



XACTLY STRATEGIC SERVICES

Your company invests a lot of money into incentive programs. Are you receiving the maximum possible return on that investment? From our analysis, we've found companies tend to fall short in two key areas of their compensation program. Those key areas are the design of the compensation plan, and the administration of the plan. Xactly Strategic Services was created to utilize technology such as big data and analytics, evidenced-based best practices, and the knowledge of our incentive compensation experts to help you succeed.

Xactly's vision is to empower every company to inspire performance across their organization. Our Strategic Services team supports Xactly's clients in achieving best practices throughout their sales compensation lifecycle. Xactly Strategic Services will provide you with an innovative approach to understanding incentive programs and plan design. We are able to assess and make recommendations based on empirical data to ensure a greater return on your incentive compensation investments.

WHY ENGAGE WITH XACTLY STRATEGIC SERVICES

- Gain insights into your incentive program and employ best practices within your incentive compensation process
- Maximize the ROI of your incentive compensation spend
- Benchmark the performance of your incentive program against other companies using empirical incentive compensation data

XACTLY STRATEGIC SERVICES INCLUDES:

ICM PROGRAM OPTIMIZATION

Xactly Strategic Services helps clients measure success by auditing current compensation initiatives and ongoing maintenance. As well, we define program and process goals so your sales compensation is a strategic performance tool.

SALES COMPENSATION PLAN DESIGN SUPPORT

Leveraging compensation experts and advanced analytics, customers can create best practice plans that drive engagement. Throughout this process, the Xactly Strategic Services team will monitor plan performance to address challenges and ensure continued alignment of results with corporate goals.

BENCHMARKS AND ANALYTICS THROUGH BIG DATA

Utilizing benchmark data from Xactly Insights, Xactly Strategic Services enables organizations to compare their initiatives with current compensation data within their industry to better understand and design programs based on proven best practices.



For More Information

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

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