

HOW MUCH ARE COMPENSATION ERRORS COSTING YOU?

3 Ways to Save Millions by Preventing Errors

On average, enterprise companies spend 10% of their revenue on incentive sales compensation, while one-third spend a full 20%. Yet, over 80% suffer from payment inaccuracies! With a typical error rate greater than 5%, these inaccuracies are costly.

10%

of revenue spent on incentive sales compensation

80%

of companies have payment inaccuracies

Xactly's 2018 Sales Compensation Best Practices Study reveals three ways to maximize the ROI of incentive compensation. With sales performance management (SPM) software, you can prevent costly errors and use data to drive the correct sales compensation strategy.

ONE

BENCHMARK YOUR ORGANIZATION AGAINST THE INDUSTRY

Turn a missed opportunity into a competitive advantage!

ONLY

26%

of companies deliver analytics or reporting at above average level

YET

77%

of organizations say analytics and sales comp data extremely important

MORE THAN

65%

of companies do not leverage industry benchmarking or data

TIP



HOW CAN YOU INCREASE COST EFFICIENCY WITH AN INCENTIVE COMPENSATION SOLUTION?

Find software that helps analyze the health of your organization and provides key metrics to benchmark performance internally and against your industry.

TWO

ENSURE PAYOUT TIMELINESS AND ACCURACY

Build your team's trust while decreasing costly revenue errors!

83%

of companies have payment inaccuracies.

up to **3x** higher efficiencies

with automated compensation workflow versus manual processes.

nearly **7x** higher access

to real-time data with automated reporting.



71% of organizations payout in less than 3 weeks

when using ICM technology, 20% higher than organizations using spreadsheets or homegrown solutions

COMPARED WITH

50% of organizations payout in 4+ weeks or longer

with homegrown solutions or spreadsheets



Companies That Use ICM Technology Are 40x More Likely to Payout Within 2 Weeks

THREE

SIMPLIFY PLANS

Align incentives with corporate goals!

More complex plans result in more errors. Simplifying your plans helps reduce errors.



Simple Plans Equal Accurate Payouts



Complex Plans Can Cause Payout Errors

ONE SMALL ERROR CAN COST YOUR COMPANY MILLIONS

An error rate of **1%** can result in **11%** of reps being paid incorrectly over the course of the plan period.

TIP



ELIMINATE

shadow accounting and gain more selling time.

An error rate of **10%** can result in **72%** of reps being paid incorrectly!

BOOST PERFORMANCE WITH ICM

Using ICM technology, top performing companies are gaining nearly 7x higher access to real-time data as well as greater ROI from their incentive compensation.

With advanced automation and data-based intelligence, ICM technology helps organizations:



benchmark sales performance



increase timeliness and accuracy of payouts



drive workflow efficiencies

Xactly delivers a scalable, cloud-based enterprise platform for planning and incentive sales organizations. With over 13 years of historical compensation insights garnered from thousands of customers, Xactly's comprehensive SPM data set is unparalleled in the industry.

Xactly Strategic Services is a consulting practice that combines best-in-class technology, incentive compensation expertise, and big data from Xactly Insights to help clients improve the effectiveness and efficiency of their incentive compensation program.