

Xactly Incent: The Secret Weapon for Software Sales Success



Xactly, a leading intelligent revenue software provider, helped a leading web tracking and analytics company solve its significant incentive compensation management (ICM) challenges. By implementing [Xactly Incent](#) for accurate and on-time commission solutions, the company achieved significant improvements in the motivation and efficiency of its Sales team. Read on to learn how.

The Challenge

The company was looking for straightforward, easily adaptable software that would eliminate the barriers between the Sales, Sales Operations, and Finance departments. The Sales team was looking for solutions that would decrease time spent asking questions to other departments and improve the efficiency and motivation of their Salespeople to meet their commission goals.

The Solution

After implementing Xactly Incent, the leadership team had a holistic view of individual rep performance and monthly and quarterly quota goals. This visibility increased the efficiency of their team, motivating each salesperson to hit their numbers and keep track of their commission payments. This clear breakdown of individual payment data enabled their revenue leaders to have direct insight into the progress of sales cycles, allowing them to easily report on the deals across departments.

Xactly Incent offers the following key benefits:

- **Visibility:** Easily accessible commission data that enables individual salespeople to track goals and effortlessly identify deal performance and health.
- **Motivation:** Allows sales reps to attain quota more frequently by displaying their deal progress and seeing a breakdown of deals needed to reach their commission goals.

Efficiency: Enables revenue leaders to make fast, well-informed decisions through holistic data pulling and reporting.

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](#).

