

Xactly Scales Incentives for 13,500+ Sales Representatives at a Leading Software Company



Xactly, a leading intelligent revenue software provider solved compensation challenges for a leading software company. By implementing [Xactly Incent](#), the company achieved global scaling with effective custom incentive plans. Read on to learn how!

The Challenge

The company required a modern system to streamline its compensation strategy. Expanding exponentially from 91 sales representatives to more than 13,500, serious challenges were faced in its scaling process, including a lack of visibility and insights into sales data for compensation performance.

The Solution

To scale its compensation strategy to manage plans for over 13,500 global sales representatives (nearly impossible to manage with spreadsheets), Incent provided a streamlined process for its Revenue team to be able to scale without any disruptions. A growing sales organization comes with more reporting. There was a requirement for more insight into compensation and requests for information.

After implementing Xactly Incent, the Compensation team was able to easily access data (as opposed to digging through countless spreadsheets) and gained a holistic view of their data, enabling them to build custom dashboards to get a more precise view of compensation performance and to give executives the information they need to make important business decisions.

The company not only utilized Incent with their sales representatives — it also put their customer success managers on incentive plans (something they'd never considered doing before), due to an increase in sales performance and overall revenue growth.

Xactly Incent offers the following key benefits:

- **Automation and Visibility:** Reduced overall reporting time from months to minutes.
- **Streamlined Reporting:** Created custom dashboards to quickly access consolidated reports.
- **Scaling:** Implemented incentive plans for 13,500+ global sales representatives.

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](#).

