

# Seamlessly Manage ICM Processes, Natively within your CRM



Approximately 10% of a company's revenue is spent on incentive compensation, so maximizing return on this investment is critical – especially as businesses shift to more conscious spending and profitability over growth at all costs. Managing incentive data within the same system your revenue teams use every day, automating manual processes, and unifying incentive and revenue data into consolidated reports provides the flexibility RevOps teams need and accelerates the financial return finance loves.

Xactly for CRM offers that flexibility by unifying incentive and revenue data together, no matter the compensation plan, directly within Salesforce. This enables effortless preparation, adjustment and approval of all compensation data before payouts are made, the ability to stand-up SPIF programs, and arm your go-to-market (GTM) teams with the visibility they need to feel motivated and confident in commissions.

## The Value of Xactly for CRM:

### Familiar Look and Feel

Manage all incentive data directly within Salesforce, ensuring **faster and easier data management**, utilizing your preferred reporting capabilities that are familiar to your go-to-market teams.

### Easy SPIF Management

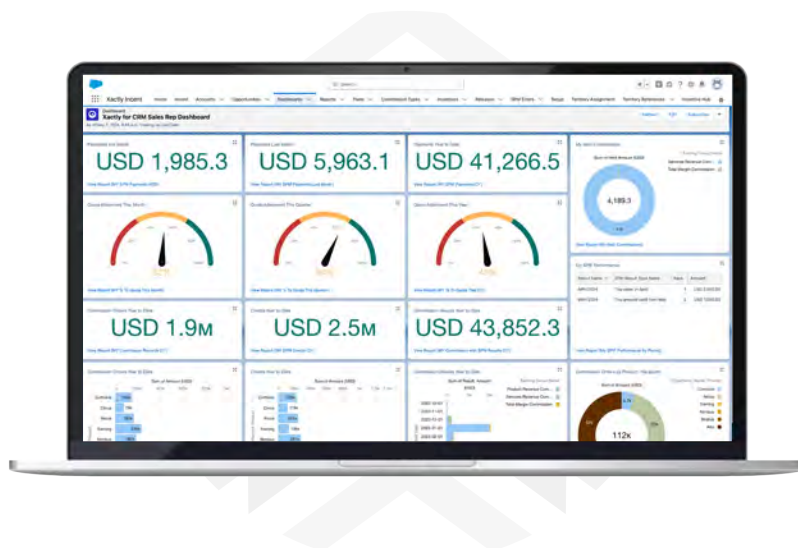
Put the power of motivation in the hands of your sales leaders to **quickly and easily create**, deploy, and manage SPIF programs, with tracking directly in Salesforce.

### Accelerate Adoption

Operate within the **same ecosystem** that your go-to-market teams use daily, ensuring ease of access to information, minimize questions and confusion, improving utilization without the need for additional tools or platforms.

### Greater Transparency and Control

By centralizing incentive and compensation data, Xactly provides **enhanced transparency and control**, empowering stakeholders with real-time insights into their compensation structures.



## Quick Time to Value

With extensive experience working with Salesforce and ensuring seamless data transfer, you can build and manage your compensation programs in no time with [preconfigured packages](#).



## Customer Case Study

### Crystal Clear Audits

Every detail tracked through each step from closed/won to finalized payments.

### Comp Plan Effectiveness

An easy way to see how effective their comp plans are along with intuitive reports and dashboards right within Salesforce.

### Time Savings

70% time savings on manual commissions processes.

### Days to Seconds

Processing clawbacks went from a half day's work to zero, automating it all in a few clicks.

### Improved Visibility

Improved visibility and enhanced competitive advantage from clarity and transparency for salespeople.

[Read Case Study >>](#)



simPRO is an industry leader in cloud based job management software.

## Why Xactly for CRM?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our Intelligent Revenue Platform, enabling us to unify all facets of the revenue lifecycle, allowing customers to plan, design, manage, incent, and forecast together on one cohesive platform.

By combining the power of Xactly Incent and Salesforce, we provide our customers with a solution unlike any other: the ability to streamline and manage their entire compensation program natively within Salesforce.

Xactly customers have access to the entire portfolio of products, allowing them to achieve more precise plans, better incentives, and data-informed insights to give them more confidence in their pipeline.

To learn more about our native Salesforce solution, visit our website to request a demo at [xactlycorp.com](https://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](https://XactlyCorp.com), follow our [blog](#), and connect with us on [LinkedIn](#).

