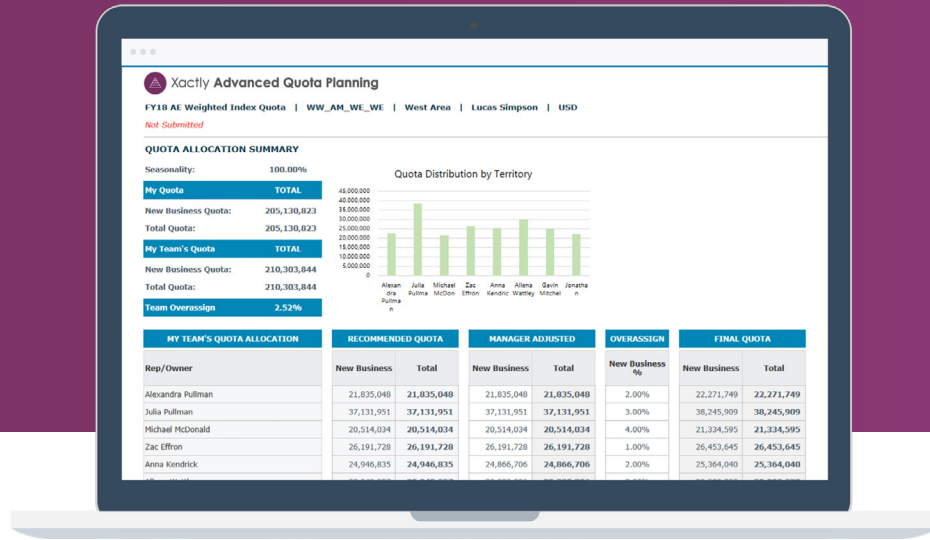




Xactly Advanced Quota Planning



Xactly's quota solution enables organizations to easily create a custom approach to manage complex quota planning processes; increasing productivity by 25%.

AUTOMATED AND DATA-DRIVEN

Automate calculations and reduce administrative burdens by leveraging predictive data, such as historical performance, account potential, market opportunity, and territory data to support quota allocation decisions. Streamline quota planning to aid in creating equitable quotas that motivate sales performance.

CONTINUOUS OPTIMIZATION

Create iterative snapshots of your plan and model "what-if" scenarios and monthly forecasts to compare them against each other. Proactively monitor and continuously optimize quotas to adapt to market conditions. Track workforce events, such as new hires, promotions, and territory/account transfers, and automatically calculate date effective quotas for individuals who have been impacted.

DECENTRALIZED PLANNING TO EASE COLLABORATION

Collaborate efficiently across different departments, including Sales Operations, Finance, Sales Leadership, etc. Consolidate your decentralized quota inputs in real-time, and easily report at any level of your sales or territory hierarchy. Set thresholds and validations to ensure that quota inputs adhere to company guidelines. Reconcile your quota allocations against the targets provided by Finance to ensure you are always aligned with your corporate goals.

FLEXIBILITY TO DEPLOY DIFFERENT QUOTA SETTING METHODS

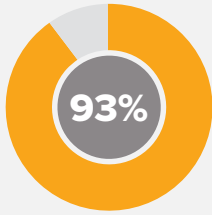
Design and visualize top-down, bottom-up (e.g. account-based), or a combination of quota setting processes to best align with your various quota types. Leverage relationship-based mapping to automatically derive quotas for overlay/support roles. Apply over/under assignments to your quota setting process to accommodate targets provided by Finance.

WORKFLOW GOVERNANCE & INTEGRATION WITH OTHER SYSTEMS

Maximize the reliability of your quota setting process by standardizing quota templates and reports across your business units, and enforce alignment throughout your organization. Have your workflows bi-directionally integrate seamlessly with CRM, ICM, and other systems. Additionally, transfer data via Xactly Connect to integrate with your sales performance management tech stack.

WHY TRANSFORM REVENUE NOW?

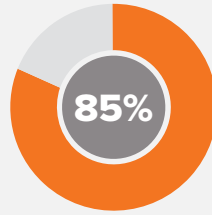
NOT AGILE



of companies believe their existing revenue operating models cannot keep pace with changing market conditions.*

* ACCENTURE

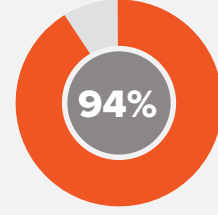
NOT EFFICIENT



of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* MCKINSEY

TOO RESOURCE INTENSIVE



of revenue leaders are not confident about their team's ability to meet or exceed revenue goals going forward.*

* GARTNER

CORPORATE BOARDS WANT REVENUE THAT IS:



RESILIENT

Consistent revenue growth that thrives in volatile & competitive markets



PROFITABLE

Efficient revenue growth that unlocks new market opportunities



PREDICTABLE

Reliable revenue growth that is removed from intuition bias

IN RESPONSE, LEADERS WANT TO INCREASE:

AUTOMATION

Integration across systems and processes

COLLABORATION

Alignment across stakeholder teams

ACTIONABILITY

Insights to support better decision making

CONTINUITY

Agility to course-correct in real-time

TO ACHIEVE BREAKTHROUGH RESULTS:

37% faster revenue growth for firms that operate with organizational agility.*

* THE ECONOMIST

15% increase in margin by maximizing sales force effectiveness.*

* BCG

10% over-performance on revenue targets for revenue intelligent companies.⁶

* FORRESTER

WITH THE XACTLY INTELLIGENT REVENUE PLATFORM



ENHANCE PREDICTABILITY REVENUE INTELLIGENCE

FORECAST | INSIGHTS | BENCHMARKS

- ▶ Create predictable, accurate revenue forecasts.
- ▶ Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- ▶ Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.



INCREASE PROFITABILITY WITH REVENUE PERFORMANCE

INCENTIVES | OBJECTIVES | EXPENSES

- ▶ Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- ▶ Drive high-performance revenue teams with effective compensation programs.
- ▶ Motivate desired behaviors and strengthen trust with increased commissions visibility.



IMPROVE RESILIENCY WITH REVENUE OPTIMIZATION

CAPACITY | TERRITORIES | QUOTAS

- ▶ Uncover necessary changes to optimize revenue plans, quotas, territories.
- ▶ Respond to and navigate unforeseen disruptions with agility.
- ▶ Create hyper-efficient revenue teams by ensuring proper capacity and territory design.



16+ YEARS OF EMPIRICAL DATA
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on [Twitter](#), [Facebook](#), [LinkedIn](#) and subscribe to our [blog](#).
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