

Automatically integrate your sales data.

Xactly DELTA™ is a Data Extraction, Loading, Transformation, and Automation service that helps you integrate and consolidate sales data from disparate systems. Acting as the middleman between Xactly Incent™ and your back-office systems, DELTA automates data migration and enables real-time data sharing.

Enable data sharing between comp systems

Eliminate transcription errors and delay

Automate manual processes within Xactly Incent

In addition to data integration, DELTA can streamline order input and management within Incent, improving the efficiency of your sales compensation activities. From order processing, to quota management, and custom data imports/exports, Xactly's DELTA team can build the solutions your company needs.

“Xactly Data Management is one of the hidden jewels of the Xactly platform and it has revolutionized how we gather and use relevant sales data.”

– AcmePacket

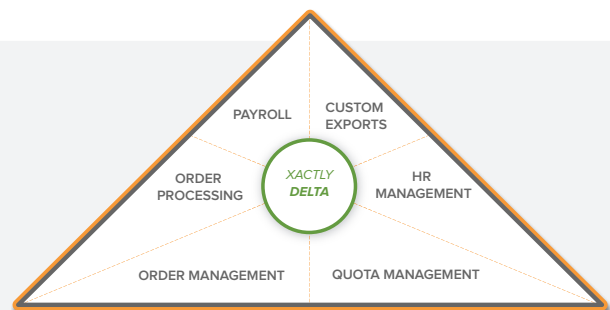


Pre-Built Connectors

Xactly has developed a number of pre-built data connectors for popular applications in order to make integration faster and easier. These pre-built connectors interface with back-office applications and the Xactly Connect™ API to facilitate one-way or two-way data synchronization.

Benefits of Data Services

Xactly DELTA ensures quick and accurate data synchronization. A fully integrated and consolidated data store allows you to leverage information collected through the sales process to not only calculate sales compensation, but provide a wealth of valuable insight into your business operations.





Xactly Incent is designed to easily manage the complex incentive 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. Incent transforms your sales compensation processes from an administrative sink-hole to a strategic revenue driver that provides valuable insight into the health of your business.

“Xactly has provided us with the most reasonable implementation I have seen in the compensation environment in 20 years.”

– Ingres

Meet the Xactly Incent Modules

While Incent serves as the core of your sales compensation system, the modules fuel the fire by providing extra automation, leveraging sales data to give you more information about your business. All Xactly modules integrate seamlessly with Incent, and can be enabled almost instantly.

analytics

Xactly Analytics™ lets you use validated sales data to answer critical questions about your business like which products are most profitable, or which territories contribute most to your numbers.

delta

Xactly DELTA™ is a managed service that helps you move data you need out of disparate systems and into Incent.

edocs & approvals

Xactly eDocs & Approvals™ helps you manage compensation documents like plans and certification letters, and lets you create reusable custom workflows to manage document routing, review, and approval.

modeling

Xactly Modeling™ helps you answer “what if” scenarios without risking your budget or reputation. Use production data in a model environment to see the effects of plan changes before you make them.

sandbox

Xactly Sandbox™ replicates your Incent environment, allowing you to freely experiment with all the nuances of your compensation system while leaving your production environment unaffected. When you find something that works, Sandbox lets you easily migrate changes to production.

territories

Xactly Territories™ provides an end to end solution for automating territory management and credit assignment processes. With Territories, companies can optimize sales coverage, balance workloads, and assign sales professionals to the most appropriate territories based on a variety of attributes.

views

Xactly Views™ is a report service for Xactly Incent that allows you to customize reports to meet your specific needs. Views lets you combine sales data with data from any other system to create a comprehensive view of your business.

For More Information

Visit 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.

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