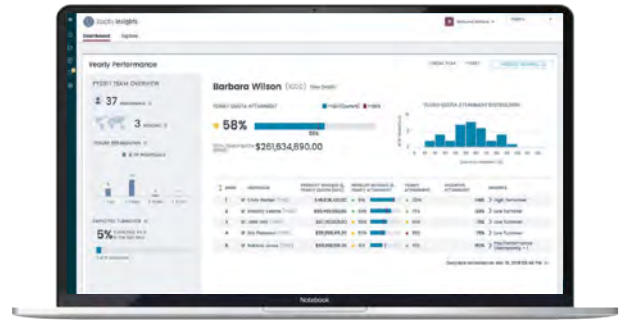


Pay and Performance Insights

Leverage organizational pay and performance data to design sales plans and optimize performance.



Are you able to spot the high (and low) performers, reps at risk of attrition, and pay and performance discrepancies across your sales team? Tracking all of these critical metrics does not need to be a manual process or a guessing game.

Xactly Insights provides pay and performance analytics that compare your organization's data to our more than 17 years of proprietary data* to show you where you stand and support decision making. By arming sales leaders with actionable, insight-driven information about their reps, they are able to influence behaviors that produce desired results.

*Aggregated and anonymized with customer consent



EMPOWER SALES AND REVENUE TEAMS WITH INSIGHT-DRIVEN DECISIONS

Utilize insights based on Xactly's empirical pay and performance data to empower sales, operations and finance teams to make accurate and timely business decisions. Insights is the only solution to offer real-time, dynamic performance indicators based on pay and performance metrics from across industries.



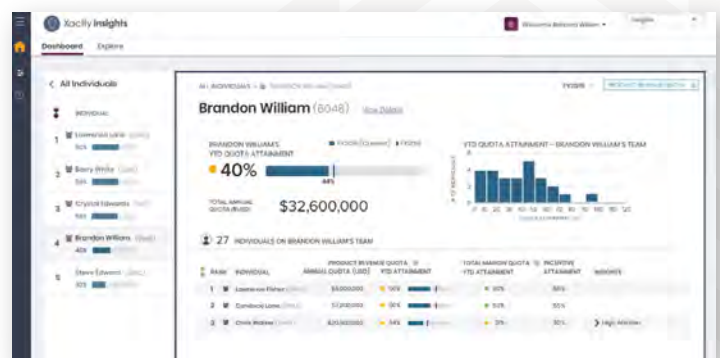
MONITOR OVERALL SALES TEAM HEALTH

Utilize business intelligence dashboards and reports designed to quickly assess the health of your sales team through stacked rankings and year-over-year quota attainment comparisons.



PREDICT SALES REP ATTRITION USING ARTIFICIAL INTELLIGENCE

Leverage artificial intelligence and machine learning to predict sales rep attrition and proactively take measures to address before it happens. Compare plan design and performance against industry peers with advanced filter settings that enable you to dive into business data. With zero implementation required, configure advanced metrics and reports that support a wide array of sales performance business needs.



Why Xactly Insights?

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.

As part of the broader Intelligent Revenue Platform, Xactly Insights customers have access to the entire portfolio, leveraging pay and performance data to provide dynamic performance indicators to inform more effective decisions.

17+

years of cross- industry pay and performance data

70+

billion transactions annually

10%

higher quota attainment experienced by Insights customers

“Xactly provides insights that enable me to have a seat at the table and be a strategic advisor to the business. I couldn't imagine doing my job without Xactly.”

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Vice President, Finance Shared Services, DocuSign

DocuSign

>> **LEARN MORE** <<

To learn more about Xactly Insights, 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](#).

