



Xactly Insights™ is the next generation of analytics tool aimed primarily at sales leaders. With Xactly Insights, sales leaders can now analyze their teams and their performance and compare with key sales metrics such as quota vs pay attainment, tenure, headcount etc. across teams as well as benchmark across other peer organizations in the same industry. With the near real-time data insights, sales leaders can build more effective and efficient teams and use actionable recommendations based on pay-and-performance data across teams and from best in-class companies.

INFORMATION SALES LEADERS NEED

For the first time, sales leaders have access to a comprehensive view of the health and performance of their sales teams. With access to stacked rankings, year-over-year quota attainment comparisons, tenure distributions and predictive turnover analytics, sales leaders will have a holistic view of their sales teams at every level of the organization.

OUT-OF-THE-BOX REPORTING AND BENCHMARKING

Gain access to a comprehensive view of your sales team's performance as well as data on the sales compensation plans and results of your peers and competitors. Understand trends and patterns in performance in a way that makes the data matter to you personally, even as your organization grows and scales.

PREDICTIVE ANALYSIS

Applying machine learning algorithms to 13+ years of pay and performance data, Xactly allows organizations and sales leaders to predict leading sales indicators such as sales rep attrition, clusters of underperformance, etc. to optimize the overall sales performance. By anticipating future events, Xactly Insights gives customers an unprecedented view into the relative health and risk factors of their sales organization.

PRESCRIPTIVE ANALYTICS

Analyze data from past events and current situations to empower you with the knowledge to make smart decisions that increase your chances of success. Using machine learning, Xactly Insights will monitor patterns in your sales organization such as headcount and tenure information, pay vs quota attainment within teams and cross-industry, etc., alert you on specific patterns and make suggestions on the best action forward.

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