

# Escape complaints and confusion in spreadsheets.

Xactly Express™ meets the sales compensation needs of **small and medium businesses**. Packing powerful features into an affordable package, Express transforms the entire compensation process, allowing you to:

Increase visibility for sales reps, finance, and executives

Reduce time and costs associated with sales compensation

Ensure accuracy and compliance in all transactions

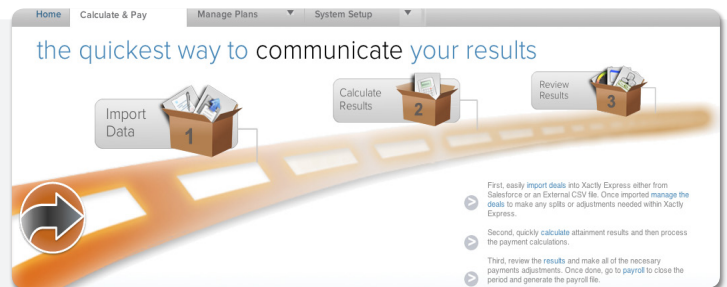
The result is accurate, timely, and hassle free compensation that motivates the sales force and increases productivity.

*“The sales reps are happy, finance is happy, and I’m able to do commissions in a fraction of the time it used to take.”*

– DocuSign

## Automation for Everyone

Forget about spreadsheets and email, and say goodbye to errors and delay. Xactly Express automatically calculates commissions and bonuses, and can even send notifications via Salesforce Chatter when calculations are complete.



**Bonus**  
Commission Payout: 235.36  
Total Payment: 235.36  
YTD Payment: 303.86

**Balance Information**  
Hold Balance: 0.00  
Liability Balance: 0.00

**Resources**  
Summary Commission Statement  
Detailed Commission Statement

**Total Sales**  
Annual Quota Result: 11,767.77  
July Credit: 4,125.32

**Renewal Business**  
Monthly Sales Result: 4,125.32  
July Credit: 4,125.32

**Total Sales**  
Monthly Quota Result: 11,767.77  
July Credit: 8,333.33

## Visualize This

It's no secret that in sales, it's all about the money. Express helps motivate your sales team with real time visibility into their compensation, and even allows reps to estimate potential commissions on any salesforce.com opportunity.

## A Force to be Reckoned With

Express is the only tool you need to automate sales comp, gain visibility, and ensure control. As a native force.com application, Express is seamlessly integrated with salesforce.com, easily scalable, and incredibly secure.

**Account Executive**  
Payees on Plan: 12  
Last Calc Date: 8/5/2011 11:34 AM  
Total Planned Spend: 1,200,000

**Solutions Engineer**  
Payees on Plan: 2  
Last Calc Date: 8/5/2011 11:34 AM  
Total Planned Spend: 80,000

**VP of Sales**  
Payees on Plan: 2  
Last Calc Date: 8/5/2011 11:34 AM  
Total Planned Spend: 0

