existing revenue operating models cannot keep pace with changing market conditions.*

* ACCENTURE

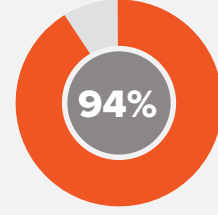
NOT EFFICIENT



of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* MCKINSEY

TOO RESOURCE INTENSIVE



of revenue leaders are not confident about their team's ability to meet or exceed revenue goals going forward.*

* GARTNER

CORPORATE BOARDS WANT REVENUE THAT IS:



RESILIENT

Consistent revenue growth that thrives in volatile & competitive markets



PROFITABLE

Efficient revenue growth that unlocks new market opportunities



PREDICTABLE

Reliable revenue growth that is removed from intuition bias

IN RESPONSE, LEADERS WANT TO INCREASE:

AUTOMATION

Integration across systems and processes

COLLABORATION

Alignment across stakeholder teams

ACTIONABILITY

Insights to support better decision making

CONTINUITY

Agility to course-correct in real-time

TO ACHIEVE BREAKTHROUGH RESULTS:

37% faster revenue growth for firms that operate with organizational agility.*

* THE ECONOMIST

15% increase in margin by maximizing sales force effectiveness.*

* BCG

10% over-performance on revenue targets for revenue intelligent companies.⁶

* FORRESTER

WITH THE XACTLY INTELLIGENT REVENUE PLATFORM



ENHANCE PREDICTABILITY REVENUE INTELLIGENCE

FORECAST | INSIGHTS | BENCHMARKS

- ▶ Create predictable, accurate revenue forecasts.
- ▶ Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- ▶ Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.



INCREASE PROFITABILITY WITH REVENUE PERFORMANCE

INCENTIVES | OBJECTIVES | EXPENSES

- ▶ Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- ▶ Drive high-performance revenue teams with effective compensation programs.
- ▶ Motivate desired behaviors and strengthen trust with increased commissions visibility.



IMPROVE RESILIENCY WITH REVENUE OPTIMIZATION

CAPACITY | TERRITORIES | QUOTAS

- ▶ Uncover necessary changes to optimize revenue plans, quotas, territories.
- ▶ Respond to and navigate unforeseen disruptions with agility.
- ▶ Create hyper-efficient revenue teams by ensuring proper capacity and territory design.



16+ YEARS OF EMPIRICAL DATA
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on [Twitter](#), [Facebook](#), [LinkedIn](#) and subscribe to our [blog](#).
© 2021 Xactly Corporation. All rights reserved. All registered trademarks are the property of Xactly.

