

Xactly Intelligent Revenue Platform

Unlocking Revenue Potential from Vision to Execution

Businesses today are faced with the most challenging and fast-paced business climate we've ever seen. Whether it's rising interest rates, supply chain disruptions, a global pandemic, 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. Naturally, this shift has complicated how practitioners must think about achieving their revenue goals, and the connected ecosystem required to optimize performance.

INCREASING AGILITY 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 optimize their sales plans, collaboratively design incentive programs linked with top-down goals, more effectively manage changes as they arise throughout the year, administer their incentive programs more efficiently, and surface more intelligence to deliver more accurate forecasts .

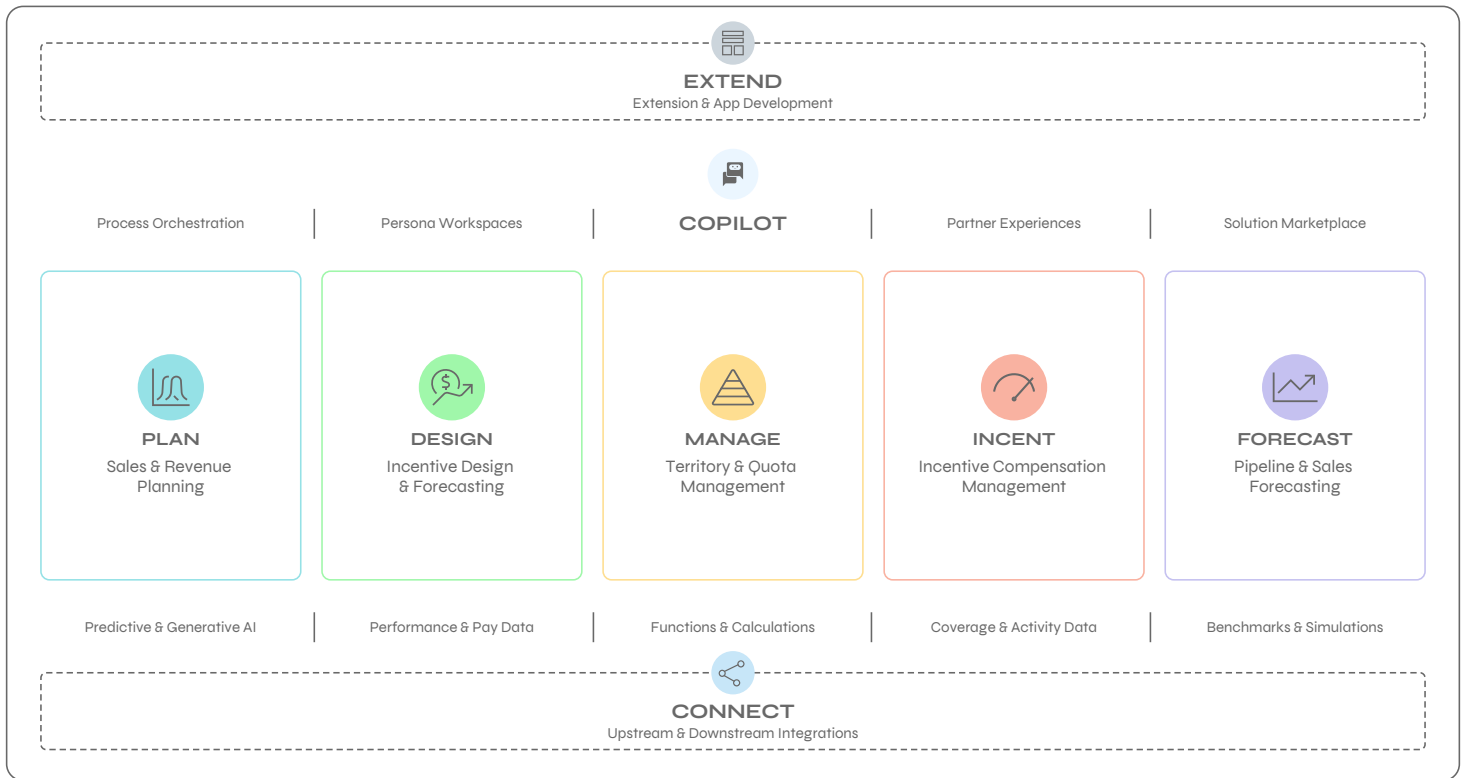
Five core functional areas of intelligent revenue organizations include:



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, a specific industry, or where it improves financial viability of the business.

THE XACTLY INTELLIGENT REVENUE PLATFORM

The Xactly Intelligent Revenue Platform provides prepackaged and extensible solutions that help organizations break down silos across teams. This composability enables alignment of people, processes, and technology throughout the revenue ecosystem, resulting in organizations with more predictability in their operations , better margins for profitability, and sustainable revenue growth. The Platform consists of five extensible product areas - Plan, Design, Manage, Incent, and Forecast.



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 award-winning AI and advanced analytics enable businesses to eliminate blind spots today, and see around corners up ahead to make more informed decisions. The platform is also extensible, allowing you to take Xactly'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 for tomorrow.

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

- ▶ Orchestrate agile GTM planning processes across your revenue ecosystem.
- ▶ Build high-performing revenue teams through incentive programs designed collaboratively and backed by two decades of pay and performance data.
- ▶ Retain your top talent, and identify attrition risks early.
- ▶ Scale and simplify complex incentive programs with automation.
- ▶ Become and maintain compliance with all commission accounting regulations.
- ▶ Consolidate real-time revenue data to improve seller performance and forecasting accuracy.
- ▶ Streamline revenue operations with purpose-built automation that's extensible for personalized solutions for your business.
- ▶ Unify data from across your revenue ecosystem for greater intelligence and more informed strategic decisions.

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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