Xactly Incent™

Xactly Incent empowers companies to successfully design, implement, and manage intelligent incentive compensation programs. With robust functionality and seamless integration with existing ERP, CRM, and HCM systems, Xactly Incent maximizes the ROI of incentive compensation with improved efficiencies, greater timeliness and accuracy, and plan optimization.

REDUCE TIME SPENT ON PLAN ADMINISTRATION BY 60%

Automate incentive compensation programs with Xactly Incent to eliminate payout errors, increase commisson forecasting accuracy up to 99.6%, and lower the time needed to administer commissions plans by 60%. Xactly Incent runs complex commissions calculations in a fraction of the time versus manual processes, increasing efficiencies up to 3x.

DRIVE PERFORMANCE WITH IMMEDIATE VISIBILITY AND MOBILE ACCESS
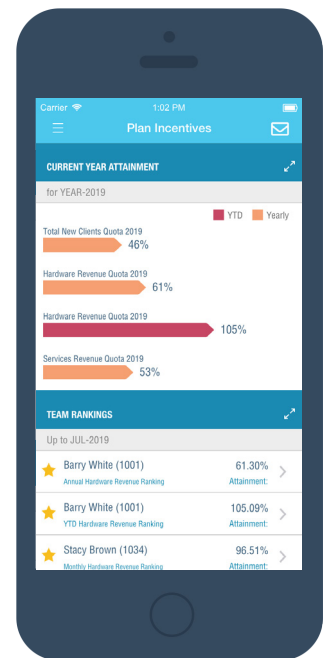
Increase rep motivation, productivity, and trust with on-demand visibility into commissions results and potential earnings for every deal. With native Android and iOS support, easily access commissions data and strengthen cross-functional alignment with transparency into pay and performance data.

REALIZE UP TO 10% HIGHER QUOTA ATTAINMENT

Create competitive plans that align and drive sales behaviors, and realize up to 10% greater quota attainment. Xactly delivers over 16+ years of pay and performance data, enabling organizations to easily compare their plans against industry peers, evaluate program competitiveness, and raise quota attainment, while increasing sales retention.
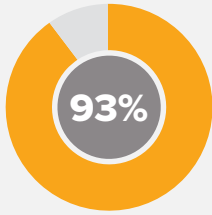
ENSURE SYSTEM SECURITY AND SCALABILITY

Xactly Incent can support the most complex implementations handling millions of orders and tens of thousands of subscribers. Companies can easily scale incentive compensation plans with the ability to instantly add new reps to plans, automate plan review and approval processes, and quickly add new data sources. Xactly Incent provides strict security controls for operational processes and service transparency through the Xactly Trust Site.

*Stats and results are from customer surveys and aggregated pay and performance data.

salesforce appexchange program partner

WHY TRANSFORM REVENUE NOW?
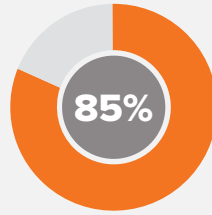
NOT AGILE

93%

of companies **believe their existing** revenue operating models **cannot keep pace with changing** market conditions.*
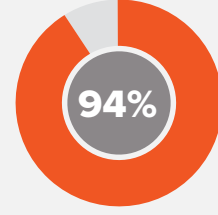
* ACCENTURE

NOT EFFICIENT

85%

of organizations **have been unable** to **grow their revenue and expand their margins** over an extended period of time.*

* MCKINSEY

TOO RESOURCE INTENSIVE

94%

of revenue leaders **are not confident** about their team's **ability to meet or exceed revenue goals** going forward.*

* GARTNER

CORPORATE BOARDS WANT REVENUE THAT IS:

RESILIENT
Consistent revenue growth that thrives in volatile & competitive markets

PROFITABLE
Efficient revenue growth that unlocks new market opportunities

PREDICTABLE
Reliable revenue growth that is removed from intuition bias

IN RESPONSE, LEADERS WANT TO INCREASE:

AUTOMATION
Integration across systems and processes

COLLABORATION
Alignment across stakeholder teams

ACTIONABILITY
Insights to support better decision making

CONTINUITY
Agility to course-correct in real-time

TO ACHIEVE BREAKTHROUGH RESULTS:

37% faster revenue growth for firms that operate with organizational agility.*
* THE ECONOMIST

15% increase in margin by maximizing sales force effectiveness.*
* BCG

10% over-performance on revenue targets for revenue intelligent companies.[6]
* FORRESTER

WITH THE XACTLY INTELLIGENT REVENUE PLATFORM

ENHANCE PREDICTABILITY
REVENUE INTELLIGENCE
FORECAST | INSIGHTS | BENCHMARKS

- Create predictable, accurate revenue forecasts.
- Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.

INCREASE PROFITABILITY WITH
REVENUE PERFORMANCE
INCENTIVES | OBJECTIVES | EXPENSES

- Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- Drive high-performance revenue teams with effective compensation programs.
- Motivate desired behaviors and strengthen trust with increased commissions visibility.

IMPROVE RESILIENCY WITH
REVENUE OPTIMIZATION
CAPACITY | TERRITORIES | QUOTAS

- Uncover necessary changes to optimize revenue plans, quotas, territories.
- Respond to and navigate unforeseen disruptions with agility.
- Create hyper-efficient revenue teams by ensuring proper capacity and territory design.

X

16+ YEARS OF EMPIRICAL DATA
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on Twitter, Facebook, LinkedIn and subscribe to our blog.

Xactly®