



Analyze, validate, and test.

Xactly Territories™ provides better visibility, increased accuracy, and immense time savings by automating credit assignment. Until now, territory management has often been treated as a tedious administrative process that offers poor visibility and results in lost opportunity, but Xactly Territories redefines the way businesses manage their sales operations.

Easily define and manage sales territories

Efficiently assign credits based on defined territories

Increase sales revenue and reduce operating costs

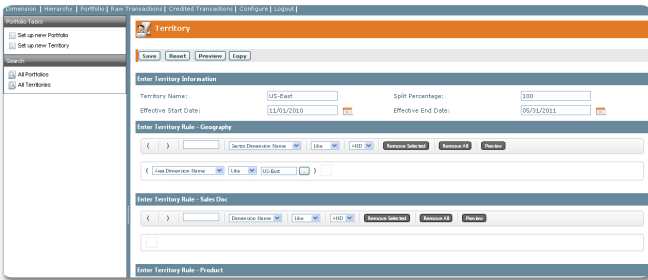
Xactly Territories when combined with Xactly Incent assures accuracy and timeliness of commission payments, increases visibility, and increases collaboration among sales, finance, and operations.

“We’ve gone from processing commissions on a quarterly basis to doing it monthly. It now takes just a few days to get the information to payroll and get the check cut.”

– MDS Pharma Services

End to End Automation

Xactly Territories eliminates the need for manual order processing, providing complete end-to-end automation. Simply define territories based on geography, product line, industry, named accounts, or any other custom parameter and credit assignment becomes automatic.



No More Missing Credits

After defining territories, you can group them into portfolios for assignment to the sales team. This allows you to easily re-assign territories without having to update your territory definitions. You can also assign unique rules to any territory or portfolio to further control credit assignment.

Total Control

Gain total control over credit assignment, starting with total visibility. Territories provides precise monitoring and management of sales territories, allowing you to optimize coverage and enact changes in real time. If anything looks off, you can manually override assignments with the click of a button.

Portfolio Name	Employee Name	
Abrao, Alvaro	Alvaro Bologna Abrao (hb12131)	Delete
Agee, Bill	William Agee (hb14128)	Delete
Anne, Frank	Anne Frank (hb12529)	Delete
Araujo, Turissu	Turissu Lotar Da Silva Araujo (hb14488)	Delete
Atencio, David	David Atencio (hb14446)	Delete
Babec, Lynn	Lynn Babec (hb44156)	Delete
Batchelor, Amanda	Amanda Batchelor (hb12481)	Delete
Bear, Harvey	Harvey Bear (hb13060)	Delete
Bharucha, Kaiwan	Kaiwan Bharucha (hb13296)	Delete
Bisht, Manish	Manish Bisht (hb18160)	Delete



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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