

# 12 COMPONENTS

TO LOOK FOR IN AN SPM SOLUTION



## AN INTEGRATED AND SCALABLE PLATFORM

As your organization grows, the product you select should make it simple to add additional solutions as you grow.



## INCENTIVE COMPENSATION MANAGEMENT (ICM)

Optimize every part of sales compensation.



## CUSTOMER SATISFACTION

You want to look for a company that isn't just a vendor, but an invested partner in your business.



## DATA INTEGRATION ACROSS SOLUTIONS

Automate and streamline critical data flows and seamlessly integrate with your other enterprise and data architecture systems.



## ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING (AI/ML) CAPABILITIES

Adding in intelligent technology with algorithms to analyze your data can help you spot attrition risks and plan more strategically.



## QUOTA PLANNING AND MANAGEMENT

Multiple options, including top-down and bottom-up quota setting. You also need the option to pull in data from multiple sources for quota setting and the capability to apply artificial intelligence (AI) to predict optimal quotas.



## TERRITORY DESIGN AND MANAGEMENT

Your territory mapping solution should allow you to pull in third-party data to optimize territories. You need to have the flexibility to design rules-based territories and integrate seamlessly with your quota planning and management solution.



## COMMISSION ACCOUNTING COMPLIANCE

Your ICM solution should aid your accounting team.



## PERFORMANCE ANALYSIS AND OPTIMIZATION

Optimize your plans and drive the behavior you want



## TRAINING AND CERTIFICATION

Training by product, online courses, in-person sessions, or classroom style training opportunities.



## ANALYST RECOGNITION

Search for an SPM vendor that is recognized and backed as a leader by key analysts.



## SECURITY

Meet the changing demands and challenges of security.

Choosing a new vendor can be a complex and overwhelming process, and we understand that. That's why Xactly believes that the first step towards your SPM transformation is knowing where you currently stand and what actions you can take to gradually work your way toward optimizing your sales performance plans and processes.

Talk to an Xactly rep today and discover how Xactly's SPM Platform can help salespeople get visibility, managers find clarity, and leaders see a return.