



With ever-increasing business complexities, today's enterprise companies require applications and systems that work within their existing infrastructures.

Xactly's comprehensive, end-to-end, sales performance management (SPM) solution suite easily integrates with the Oracle NetSuite platform. Joint customers, including Yext, KnowBe4, Sitecore, and Tracelink and more, benefit from the Xactly NetSuite partnership with:

COMMISSION ACCOUNTING COMPLIANCE UNDER ASC 606 (IFRS 15)

Fully integrated with NetSuite, Xactly Commission Expense Accounting (CEA) provides joint customers with a complete solution for managing commissions, or 'the costs of obtaining a contract,' under the new revenue recognition standard. Including full capitalization and amortization, Xactly CEA lets companies easily and securely monitor performance obligations. Extending the value of NetSuite's Advanced Revenue Module (ARM), Xactly CEA lets organizations ensure compliance with the new commission accounting requirements.

SEAMLESS INTEROPERABILITY

Leveraging Xactly's open and standards-based data integration platform, Xactly Connect, joint customers can easily integrate Xactly's SPM product portfolio with their existing NetSuite solutions. Xactly Connect includes ODBC/JDBC driver capabilities, easily extracting and importing data from NetSuite into Xactly's AI platform.

MOBILE ACCESS

With native support for both Android and iOS, Xactly with Oracle NetSuite gives sales reps instant access and visibility into their incentive data from any mobile device.

INDUSTRY LEADING ICM TECHNOLOGY

A recognized leader in the Gartner Magic Quadrant for Sales Performance Management (SPM) for 6 years, Xactly combined with Oracle NetSuite gives companies the ability to plan and execute incentive compensation programs faster and more accurately with a scalable platform built for growth.

ROBUST SALES PERFORMANCE AI PLATFORM

Leveraging over 14 years of aggregated pay and performance data, Xactly's solution suite provides timely analysis for sales planning, execution, and attainment across the entire SPM value chain. Its sales performance AI platform includes predictive analytics, industry benchmarking and comparative insights to empower organizations to optimize performance and drive revenue.

WORLD CLASS SALES PERFORMANCE MANAGEMENT

14+ Years of Pay and Performance Data

Planning

Sales Capacity
Forecasting
Quota Allocation
Territory Alignment & Optimization

Execution

Compensation Management
Commission Expense Accounting

Optimization

Sales Analytics
Coaching Quota Attainment
Objectives Management

SALES PERFORMANCE AI PLATFORM

 Xactly Connect

CRM CPQ ERP HCM

All of This is Backed by Xactly's Superior Service and Support

PLANNING

Streamline and simplify sales planning processes, including territory, quota and workforce planning, incentive compensation design, and accrual forecasting

- **Increase productivity** – by lowering the time spent on territory planning and gaining selling time with compact and travel efficient territories
- **Build trust** – with error free compensation payouts and data-driven territory design
- **Increase forecasting accuracy** – by easily running commission forecasts as deals change

EXECUTION

Achieve higher growth with a motivated and engaged sales force and ensure critical processes are executed faster and more accurately with ICM and commission expense accounting

- **Provide accurate financial forecasts** – with a more precise picture of your company's commissions data
- **Maximize the ROI of your SPM solutions** – with standards-based data integration capabilities that fit within your existing infrastructure
- **Automate key business workflows** – to increase efficiencies, improve alignment and eliminate errors

OPTIMIZATION

Harness the value of AI and ML to optimize the performance of your sales organization with access to 14+ years of aggregated pay and performance data and provide a recommended course of action

- **Drive sales productivity** – with a comprehensive view into the health and performance of your sales team in order to make needed adjustments
- **Quickly spot risk factors** – predict sales rep attrition, clusters of under-performance, and changes in sales indicators
- **Make coaching more effective** – with individual performance insights, such as year-over-year quota attainment comparisons and access to staked rankings comparisons