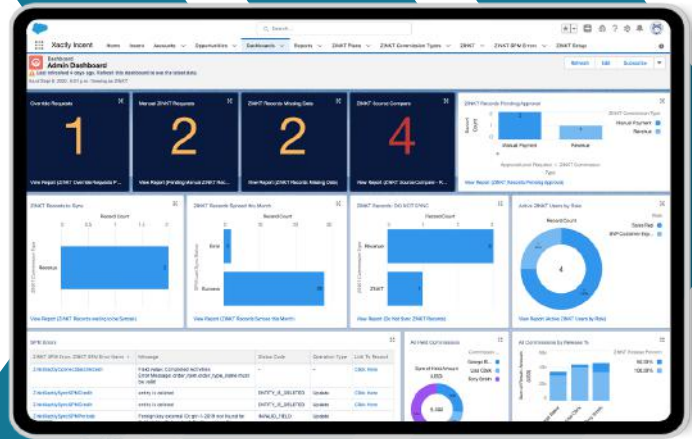




Xactly CRM Accelerator For Salesforce® Powered by ZINKT

Automate, implement and manage incentive compensation natively within Salesforce



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. And being able to quickly leverage a platform your team already uses every day—like Salesforce—makes maximizing that investment easily attainable.

Xactly CRM Accelerator lets you easily create and manage any type of compensation plan directly within Salesforce. Effortlessly prepare, adjust and approve all compensation data before payouts are made, and arm your go-to-market (GTM) teams with the visibility they need to feel confident in their commissions.

XACTLY CRM ACCELERATOR PROVIDES CUSTOMERS WITH:

Clean Data

Organize all commissionable event data within Salesforce so you can quickly verify the information and collaborate with your administrator to resolve any disparities fast.

Error-free Payouts

Automate incentive compensation programs to eliminate payout errors and increase payout accuracy up to 99.8%.

Quick Time to Value

Build and manage your compensation programs in no time without the need for pricey implementation costs with CRM Accelerator preconfigured for Salesforce.

Analytics

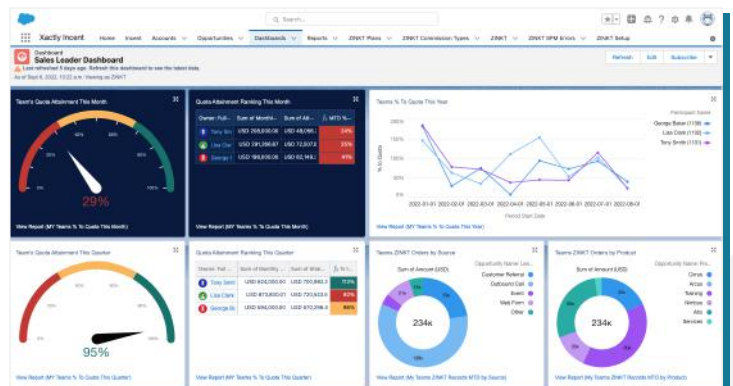
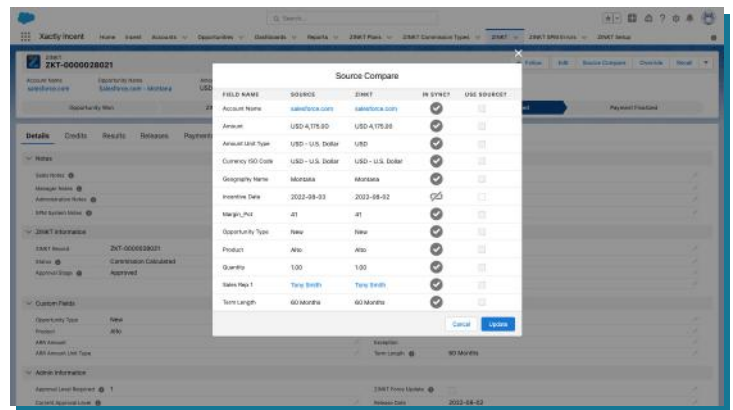
Track every deal through each step of the incentive process from closed/won to when payments are finalized, all within Salesforce.

