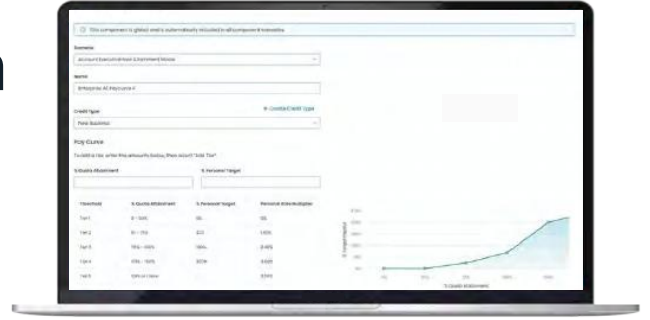


Design compensation plans that drive sustainable growth.



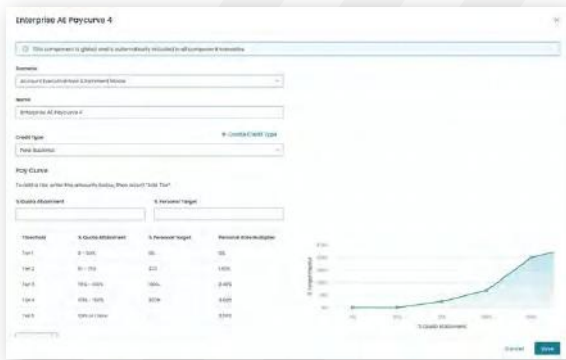
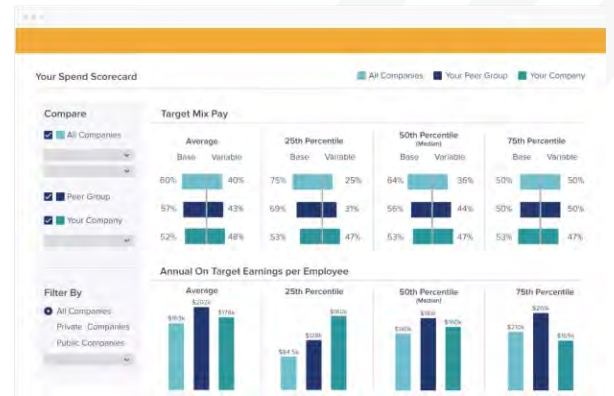
Automate the design and scale of complex incentive compensation programs to attract, motivate, and retain top talent aligned with organizational goals.

Xactly's Design solutions offer valuable insights and benchmarks, based on 19 years of proprietary pay and performance data, for informed decision-making during the compensation plan design process. Identify market trends, assess the impact of past decisions on performance and engagement, and set realistic targets based on performance patterns.



Challenges With Incentive Design

In today's rapidly evolving markets, it's becoming more and more challenging for businesses to ensure their plans are comprehensive, and there can be misalignment between plan designers and upstream decisions or downstream impacts. A lack of domain-specific benchmarks to rationalize the pay and performance implications of plans compounds the issue.



A Better Way to Design

A market leader that understands the natural nuances of your business needs, Xactly understands the inherent challenges of developing plans that balance pay, performance, motivations, and organizational goals. Xactly Design solutions help practitioners connect upstream planning and forecasting processes with downstream plan administration processes.



Reporting and Dashboarding

Experience robust reporting that incorporates potential commission costs for faster modeling, industry-specific benchmarking insights to ensure competitiveness, and seamless plan administration processes to ensure efficient operationalization.



Factors in Successful Plan Design

Historical Data

By analyzing historical sales data and market trends, organizations can estimate future sales volumes and revenue to set performance-based targets that are challenging yet attainable for sales personnel.

Transparent Communication

Automate this process and ensure transparent communication that builds trust, keeps the sales team engaged and fosters a positive sales culture.

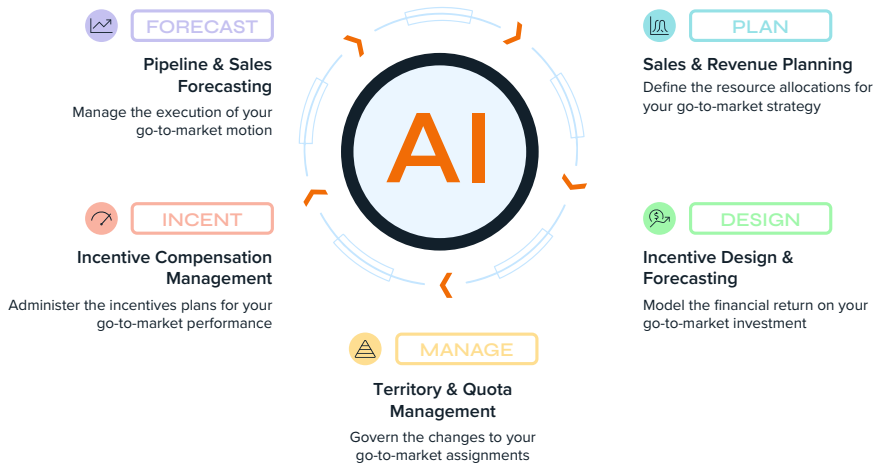
Incentive Forecasting

Xactly CEF can quickly aggregate the total potential commission payouts for a given period. Xactly CEF can also take a bottoms-up approach, and display potential commission payouts on a deal-by-deal basis, providing another mechanism to motivate reps to focus on the opportunities with the best payout.

Xactly's Intelligent Revenue Platform

We equip organizations with the tools they need to create consistent revenue growth through optimally staffed sales organizations, equally distributed capacity and quotas, and balanced territories.

Xactly's Intelligent Revenue Platform delivers predictable, profitable and resilient revenue by breaking down the silos across your go-to-market teams to support planning, performance and prediction.



>> **READY TO GET STARTED?** <<

To learn more about Xactly Design, visit our website to request a demo at 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](#).

