Xactly Intelligent Revenue Platform

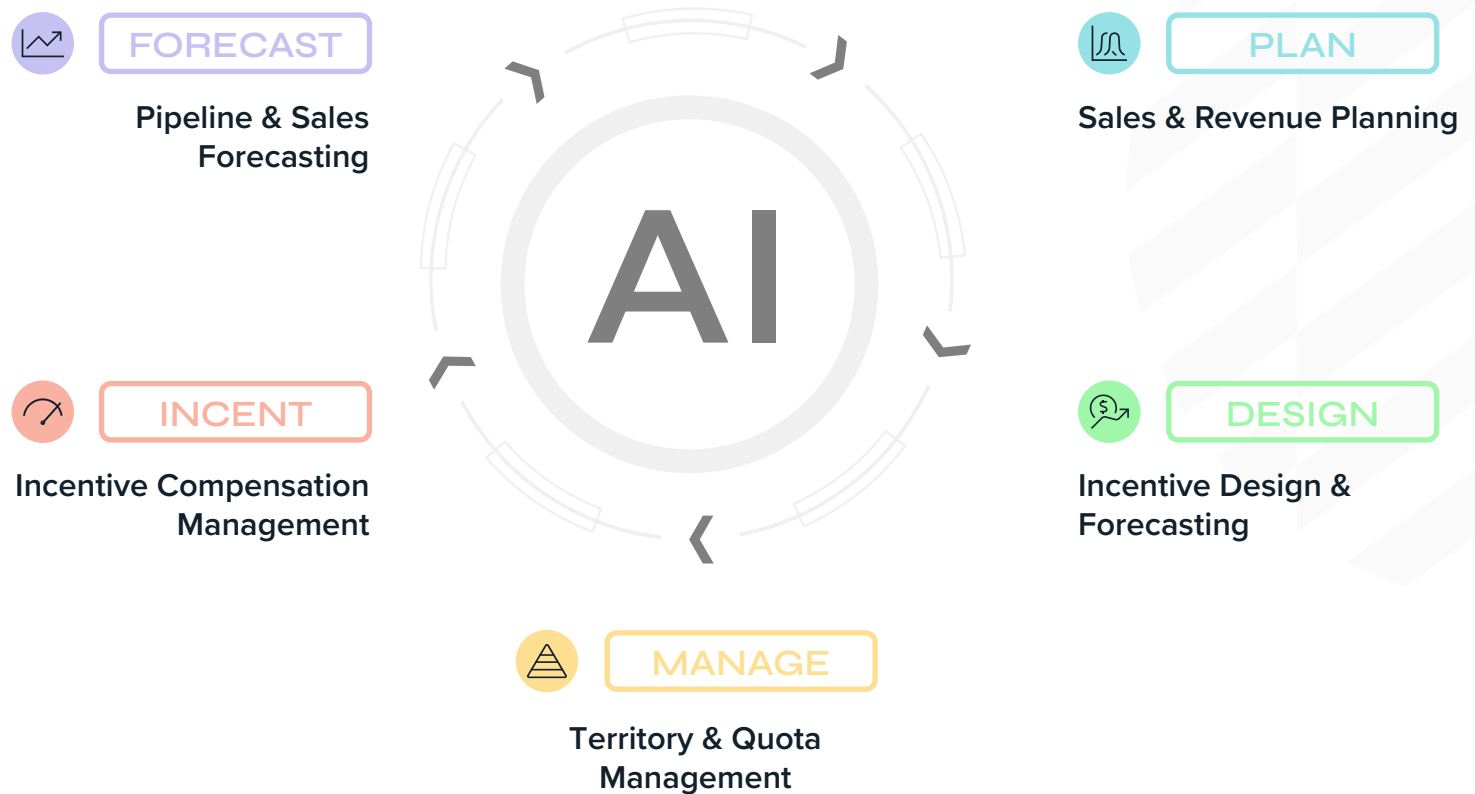## Unlocking Revenue Potential from Vision to Execution

Businesses today are faced with more challenges than ever before. Whether it's rising interest rates, supply chain disruptions, or never before seen technology advancement, the need for agility remains paramount.

These market dynamics are forcing business leaders to shift their focus from operating models that prioritize growth above all else, to a more balanced approach. This shift has naturally complicated how practitioners must think about achieving their revenue potential, and the connected ecosystem required to succeed.

BECOMING MORE AGILE TO ACHIEVE SUSTAINABLE GROWTH

Forward-thinking organizations are addressing these challenges by adopting an agile go-to-market (GTM) strategy to generate more scalable and sustainable growth. Practitioners are recognizing the need to move past legacy processes, and think more holistically about how to plan, design, manage, incent, and forecast efficiently and intelligently.

