

Confidently respond to changing conditions.

Xactly Modeling™ helps you use historical and simulated data to preview the effects of changes to compensation plans and sales organization structure in order to minimize risk and optimize efficiency. With Modeling you can:

Project future orders based on historical sales data

Model new sales organizational structures

Forecast expenses for new compensation plans

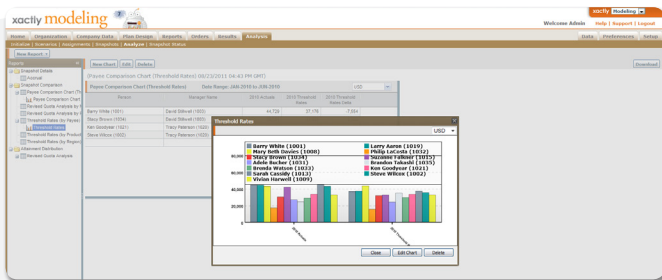
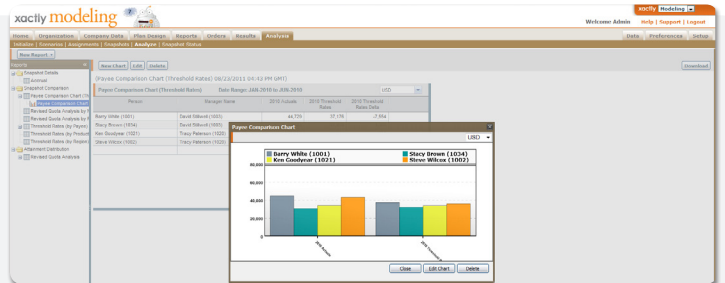
Xactly Modeling lets you use historical and projected sales data to play out different scenarios in a risk-free environment so you can make more informed decisions.

“Xactly’s extensive modeling capabilities save me a lot of time. Next year’s incentive compensation plan will already be proven effective for driving our corporate objectives.”

– ArcSight

Predict the Future

Xactly Modeling automatically downloads data from your live Incent system and applies trending analysis to project future orders. You can then use these projected orders to model multiple what-if scenarios for varying company and market conditions and compare bottom line results.

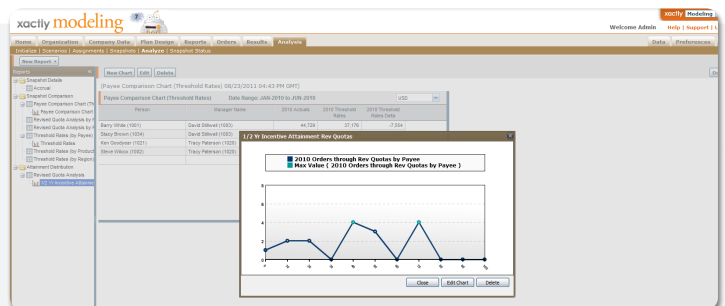


Make Informed Choices

With Modeling you can see how tweaking a comp plan or altering the sales hierarchy affects projected order and compensation expense. Then, compare modeled results against prior quarters to make more informed choices. Once you have the best plan, you can easily implement it in Xactly Incent.

Forecast Expenses

Modeling makes it easy to know how much to budget for compensation expenses. Before introducing new SPIFs, bonuses, or comp plans, you can model the total compensation expense under various scenarios so you will never be caught off guard.





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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