

# Xactly for CRM

## Seamlessly Manage ICM Processes, Natively within your CRM



Approximately 10% of a company's revenue is spent on incentive compensation, so maximizing that ROI is critical. Organizations must manage this investment accurately and apply it strategically for a competitive advantage. And being able to quickly leverage a platform your team already uses every day - like Salesforce - makes maximizing that investment easily attainable.

Xactly for CRM lets you easily create and manage any type of compensation plan directly within Salesforce. Effortlessly prepare, adjust and approve all compensation data before payouts are made, and arm your go-to-market (GTM) teams with the visibility they need to feel confident in their commissions.

## The Value of Xactly for CRM:

### Integrated Native Experience

Xactly for CRM offers a fully integrated, native experience within Salesforce, ensuring **seamless operation** and eliminating the need for disjointed systems.

### Enhanced Transparency and Control

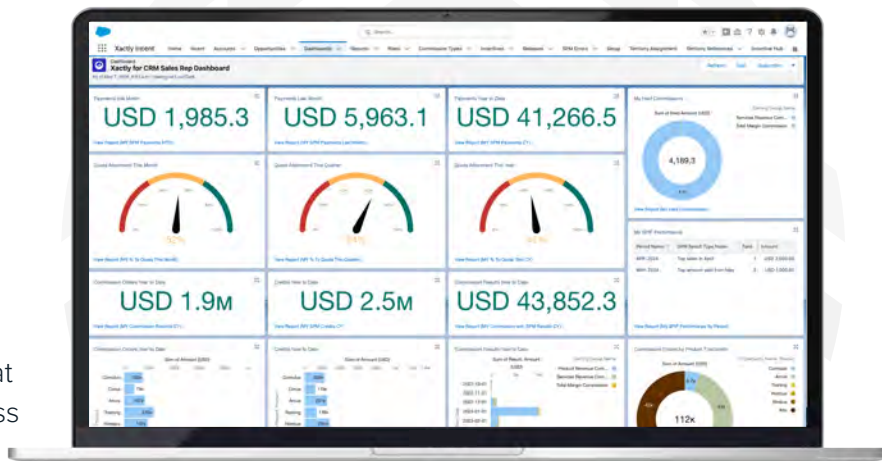
By centralizing incentive and compensation data, Xactly provides **enhanced transparency and control**, empowering stakeholders with real-time insights into their compensation structures.

### Reliable Data for Informed Decisions

With Xactly, sellers can rely on accurate and timely data within Salesforce, enabling them to make informed decisions confidently based on the most **up-to-date information**.

### Accelerate Adoption

Xactly operates within the **same ecosystem** that organizations use daily, ensuring ease of access and utilization without the need for additional tools or platforms.



## Quick Time to Value

Build and manage your compensation programs in no time with **preconfigured packages** for Salesforce.



## Customer Case Study

### Crystal Clear Audits

Every detail tracked through each step from closed/won to finalized payments.

### Comp Plan Effectiveness

An easy way to see how effective their comp plans are along with intuitive reports and dashboards right within Salesforce.

### Time Savings

70% time savings on manual commissions processes.

### Days to Seconds

Processing clawbacks went from a half day's work to zero, automating it all in a few clicks.

### Improved Visibility

Improved visibility and enhanced competitive advantage from clarity and transparency for salespeople.



simPRO is an industry leader in cloud based job management software.

## Why Xactly for CRM?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our Intelligent Revenue Platform, enabling us to unify all facets of the revenue lifecycle, allowing customers to plan, design, manage, incent, and forecast together on one cohesive platform.

By combining the power of Xactly Incent and Salesforce, we provide our customers with a solution unlike any other: the ability to streamline and manage their entire compensation program without ever needing to leave Salesforce.

Xactly customers have access to the entire portfolio of products, allowing them to achieve more precise plans, better incentives, and data-informed insights to give them more confidence in their pipeline.

To learn more about our native Salesforce solution, visit our website to request a demo at [xactlycorp.com](https://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](https://XactlyCorp.com), follow our [blog](#), and connect with us on [LinkedIn](#).

