

# i incent

Say goodbye to errors and hello to greater profits.

Xactly Incent™ easily manages the complex sales compensation processes of **enterprise companies**. Its fully automated, web-based approach replaces tedious, manual processes, making any incentive program easy to manage and error free. With Incent, you get:

End-to-end automation of sales compensation processes

Real-time visibility for sales, finance, and executives

Assured accuracy and compliance in all transactions

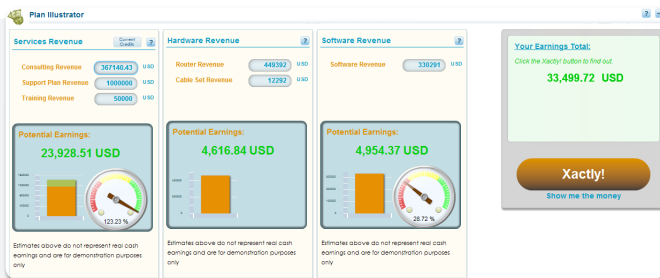
The result is more sales, less headaches, and greater satisfaction with the entire process. Reps are more productive, operations are more efficient, and executives gain more control.

*“With compensation plans that keep improving, new opportunities appearing, and strategic priorities that continually evolve, Xactly Incent gives us control over what is going on. In an ever changing world, Xactly Incent is a point of sanity.”*

– Acision

## Automate to Alleviate

Forget about spreadsheets and email, and say goodbye to errors and delay. Xactly Incent provides end-to-end automation of sales compensation management with seamless CRM integration, and data connections to all your back-office systems so your sales comp is always accurate, and always on time.



## Visualize This

It's no secret that in sales, it's all about the money. Incent helps motivate your sales team with real time visibility into their compensation, and even allows reps to estimate the earning potential of their comp plans or open opportunities.

## Get SaaSy

Incent's 100% multi-tenant SaaS architecture means total flexibility and worry free performance. Easily scale from tens to thousands of users, and add functionality with a simple phone call. Since Incent is SaaS, it requires no hardware, no software, and no worries.

XACTLY IS  
**SaaS**  
NO PATCHES, NO UPDATES, NO WORRIES.

## Make Up for Lost Time

Spreadsheet based compensation programs suffer from numerous errors, and weeks of delay - causing your sales force to lose faith in the system and waste their time trying to sort out their own compensation. Xactly Incent stops this problem dead in its tracks by providing real-time visibility into earned compensation, estimations for open opportunities, and a plan illustrator to show maximum earning potential. Now your sales reps can focus on selling, and leave their compensation to the experts.



*“The biggest pickup is a central repository for the commission data, giving sales one location for current and prior commission statements as well as ‘what-if’ scenarios on pending deals.”*

– Cablevision

## Flex Your Options

Xactly Incent is the most flexible platform for sales compensation management, thanks to its multi-tenant SaaS architecture. You can start with just sales compensation, and add functionality like advanced analytics, document and territory management, custom reports, or modeling with a simple phone call. Incent lets you pay for only what you need, and nothing you don't.

## Rapid ROI

Xactly helps you get rapid ROI with benefits to the top and the bottom line. Incent helps you cut costs and increase sales by solving problems that plague incentive comp. As icing on the cake, Incent's SaaS architecture allows for rapid implementation.

*“The work involved in managing incentive compensation decreased by 90 percent from a year ago....Instead of burning time working through audits, we can just point to the records in Xactly and the auditors get the full picture.”*

– Ingres

## For More Information

Visit [www.xactlycorp.com](http://www.xactlycorp.com) or call 1.866.GO.XACTLY (469.2285) to learn how Xactly Incent lets you pay sales commissions on time and error free, motivating your sales team to do more.

## Stay Strategic

Stop starving sales with static plans. Incent gives you the power to adapt your incentive compensation programs to your changing business needs. With a few clicks you can easily change comp plans, or introduce new SPIFs and bonuses to ensure that your sales stay far ahead of the competition.

## Reduce Your Risk

Automated calculations eliminate errors and reduce your risk, but that's only one way Xactly has your back. Incent's secure data sharing and seamless connectivity ensure that nothing slips through the cracks. Automated audit controls meet federal regulations, and make Sarbanes-Oxley (SOX) compliance a painless process.

*“We have better data for the sales force. They see what we're selling. They see it a lot sooner. So, they're much more plugged into the process.”*

– Informatica

## Incent Right. Sell More.

Inadequate tools plague the compensation process for many organizations, causing confusion and frustration instead of motivation. Lack of visibility and long processing times dampen the benefits of sales compensation and weaken team confidence. Suffer no longer - Xactly Incent automates and provides greater visibility, allowing you to remove the hassle and get the most out of your sales organization. With a powerful set of tools and on demand accessibility, Xactly lets you incent right, so you can sell more.

## Xactly Corporation, 35 S. Market Street, San Jose, CA 95113

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