Five core functional areas of intelligent revenue organizations include:

FORECAST
Pipeline & Sales Forecasting

PLAN
Sales & Revenue Planning

INCENT
Incentive Compensation Management

DESIGN
Incentive Design & Forecasting
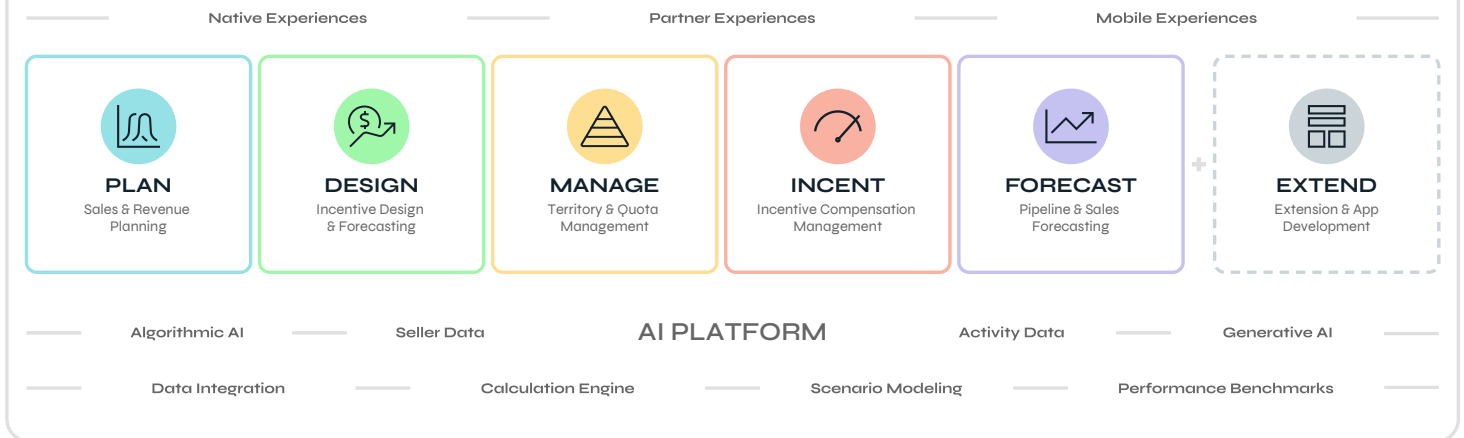
MANAGE
Territory & Quota Management

In creating an agile GTM model, organizations can accelerate growth by targeting the right revenue - revenue that strengthens their position within a customer, a market, or a specific industry.

THE XACTLY INTELLIGENT REVENUE PLATFORM

The Xactly Intelligent Revenue Platform provides extensible solutions that help organizations break down silos across teams. This enables alignment of people, processes, and technology throughout the revenue ecosystem, leading to predictable, profitable, and sustainable revenue growth. The Platform consists of five applications areas — plan, design, manage, incent, and forecast.

Xactly

COMPOSABLE SOLUTIONS

Native Experiences   Partner Experiences   Mobile Experiences

PLAN
Sales & Revenue Planning

DESIGN
Incentive Design & Forecasting

MANAGE
Territory & Quota Management

INCENT
Incentive Compensation Management

FORECAST
Pipeline & Sales Forecasting

EXTEND
Extension & App Development

Algorithmic AI   Seller Data   **AI PLATFORM**   Activity Data   Generative AI

Data Integration   Calculation Engine   Scenario Modeling   Performance Benchmarks

Sales & Revenue Planning

▶ Align targets across territories, products, segments, and roles.

▶ Apply historical performance data to better predict ramp times, ideal quotas, and seasonality.

▶ Continuously plan, manage and distribute equitable territories.

Incentive Design & Forecasting

▶ Align behaviors with corporate objectives to achieve financial performance goals.

▶ Determine the expected incentive cost implications of future performance.

▶ Build plans that are competitive, and attract and retain top talent.

Territory & Quota Management

▶ Manage ongoing changes to territory definitions and territory assignments.

▶ Manage ongoing changes to quotas for direct, indirect and manager role.

▶ Manage ongoing roster changes, credit assignment rules and exceptions.

Incentive Compensation Management

▶ Design, automate and scale complex incentive compensation programs.

▶ Assign, track and evaluate employee performance objectives.

▶ Manage and increase the visibility of commission and expense accounting in adherence with ASC 606 / IFRS 15 compliance standards.

Pipeline & Sales Forecasting

▶ Unify revenue pipeline data in one place to ideate on your number, and let AI be the objective voice to triangulate your forecast.

▶ Quickly evaluate pipeline health trends and escalate at-risk opportunities early.

▶ Guide deal progression with activities that avoid slowdowns, reinforcing your unique sales process to optimize execution.

BENEFITS OF INTELLIGENT REVENUE SOLUTIONS

25% ⌃
increase in productivity when creating sales plans

14% ⌃
increase in sales reps reaching quota when using Xactly solutions

30% ⌄
decrease in time spent processing commissions with Xactly

AI PLATFORM

Xactly's Intelligent Revenue Platform's cutting-edge AI and analytics enable businesses to eliminate blind spots and see around tricky corners to make informed decisions. The platform is also extensible, allowing you to take Xaclty's leading purpose-built functionality and mold it to your unique business processes. Composability allows for more tailored solutions and experiences to meet you where you're at today, and help you execute on your strategy.

Benefits of a connected, composable, and intelligent revenue platform include:

▶ Orchestrate agile GTM planning across your revenue ecosystem.

▶ Build and motivate high-performance revenue teams.

▶ Identify attrition risks, and retain top talent.

▶ Automate and scale complex incentive commission and expense accounting programs.

▶ Improve forecasting accuracy to drive greater revenue predictability.

▶ Drive strategic decisions based on proprietary pay and performance benchmarking data and historical organizational insights.

▶ Simplify revenue operations with purpose-built automation and extensibility.

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.

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