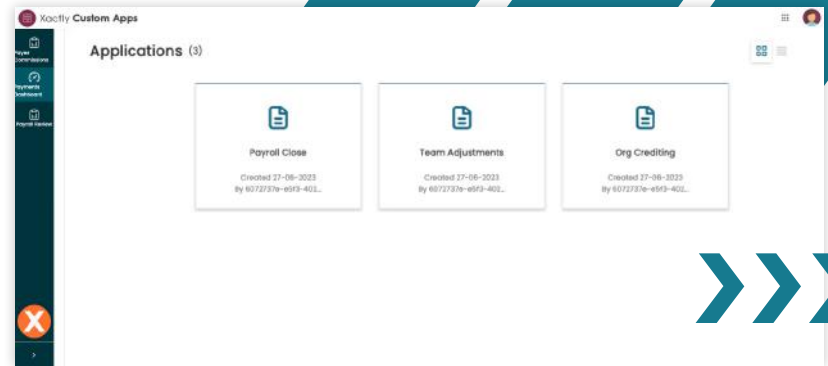


Business Process Extension

Automate complex, cross-functional sales performance management processes to improve operational efficiency.



Research shows that 94% of workers perform repetitive, time-consuming tasks in their roles. Couple that with manual processes, strict deadlines, and varied compliance standards spanning multiple go-to-market (GTM) teams (e.g., Sales, Marketing, HR, Finance, Accounting, etc.) and you get a status quo of inefficiency and rigidity.

Xactly Extend complements our out-of-the-box products by providing custom applications to automate related sales performance processes—e.g., payroll, quotas, territories, and crediting structures—that span Xactly solutions and external data sources. Organizations can drive efficiencies and more meaningful insights by automating processes and uniting relevant stakeholders and data.



INCREASE OPERATIONAL EFFICIENCY AND AGILITY

Automate your sales performance processes for faster operations, lower costs, and happier employees and customers.

- ▶ Redefine process execution by centralizing data to manage and track it all in one place.
- ▶ Utilize custom apps for more transparent and agile execution for all relevant teams.
- ▶ Make process execution more flexible and less prone to bottlenecks to give your teams time for more meaningful, non-routine work..
- ▶ Reduce manual activities that lead to errors and inaccuracies by unifying data from disjointed sources of truth.



EXPERIENCE REAL-TIME DATA INSIGHTS

Unify and enrich data across business systems to uncover insights and track metrics that drive more informed decisions.

- ▶ Unite critical data sources to achieve holistic views of the business and optimize critical sales performance management areas (e.g., territories, quotas, and credits).
- ▶ Create new data breakouts with data from various business systems to identify advanced insights and areas to optimize.
- ▶ Leverage various data visualization options to view, track, and manage data.



COLLABORATE MORE EFFECTIVELY ACROSS GTM TEAMS

Automate manual activities to increase transparency and audibility amongst teams.

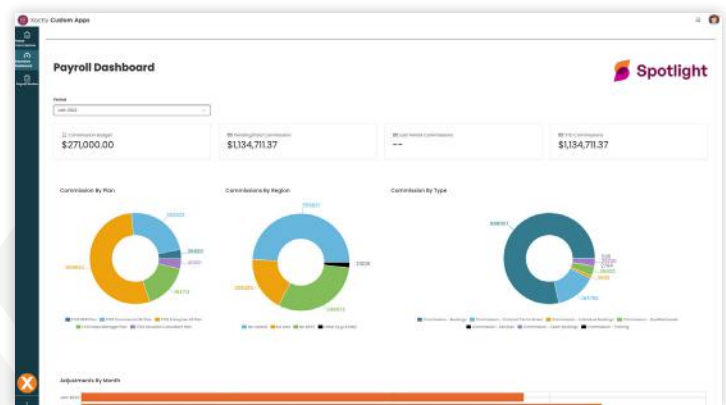
- ▶ Change the way teams work together by leveraging a single source of truth to streamline manual work.
- ▶ Move essential reporting, reviews, and audits to one location, ensuring seamless cross-team execution.



INTEGRATE SECURELY AND ACHIEVE ROI QUICKLY

Quickly and securely integrate data that spans multiple business systems to enhance decision-making and improve process execution with real-time data insights.

- ▶ Leverage custom applications to speed up internal processes and track progress in real-time.
- ▶ Ensure proper workflow and approvals, and gain control over data and processes with robust security, controlled access, and complete audit capabilities.



Simplify Complex Business Processes With Xactly Extend®

Extend delivers custom-built applications created by Xactly experts that consolidate and simplify process execution. It serves as the system of record for these processes and acts as the connective tissue between Xactly solutions and external systems (e.g., CRM, HCM, ERP, etc.), ensuring proper data flow, compliance, and timeliness.

Xactly Extend provides a system of record to centralize, automate, and optimize business processes, including:



Payroll Approvals

Simplify complex processes that span multiple stakeholders to mitigate risks and save time.



Deal Claim and Discretionary Bonuses

Update and approve deal claims, bonuses and adjustments in a more streamlined and auditable manner.



Allocations, Disputes & Inquires

Create dashboards and forms to more effectively manage processes revolving around manual adjustments.



Quota Setting and Crediting

Account for any quota and crediting structures, while providing transparency to all relevant stakeholders along with all the required data and metrics.



Management By Objectives (MBOs)

Accommodate nuanced MBO use cases and custom structures with the necessary data flows to accompany them.



Data Hygiene and Validation

Leverage data connections and a variety of visualizations to maintain administrative dashboards and facilitate important work such as financial reporting, sales performance, and monitoring productivity and rate of return.

Why Xactly Extend?

Xactly Extend helps organizations break down silos across data and teams to more effectively execute complicated processes that span diverse tech stacks. Extend allows organizations to securely integrate data from Xactly solutions and external data sources (e.g., CRM, HCM, ERP, etc.) to reduce time-consuming processes that surround go-to-market activities.

With 18+ years of experience in pay and performance, we understand sales performance process complexities. By combining the power of our existing solutions with Xactly Extend, we deliver advanced flexibility to automate and streamline processes and data across systems.

>> READY TO GET STARTED? <<

To learn more about Xactly Extend, visit our website to request a demo at xactlycorp.com.

ABOUT XACTLY

Xactly was founded by a sales leader, for sales people everywhere. Xactly's AI-powered Intelligent Revenue Platform gives Revenue Operations teams the data they need to power sales leaders to plan with agility, motivate with intention and predict with conviction. We are on a mission to transform the sales industry with AI to power reps and leaders to deliver results regardless of circumstances.