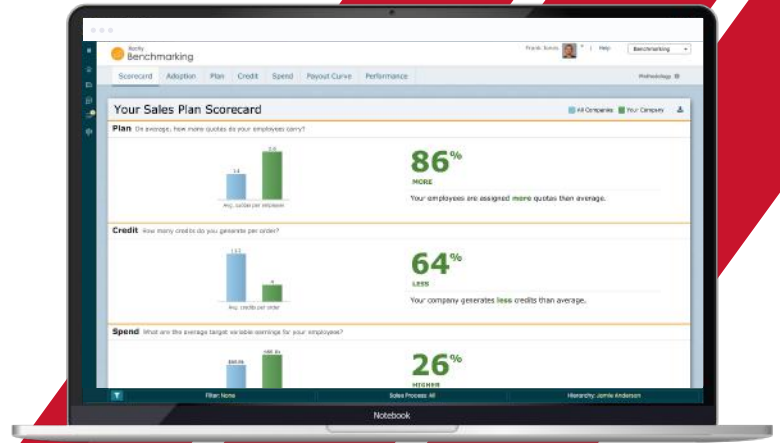# Xactly Benchmarking™

Sales Compensation Benchmarking

Leverage Xactly's proprietary pay and performance data to recognize sales performance drivers and improve compensation ROI.

Losing top talent is one of the hardest pills to swallow. You begin to wonder if your reps feel valued and if your compensation plans were competitive enough.

Xactly Benchmarking allows organizations to analyze external market factors for comparison by leveraging Xactly's 17+ years of proprietary pay and performance data.* This analysis enables revenue teams to build effective compensation programs that attract and retain top talent.

*Aggregated and anonymized with customer consent

COMPARE ORGANIZATIONAL PERFORMANCE FOR A COMPETITIVE EDGE

Proactively monitor incentive compensation plans using anonymized pay and performance data. Compare your performance against similar companies and industries across a comprehensive list of standard sales plan metrics. Analyze trends in compensation by region, job title, tenure, plan component and company size over time.

ATTRACT AND RETAIN TOP PERFORMERS WITH PAY AND PERFORMANCE DATA

Utilize a rich dataset to design compensation programs that attract and retain top talent. Visualize a side-by-side comparison of your organization against your competitors and industry, analyzing a number of compensation related measures like pay mix, on target earnings, salary and more.

INCREASE SALES PERFORMANCE WITH COMPETITIVE COMPENSATION PLANS

Sales operations can leverage Xactly's empirical data to analyze which levers influence sales performance. With data refreshed monthly, organizations can monitor market competitiveness year round and use these figures to better inform compensation strategy and design.
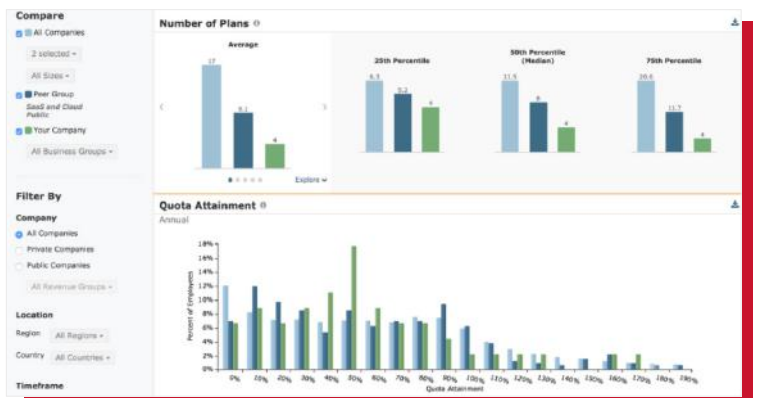
Xactly®

Why Xactly Benchmarking?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our Intelligent Revenue Platform, enabling us to align planning, performance, and prediction functions into one cohesive platform.

As part of the broader Intelligent Revenue Platform, Xactly Benchmarking customers leverage our proprietary pay and performance data to recognize sales performance drivers and improve compensation ROI.

50% less turnover among companies that pay at the 75th percentile or higher	**17+** years of cross-industry pay and performance data	**10%** higher quota attainment attainment experienced by Insights customers

>> LEARN MORE <<

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

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.

Xactly