

THE POWER OF XACTLY & SALESFORCE TOGETHER

With Xactly Incent, you unleash the motivational power of your incentive compensation. The cloud-based, secure solution seamlessly integrates with Salesforce so you can take control of your incentive processes and inspire performance. By streamlining and automating the payment process you cut costs, save time, and eliminate risk.

With Xactly Incent for Salesforce, the sales team can get total visibility from the initial lead through commission payment, all in one central and easy-to-use location. **No other incentive compensation company** can match Xactly's experience in the Salesforce ecosystem.



OUR SALESFORCE CUSTOMERS LOVE US:

"The partnership will only grow stronger."

"It makes sales compensation in our huge org very easy. Every enterprise should be using it."

"The fact that Xactly's tab is right in my Salesforce instance makes it all the more amazing!"

-Customer Reviews



Single sign-on in Salesforce

- Xactly and Salesforce have hundreds of customers in common integrating both applications successfully: **More Than 70 percent** of Xactly customers also use Salesforce. Our teams work closely to ensure customer adoption and mutual success.
- Salesforce, the leader in SaaS business applications, was **one of Xactly's first customers** and has deployed Xactly Incent to thousands of users in its own sales organization.
- Xactly was a **winner** of the 2012 Salesforce AppExchange Customer Choice Award, given to apps with **"the most glowing customer reviews in their respective categories."**

TRUST THE LEADER IN INCENTIVE COMPENSATION. SALESFORCE DOES!

Xactly manages the most complex incentive compensation challenges for Salesforce, while offering unmatched uptime, data security, and cost of ownership. With hundreds of thousands subscribers, we are the leader in cloud delivered incentive compensation solutions, processing billions of dollars in compensation transactions each year.

TAKE CONTROL OF INCENTIVE COMPENSATION USING XACTLY INCENT AND SALESFORCE TOGETHER:

RAISE ADOPTION RATE OF SALESFORCE:

Research shows that 67 percent of companies have difficulty getting reps to adopt CRM technology. You can increase adoption rates of your sales team by integrating with other applications like Xactly Incent and linking CRM information with incentive data!

NO NEW PASSWORDS TO REMEMBER:

Authenticate with single sign-on using Salesforce credentials. Sales has access to reports and incentive statements within the Salesforce application they already know and use.

INCREASE DATA ACCURACY:

With seamless integration between Salesforce and Xactly you reduce the error rate caused by using spreadsheets to integrate all your information and calculations. You get a single version of the truth! Xactly Delta connects directly to Salesforce opportunities standard objects and custom objects.

TRUSTED ARCHITECTURAL ALIGNMENT

As the first cloud-based, 100 percent multitenant incentive and Sales performance Management (SPM) application on the market, Xactly is fully aligned with Salesforce's architecture and product philosophy.

SCALE:

Because Xactly's infrastructure is shared in a scalable, highly optimized data center customers use the service with thousands of users and grow to tens of thousands rapidly if needed

SUPERIOR SUPPORT:

The Big Data Platform allows our clients to utilize a scalable common data model. This allows for consistency between our deployments and deep knowledge of our solution that allows us to provide better product support for our clients

TRUST:

See <http://trust.xactlycorp.com> for a live status of Xactly's attainment and other important systems information

THE SaaS ADVANTAGE

LOWER COST:

implementation is fast, predictable, and cost effective. Customers don't worry about upgrades and maintenance; enhancements developed and tested for one client are quickly available to all. The result is lower cost, more reliability and functionality upgrades for each customer.

LESS RISK:

Xactly Incent is highly configurable and doesn't require teams of technologists to deploy and maintain. Sales Performance Management projects have a higher success rate and deliver on scope, schedule, and cost objectives.

FASTER FEATURE UPDATES:

Xactly runs only one version of software to service all customers. The application supports customer specific configurations of business and compensation rules, business processes, data models, and user interface elements using one version of code. We focus on providing new features in a single version of the application.

"Xactly has grown rapidly by making customers successful with sales performance and incentive compensation management delivered via the cloud."

-Kendall Collins, EVP, Marketing & Product Experience, Salesforce



Sales Team Favorite: The Incentive Estimator- Show me the money!

For More Information

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

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