



Xactly Inspire™ boosts productivity and revenue growth by enabling teams to increase their sales knowledge, apply best practices, track performance, and reinforce the right behaviors.

SPEED TIME TO PRODUCTIVITY

Xactly Inspire accelerates onboarding with a structured learning path of content, video practice, and social collaboration. New reps get to full productivity faster and speed time to revenue by learning from top reps sharing best practices. By seeing what works most effectively, ramping performance, and building repeatable processes, organizations scale more rapidly.

CUSTOMIZE TRAINING AND EASILY SHARE CONTENT

With Xactly Inspire, sales leaders can create micro-training courses leveraging pre-built content. With the ability to use video, slides, or sales exercises, teams can use personalized training and knowledge checks to improve retention.

Xactly Inspire also includes a pre-built library of content and coaching material from industry experts – from account planning to win/loss analysis to negotiation. Teams can quickly search for and access the latest sales and marketing content and rate the usefulness for other team members, allowing the “best of the best” to be effortlessly found.

MOBILE AND ONGOING LEARNING

Reps can access online playbooks from any location on any mobile device (both iOS and Android) to get a recommended response for each stage of the sales process. With training and education delivered in simply consumed, bite-sized pieces, Xactly Inspire offsets the forgetting curve and lets reps review information at any time.

CLOSE THE PERFORMANCE GAP

Managers can quickly assess rep progress, comparing activity to sales performance.

With advanced analytics, Xactly Inspire gives managers the ability to individually coach reps and assign training for the specific skills and knowledge each team member needs to succeed.

SOCIAL COLLABORATION

With social collaboration and online performance analysis, Xactly Inspire lets teams share feedback and learn from each other. Peer-to-peer video reviews make learning interactive, fun and adds a touch of competition and recognition – providing the motivation for reps to consistently practice, improve skills and learn best practices from the top achievers.

WORLD CLASS SALES PERFORMANCE MANAGEMENT

13+ Years of Pay and Performance Data

Planning

Sales Capacity
Forecasting
Quota Allocation
Territory Alignment & Optimization

Execution

Compensation Management
Commission Expense Accounting

Optimization

Sales Analytics
Coaching Quota Attainment
Objectives Management

SALES PERFORMANCE AI PLATFORM

 Xactly Connect

CRM CPQ ERP HCM

All of This is Backed by Xactly's Superior Service and Support

PLANNING

Streamline and simplify sales planning processes, including territory, quota and workforce planning, incentive compensation design, and accrual forecasting

- **Increase productivity** – by lowering the time spent on territory planning and gaining selling time with compact and travel efficient territories
- **Build trust** – with error free compensation payouts data-driven territory design
- **Increase forecasting accuracy** – by easily running commission forecasts as deal change

EXECUTION

Achieve higher growth with a motivated and engaged sales force and ensure critical processes are executed faster and more accurately with ICM and commission expense accounting

- **Provide accurate financial forecasts** – with a more precise picture of your company's commissions data
- **Maximize the ROI of your SPM solutions** – with standards-based data integration capabilities that fit within your existing infrastructure
- **Automate key business workflows** – to increase efficiencies, improve alignment and eliminate errors

OPTIMIZATION

Harness the value of AI and ML to optimize the performance of your sales organization with access to 13+ years of aggregated pay and performance data and provide a recommended course of action

- **Drive sales productivity** – with a comprehensive view into the health and performance of your sales team in order to make needed adjustments
- **Quickly spot risk factors** – predict sales rep attrition, clusters of under-performance, and changes in sales indicators
- **Make coaching more effective** – with individual performance insights, such as year-over-year quota attainment comparisons and access to staked rankings comparisons