

# Xactly Incent Increases Productivity and Compensation Plan Design Accuracy for Leading Insight Engine



Xactly, a leading intelligent revenue software provider, helped a SaaS Fortune 1000 AI search platform company solve its significant compensation management challenges. Read on to learn how this company implemented [Xactly Incent](#) and [Xactly CEA](#) to manage commission expenses and ensure compliance with the latest ASC 606/IFRS 15 standards.

## The Challenge

The company's Sales organization grew by over 50%, presenting the challenge of optimizing each team member's full potential. The company partnered with Xactly to reduce manual costs and errors that come with complex and time-consuming Incentive Compensation Management (ICM) processes.

## The Solution

Implementing the full scope of Xactly Incent allowed the Sales team to scale, automate, and evolve their roles from number crunchers to trusted advisors of the C-Suite and partners to the field. Incent enables the team to look at complex what-if scenarios and model out per metric and component. In addition, they are able to layer in a histogram so they can quickly see who is making, who's beating, and who is falling behind on their sales targets.

Xactly Incent offers the following key benefits:

- **Automated ICM Processes:** Allowed the team to reduce time spent on manual processes by 80%.
- **Accuracy and Clarity:** Designed plans 100% backed by data.
- **Compensation Motivation:** Motivated Sales team members to beat their quotas.

## Results and ROI

Following the implementation of Xactly Incent, the company observed the following results:

- 43% increase in revenue.
- Reduced time spent on manual processes by 80%.
- Made sales plans 100% backed by data that drive the right sales behavior.

## 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](#).

