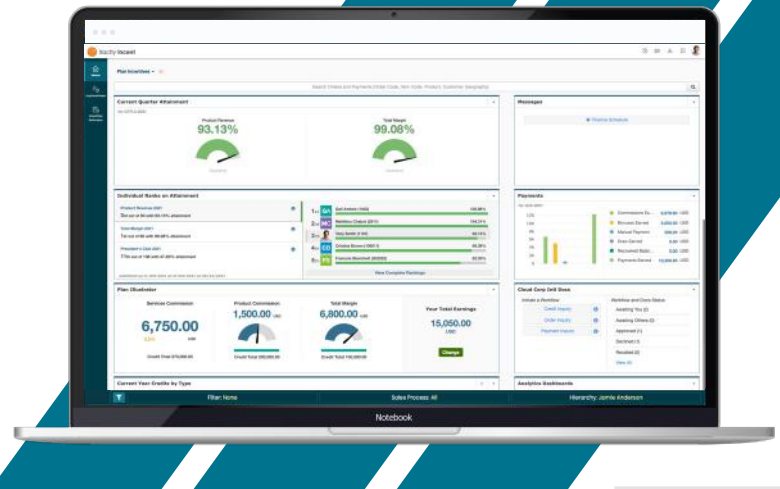


# Incentive Compensation Management

Design, automate and manage incentive compensation to align seller behavior with revenue goals



When roughly 10% of an organization's revenue is spent on incentive [compensation](#), maximizing that ROI is critical. Organizations must manage this investment accurately and apply it strategically for a competitive advantage.

Xactly Incent is designed to maximize your return with plan optimization, greater efficiencies, enhanced timeliness and improved accuracy. Incent allows organizations to design, automate, and manage incentive compensation programs from the simple to complex. And with seamless integrations, you can easily combine compensation data with CRM, ERP, HCM and other critical business systems in your existing stack to give you a complete view.



## REDUCE TIME SPENT ON PLAN ADMINISTRATION BY 60%

Xactly Incent handles the most complex calculations and automates incentive compensation programs to:

- ▶ Eliminate payout errors and increase payout accuracy up to 99.8%
- ▶ Run commissions calculations in a fraction of the time compared to other solutions and manual processes
- ▶ Decrease time needed to administer commission plans by 60% and increase efficiencies up to 3x



## REALIZE UP TO 10% HIGHER QUOTA ATTAINMENT

Xactly delivers over 17 years of pay and performance data to help sales organizations unleash their full potential and:

- ▶ Create competitive plans that drive sales behaviors, and realize up to 10% greater quota attainment
- ▶ Compare plans against industry peers, evaluate program competitiveness, and raise quota attainment, while increasing sales retention



## FORECAST COMMISSIONS EARNINGS

Automate commission earnings predictions by combining the power of Incent and Xactly Forecasting™ to:

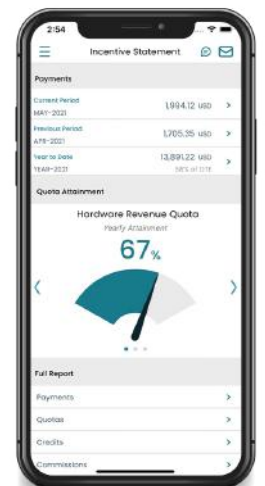
- ▶ Visualize possible commission impacts alongside pipeline data
- ▶ Build more effective financial plans and motivate sellers by showcasing how deals will influence their earnings potential



## DRIVE PERFORMANCE WITH COMMISSION VISIBILITY

Increase rep motivation, productivity, and trust with on-demand visibility into commissions that:

- ▶ Provide reps with results and potential earnings for every deal and on any device with native Android and iOS support
- ▶ Strengthen cross-functional alignment with transparency into pay and performance data





## ENSURE SYSTEM SECURITY AND SCALABILITY

Xactly Incent handles millions of orders and tens of thousands of payees every month. With Xactly, organizations are able to:

- ▶ Scale compensation programs by allowing the addition of new reps to plans instantly, automating document and workflow management, and quickly adding new data sources
- ▶ Maintain security controls for operational processes and service transparency through the [Xactly Trust Site](#)

## Why Xactly Incent?

Xactly Incent powers some of the world’s largest sales organizations to hit their revenue targets. It’s the only solution on the market with access to over 17 years of proprietary pay and performance data to help companies create the most impactful compensation plans for their teams.

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. Our ability to integrate Xactly Incent across the broader revenue engine is how we empower you to make efficient, strategic decisions with accurate revenue data at your fingertips.

# 99%

**error-free payouts**—  
build team trust and end  
shadow accounting.  
*Xactly Benchmarking data*

# 170+

**hours saved** per month on  
commission processing.  
[Large Manufacturing customer  
in North America](#)

# 100%

**mobile**—reps gain real-  
time visibility into incentive  
statements, dashboards and  
workflows on any device.

**“If you didn’t have a solution like Xactly, you would be spending all your time doing calculations and just making payroll. With Xactly, you are freed up to give insights to the business on top performers. You have access to more analytics versus just cranking a commission calculator. We are now able to provide the high-level data analytics our finance team needs to make critical decisions.”**

**JULI SPAGNUOLO**

Senior Manager, Global Sales Compensation, Databricks



**databricks**

**>> READY TO GET STARTED? <<**

To learn more about Xactly Incent, visit our website to request a demo at [xactlycorp.com](https://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.