Reporting

Streamline use of powerful Salesforce analytical tools and help build intuitive dashboards to measure compensation program effectiveness with pre-built templates.

Automated Calculations

Remove the need for offline calculations and enable all incentive data management to occur right within Salesforce.



Improved Salesforce Adoption

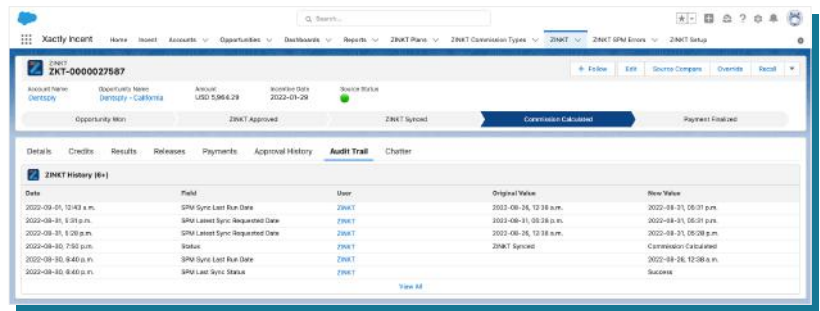
Help keep tasks and collaboration within Salesforce, where simplified workflows, familiar tools and applications are readily available.

Powerful RevOps Tools

Improve your RevOps management with gated approvals processes, audit tracking and data discrepancy analytics.

On-Demand Visibility

Give reps on-demand visibility into their comp plans and commissions within the platform they already use every day—decreasing disputes and inquiries while motivating them to hit quota



The screenshot shows the Xactly Incent interface within a Salesforce environment. At the top, there are navigation tabs for Home, Incent, Accounts, Opportunities, Dashboards, Reports, ZKT Plans, ZKT Commission Types, ZKT, ZKT SPM Errors, and ZKT Setup. Below this, a record for 'ZKT-000027587' is displayed with fields for Account Name (Dorothy - California), Annual USD 5,964.29, and a Service Status of 'Success'. A progress bar below the record shows steps: Opportunity Met, ZKT Approved, ZKT Synced, Commission Calculated (highlighted), and Payment Enabled. The 'Audit Trail' tab is active, showing a table of changes:

Date	Field	User	Original Value	New Value
2022-08-31, 12:43 a.m.	SPM Sync Last Run Date	ZKACT	2022-08-26, 12:38 a.m.	2022-08-31, 05:07 a.m.
2022-08-31, 9:33 a.m.	SPM Latest Sync Required Date	ZKACT	2022-08-31, 05:28 a.m.	2022-08-31, 05:07 a.m.
2022-08-31, 9:38 a.m.	SPM Latest Sync Required Date	ZKACT	2022-08-26, 12:38 a.m.	2022-08-31, 05:08 a.m.
2022-08-30, 7:50 p.m.	Status	ZKACT	ZKACT Synced	Commission Calculated
2022-08-30, 9:40 a.m.	SPM Sync Last Run Date	ZKACT	ZKACT Synced	2022-08-26, 12:38 a.m.
2022-08-30, 9:40 a.m.	SPM Last Sync Status	ZKACT		Success

Why Xactly?

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.

By combining the power of Xactly Incent and Salesforce, we provide our customers with a solution unlike any other: the ability to streamline and manage their entire compensation program without ever needing to leave Salesforce. Xactly customers have access to the entire portfolio of products, allowing them to achieve more precise plans, better incentives, and data-informed insights to give them more confidence in their pipeline.

Xactly Ranks #1 in Customer Experience, TCO/ROI, and Validation

“Xactly has an impressive level of information to communicate their commitment and dedication to customer needs for RPM.”

Source: Ventana Research Revenue Performance Management Value Index

▶▶ **LEARN MORE** ◀◀

To learn more about our native Salesforce solution, 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 longterm 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.