MetaCompliance Increases Revenue Accuracy and Predictability with Xactly Forecasting

ABOUT METACOMPLIANCE

Since 2005, MetaCompliance has transformed the security awareness training market. MetaCompliance is a leading cybersecurity and compliance specialist dedicated to helping organizations keep their staff safe online, secure their digital assets, and protect their corporate reputation. Its award-winning, cloud-based platform provides a one-stop-shop management solution to engage users, provide defense against cyber threats, and deliver regulator reporting.

In recent years, MetaCompliance has experienced tremendous growth—quickly expanding its sales team by 400%. Along the way, MetaCompliance has partnered with Xactly Forecasting to support this expansion.

USING XACTLY FORECASTING, METACOMPLIANCE HAS BEEN ABLE TO:

▶ Drive greater revenue predictability
▶ Eliminate intuition bias within the forecasting process and make data-driven decisions
▶ Achieve sales adoption of the product to boost clean data entry and improve forecasting data hygiene
▶ Enhance visibility to provide a more precise view of the pipeline

"Without something like Xactly Forecasting, it's just a guessing game…using the product, we've been able to increase our sales forecasting accuracy. We've experienced extreme growth as an organization—our staff has increased 400% —Xactly Forecasting has been able to support this expansion." - Keith Robinson, Head of Inside Sales, MetaCompliance.

ABOUT XACTLY

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using Xactly's solutions, leaders look past the current quarter to create revenue streams for long-term growth.

The Xactly Intelligent Revenue Platform marries artificial intelligence and 17 years of proprietary data in easy-to-use applications. Sentiment, process and trend analysis come together to form accurate machine forecasts. Quick identification and implementation of revenue plan, quota and territory improvements is easy. And, rapid calculation of even the most complex compensation plans keeps sales reps motivated and on track. This makes the Xactly Intelligent Revenue Platform 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, and subscribe to our blog.