



Xactly SimplyComp is the industry's first do-it-yourself (DIY) automated incentive compensation software designed for growing sales teams. With an intuitive, spreadsheet-like interface, Xactly SimplyComp makes it easy to build, manage, and administer compensation programs and get plans up and running in just minutes.

INCREASE ACCURACY AND SPEED OF COMMISSION PAYMENTS

Increase pay accuracy and speed payouts by replacing outdated manual systems. Xactly SimplyComp gives growing businesses the familiar look-and-feel of a spreadsheet with the power of a fully automated, cloud-based system.

IMMEDIATE ACCESS TO COMPENSATION PLANS

Drive sales performance by giving reps insight into exact earnings, including SPIFFs, accelerators, and bonuses, and align behavior and reward with immediate access into quota attainment and commissions.

BUILT-IN PAYMENT TEMPLATES

Get best practices that are based on the analysis of thousands of compensation payment plans. Businesses can choose from and customize a variety of payment templates, including: flat rate, accelerated rate tiers, lump sum amounts based on achievement, and amount paid per deal.

VIEW TEAM PERFORMANCE

If managers can't see how variable pay impacts their team's performance, they can't measure how it's working. Xactly SimplyComp gives managers instant access to performance to goal data. With timely and accurate insights, managers can coach based reps more effectively and adjust incentive compensation as needed.

QUICKLY SCALE COMPENSATION PROCESSES

Xactly SimplyComp makes it easy to add new salespeople to commission plans to scale your compensation plan as you grow. Get more hours in the day by eliminating the need to manually input new reps and rework formulas or functions every time a new rep joins the team.

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