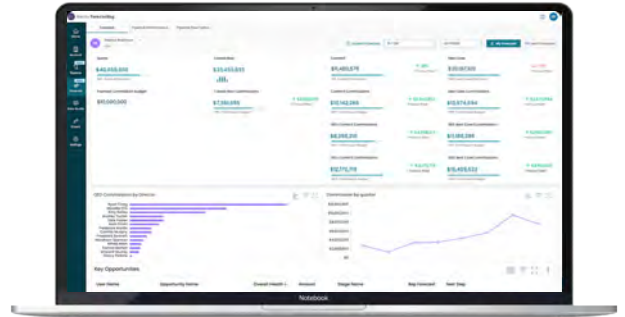# Automate Commission Earnings Projections

Visualize potential commissions earnings alongside revenue forecast metrics for a more complete picture of performance

Deals in the pipeline are always moving, making it hard to predict revenue bookings and associated costs. If you're exporting static reports and pulling data from disparate systems, it renders your models out-of-date almost immediately. This results in decisions based on old data, or the need to reset the entire process in search of a more accurate prediction.

One of the biggest variable costs for Finance teams is commissions. But arriving at this cost projection is not as easy as running a report every week and delivering it to the CFO. It takes ongoing data consolidation and collaboration across separate teams.

By automating your commissions earnings forecast process with Xactly, you can quickly identify potential commission impacts alongside pipeline data.

FORECAST COMMISSIONS ALONGSIDE PIPELINE MOVEMENT

Automate commission forecasting processes by combining the power of Xactly Incent and Xactly Forecasting to monitor impacts on projected revenue and costs within a constantly shifting pipeline.
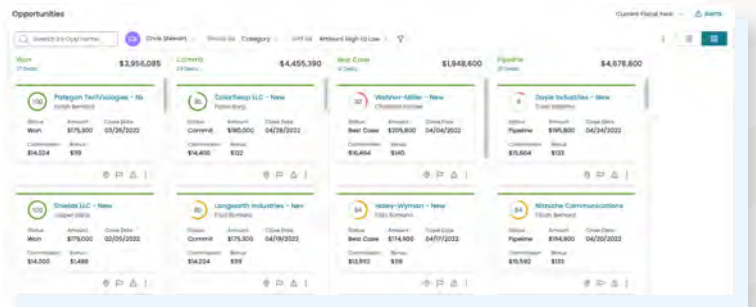
BUILD EFFECTIVE COMPENSATION PLANS FOR YOUR BUSINESS

Forecasting commission earnings informs more detailed sales planning processes for operations teams. It provides them insights needed to adjust capacity and territories, and build more competitive compensation plans, leading to improved rep engagement and performance, and reduced attrition.
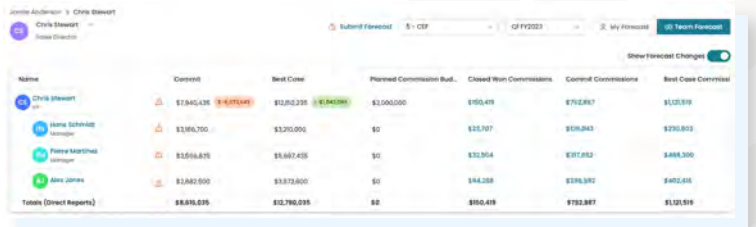
MOTIVATE REPS WITH TRANSPARENCY INTO COMMISSION EARNINGS

Give your reps a lens into their possible commissions and elements of unique compensation plans alongside their pipeline information, increasing motivation, urgency and validation of their efforts.

Why Xactly CEF?

Xactly understands the value of bringing together operational and intelligence capabilities to drive revenue operations success. That's why we built our Intelligent Revenue Platform, enabling us to align planning, performance and prediction functions into one cohesive platform.

By combining the power of Xactly Incent and Xactly Forecasting, we provide our customers with a solution unlike any other: the ability to visualize commission earnings projections alongside revenue forecast metrics. Xactly customers have access to the entire portfolio of products, allowing them to achieve more precise plans, better incentives, and data-informed insights to give them more confidence in their pipeline.

Xactly Ranks #1 in Customer Experience in Ventana Research's Revenue Performance Management Value Index

"The next generation of revenue and sales leaders should focus on creating processes that generate and forecast predictable revenues."

Source: Ventana Research Revenue Performance Management Value Index

>> LEARN MORE <<

To learn more about automating commission earnings projections with Xactly,
visit our website to request a demo at xactlycorp.com

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.