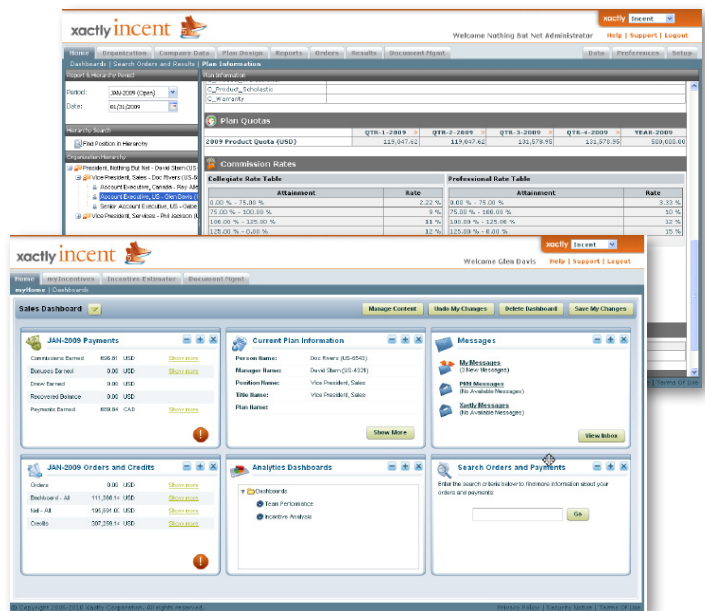


# Say goodbye to errors and hello to greater profitability. **xactly incent.** The smart way to do sales compensation.

Xactly Incent™ gives new meaning to sales compensation management. Its Web-based, fully automated approach replaces tedious, manual spreadsheets, making even the most complicated sales compensation programs easy to manage and error free. Xactly Incent transforms the entire process, allowing you to:

- Deliver real-time visibility to sales reps, finance, and executives
- Calculate commissions quickly and accurately
- Reduce costs associated with managing sales compensation
- Provide a certified audit trail for all transactions

The result: more sales, less headaches, and greater satisfaction with the entire process. Your sales reps are more motivated and productive because they can see earned and potential commissions. Finance and sales operations are more efficient because they have better insight and control over the entire process. And the executive team is happier because your company's profits are higher.



*“We have better data for the sales force. They see what we’re selling. They see it a lot sooner. So, they’re much more plugged into the process.”*

– Informatica

## A Little SaaS Makes a Lot of Difference

What does this mean for you?

- Transparent, automatic upgrades
- No maintenance costs or capital expenses
- Instant capacity for on-the-spot scalability
- Greater reliability and integration
- Extreme security

What Customers are Saying:

**32%** INCREASE IN SALES  
**20%** INCREASE IN SALES PRODUCTIVITY  
**60%** DECREASE IN PLAN ADMINISTRATION

*“The work involved in managing incentive compensation decreased by 90 percent from a year ago.”*

– Ingres

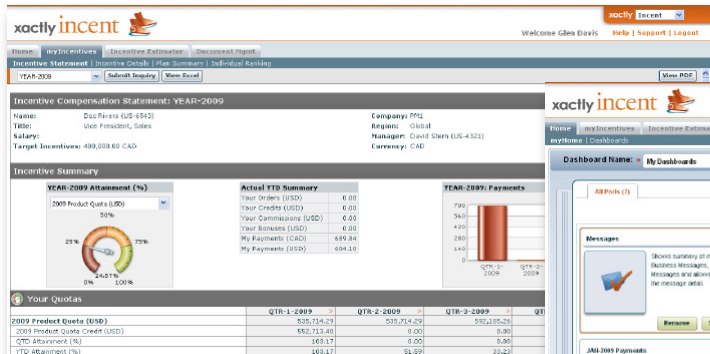
*“Individual sales team members can easily view their targets and achievements, while management can see the big picture and the compensation details. This was impossible to achieve through shuffling spreadsheets.”*

– Carestream Health

# A sales compensation process that works in any situation.

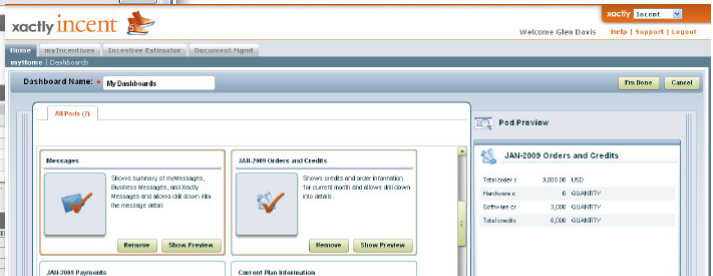
## Be Accurate and Timely

The first step in keeping reps productive is to make sure commission payments are accurate and on time—not easy to do with a manual process. Xactly Incent automates the entire flow through a convenient Web interface that saves you time, reduces errors, and keeps your sales team focused on closing deals.



## Reduce Your Risk

If you eliminate errors, you reduce risk. But that's only one way Xactly Incent has your back. Secure data sharing and seamless connectivity ensure nothing slips through cracks or beyond your firewall, keeping your selling secrets safe and sound. And automated audit controls that meet federal regulations make Sarbanes-Oxley (SOX) compliance painless.



*“Instead of burning time working through audits, we can just point to the records in Xactly and the auditors can get the full picture. Plus, Xactly Incent is SAS-70 certified, so the auditors trust it.”*

— Ingres

*“The most notable change is that we have one source of the truth for commission payments as opposed to a lot of emails and spreadsheets being sent around the company.”*

— Concur

## Gain Insight and Take Control

The more you know, the more control you have. But when your data comes from multiple sources, this can be a challenge—unless you have Xactly Incent.

With Xactly Incent, you can consolidate data from multiple sources for better access, reporting, and decision making. Automated modeling and analytics modules give you real-time access to compensation data, sales and product performance, and plan effectiveness. So you spend less time resolving errors and more time developing highly profitable sales programs.

*“The biggest pickup is a central repository for the commission data, giving sales one location for current and prior commission statements as well as ‘what-if’ scenarios on pending deals.”*

— Cablevision

## Flex Your Options

Xactly Incent can handle complex compensation plans and scale to fit your organization as it grows. And with a SaaS delivery model, you have instant, automatic access to enhancements and upgrades.

## For More Information

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

## See More and Do More

The surest way to motivate your sales team and improve morale is information. And that's just what Xactly Incent provides. Sales reps can explore what-if scenarios to focus their energies in the most profitable areas. With minimal effort, they'll know which opportunities will impact their performance before they close the deal.

*“With compensation plans that keep improving, new opportunities appearing, and strategic priorities that continually evolve, Xactly Incent gives us control over what's going on. In an ever-changing world, Xactly Incent is a point of sanity.”*

— Acision

## Experience the Xactly Difference

At Xactly, we take the smart approach to incentive compensation management. As your business partner, we help you simplify your compensation processes so your sales teams sell more. This is our passion, and we're good at it. Our products help you improve accuracy and timeliness and scale to meet your sales compensation needs regardless of complexity and size.

## Xactly Corporation, 35 S. Market Street, San Jose, CA 95113

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