Xactly Forecasting®

Pipeline Analytics and Sales Forecasting

Unite consistent sales execution and accurate forecasting through data-informed pipeline analytics

Gartner reports that only 45% of sales leaders and sellers are confident in their organization's forecasting accuracy. Confidence wavers when leadership can't trust CRM data, don't know how deals are progressing or regressing, and have to manually calculate if they have enough pipeline coverage.

Xactly Forecasting is designed to remove data silos, easily surface pipeline details and trends, and provide an objective lens into any type of forecast via AI. GTM, finance, and revenue operations leaders need a unified approach to forecasts that are supported by data — both past and present — and are flexible to meet any potential changes to their GTM processes. Here are ways Xactly Forecasting helps organizations unlock revenue potential:

Formalize Forecasting Processes To Hit Your Number

Enable a consistent, structured forecasting process configured to your unique GTM model, enabling sales and revenue leaders to:

› Have a unified view for all forecasts throughout your revenue organization - from new business to renewals, add-ons and upsells, product-specific revenue predictions, and more.

› Uncover opportunity risks before your forecast call, so you can devise a unified strategy to get those deals back on track.

› Easily create forecast metrics for different stakeholders throughout your revenue ecosystem and that foster stronger cross-functional visibility and collaboration.

Improve Pipeline Inspection With Dynamic Health And Confidence Scoring

Empower sales managers and Operations teams to closely monitor sales pipeline health, deal by deal, activity by activity, via filters that quickly sort and pinpoint data required to:

› Identify forecast-worthy opportunities based on deal-level ML insights that explain why an opportunity will win.

› Evaluate and strategize each deal holistically via opportunity-level health scores, sales process milestones, sentiment analysis, and more.

Increase Accuracy With Multi-Level, AI-Augmented Forecasts

Create interactive, multi-level, and tailored visualizations across teams, products, or revenue types for a more efficient and holistic understanding of your pipeline to:

› View deal progression across the sales cycle and inspect pipeline changes over given periods, including future periods.

› Improve forecast accuracy at every level of the sales hierarchy using built-in machine-learning metrics tailored to your organization's numbers.

Forecast Commissions Alongside Pipeline Movement

Commissions can be one of the largest costs to a business, and maintaining visibility into the potential costs of commissions requires monitoring of real-time pipeline data. Xactly Forecasting addresses a constantly shifting pipeline that impacts projected revenue and costs to:

> Enable Finance teams to quickly identify aggregate commission cost estimates and pull real-time pipeline data to feed scenario modeling for more informed predictions.

> Connect your sales incentive program with sales execution by motivating sellers to focus on the deals that are best for their compensation plans and best for the business.
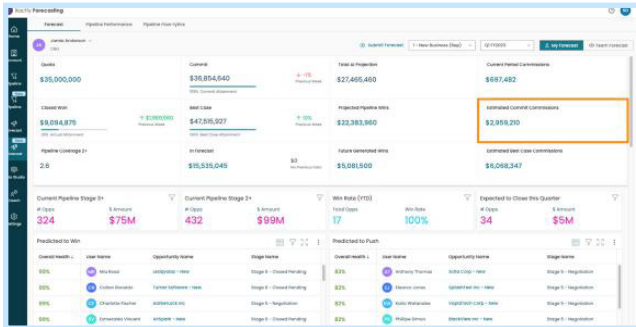

Total AI Projection
$27,465,460

Current Period Commissions
$697,482

Estimated Commit Commissions
$2,959,210

Estimated Best Case Commissions
$6,068,347

>80%
of sales organizations **DO NOT** have a forecast accuracy of greater than 75%.
Miller Heiman Group

~67%
of sales organizations have **NOT** formalized their approach to forecasting.
Miller Heiman Group

only 6%
of CSOs are confident they'll make their numbers.
Gartner

Why Xactly Forecasting?
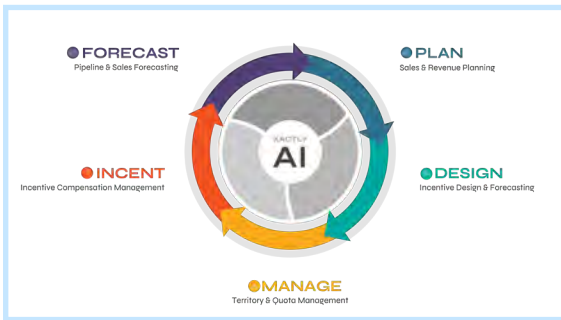
Xactly understands the value of unifying data and teams to operate with intelligence and unlock revenue potential. The Xactly Intelligent Revenue Platform enables organizations to align all facets of their revenue lifecycle on one cohesive platform.

> ❝ Xactly Forecasting has paid for itself in the benefits we are deriving and we can go on to bigger and better things. ❞

IFS

Sal Laher
Chief Digital and Information Officer at IFS

To learn more about Xactly Forecasting and request a demo, visit **xactlycorp.com**.

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**.