

Xactly Intelligence: Transforming Revenue Processes with Generative AI Assistants

In the age of intelligent automation, AI has evolved from being merely an enhancement to becoming the foundation for smarter, faster, and more precise decision-making. Xactly's AI strategy is central to the platform, allowing assistants and agents to provide unique, adaptive solutions throughout the entire Sales Performance Management (SPM) lifecycle. With specialized access to industry-specific processes, robust enterprise-grade security, and over 20 years of performance data, Xactly's AI-driven capabilities ensure that every insight, action, and recommendation is supported by deep industry expertise and real-world intelligence. By incorporating AI at all levels, Xactly enables organizations to optimize revenue operations, improve efficiency, and confidently make data-driven decisions.



Introducing Xactly AI Copilot's Assistants

Xactly AI Copilot features two assistants optimized using proprietary business logic, content, and data entities. The new assistant framework offers a conversational experience, enabling the AI Copilot to engage in discussions based on the prompts provided. Through conversational threading, the assistants remain aware of the context, allowing them to maintain focus throughout the conversation. This facilitates continuous interactions with your chosen assistant. The interactive nature of this experience means that the assistants operate beyond a simple prompt-and-response model. Here is a breakdown:

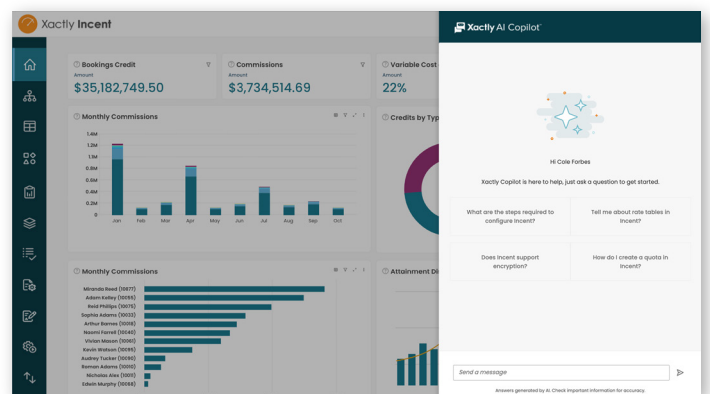
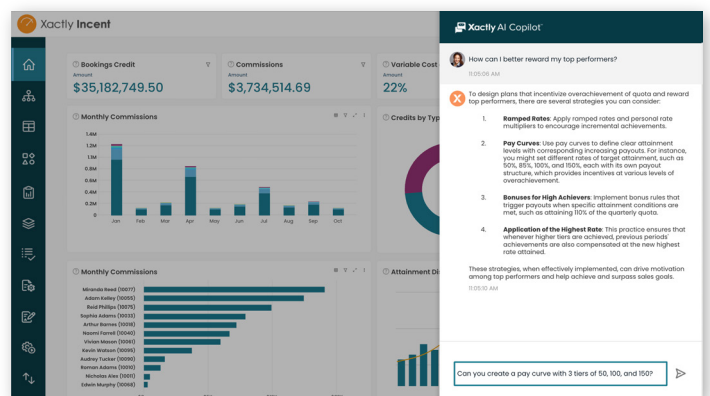
› Incent Data Exploration

This assistant provides answers regarding Incent data on Credits, Orders, Commissions, Attainment, Payments, People, Positions, Titles, Roles, and Quotas.

The Incent Data Exploration assistant is knowledgeable of the main Incent data entities and their relationships. It is familiar with Xactly's primary business logic, known as xSQL, for interacting with these data entities. Additionally, it offers helpful context on terminology that a Compensation Administrator might use in their inquiries. For instance, the term 'order' may be used interchangeably with 'deal' or 'opportunity'.

› Incent Admin Knowledge Base

This new assistant offers admins the ability to ask product-related questions about Incent. The content used to enhance this assistant is derived from Xactly Community articles.

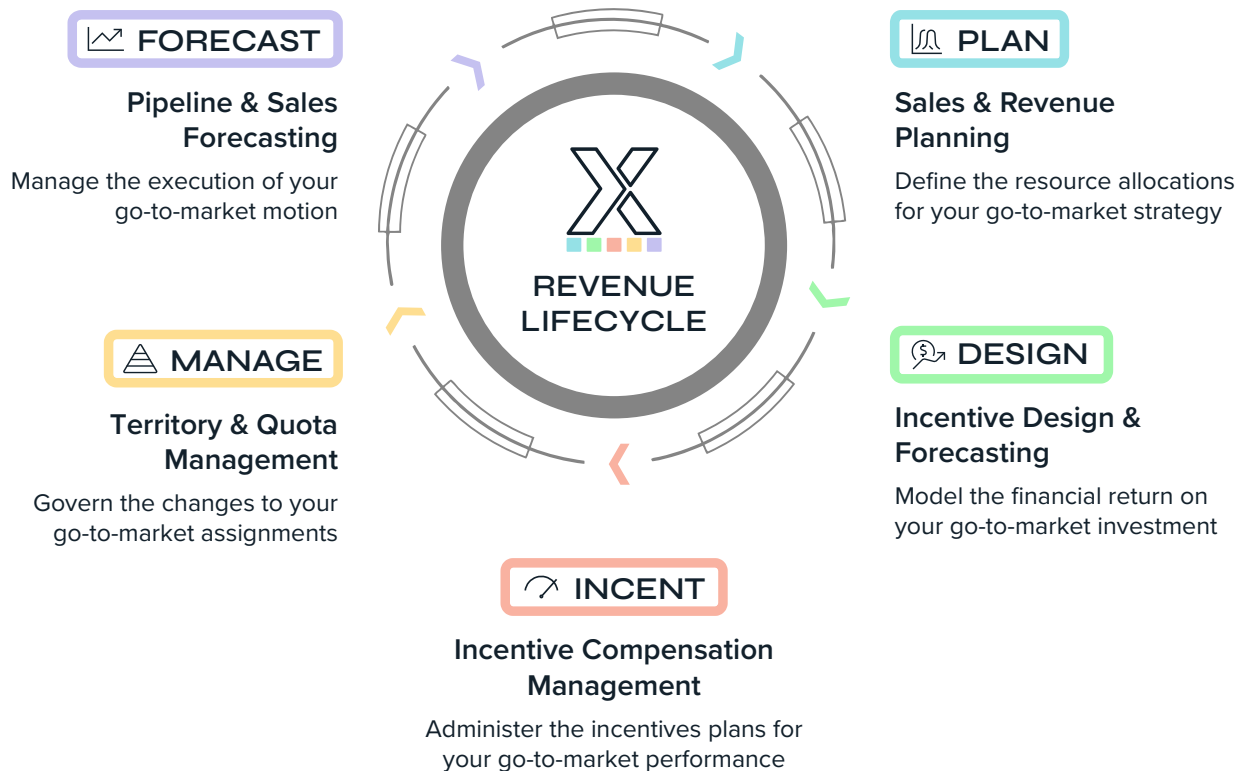


Why Xactly AI Copilot?

- > **Instant Access to Critical Compensation Data:** Provides real-time answers on commission calculations, payout status, and quota attainment.
- > **Reduced Administrative Workload:** Automates manual inquiries about earnings, attainment, and plan details, freeing up sales compensation admins for strategic tasks.
- > **Faster Issue Resolution:** Minimize back-and-forth communication with support teams by providing clear, actionable solutions upfront.
- > **Instant Access to Information:** Leverage AI to reduce time spent searching through documentation, FAQs, and troubleshooting steps.

The Future of AI-Powered Revenue Operations

Currently, Xactly AI Copilot™ is now generally available to support sales compensation use cases that require investigation into underlying Incent data or Incent best practices. Prepare your team for the next evolution of revenue intelligence.



Discover how Xactly AI Copilot™ can revolutionize your revenue operations.

[Learn More.](#)

About Xactly

Xactly provides the only AI-powered platform that combines revenue intelligence and sales performance management so organizations can unlock their full revenue potential. Backed by two decades of pay and performance data, Xactly's Intelligent Revenue Platform is designed for finance, revenue, compensation, and sales leaders who want to drive quality, sustainable revenue. To learn more about Xactly and the latest issues and trends in revenue intelligence, visit us at XactlyCorp.com, follow our [blog](#), and connect with us on [LinkedIn](#).

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