

Intelligent Incentive Plan Design for Profitable Growth

Transform Your Compensation Strategy Without Costly Consultants

The Challenge: Why Traditional Incentive Compensation Design Falls Short

Today's compensation design process is:

- > **Expensive:** Companies with 500+ sellers routinely spend \$100,000+ on single compensation design engagements
- > **Inefficient:** External consultants take their expertise with them, leaving internal teams without knowledge transfer
- > **Inflexible:** Handoffs between consultants and implementation teams create delays and execution gaps



The Solution: Xactly Design

A comprehensive compensation design and modeling platform that empowers your team to create, test, and optimize incentive plans - all without external consultants.

XACTLY'S IMPACT

Traditional Approach	Xactly Design Advantage
High recurring consulting fees	90% cost reduction
Limited internal expertise	Built-in compensation expertise
Rigid, difficult to modify plans	Real-time plan adjustments
Implementation delays	Seamless execution via Xactly Intelligent Revenue Cloud
Additional benchmarking costs	Access to market pay data included

Our approach is supported by world-renowned in-house design experts that can address your questions and are committed to your success.

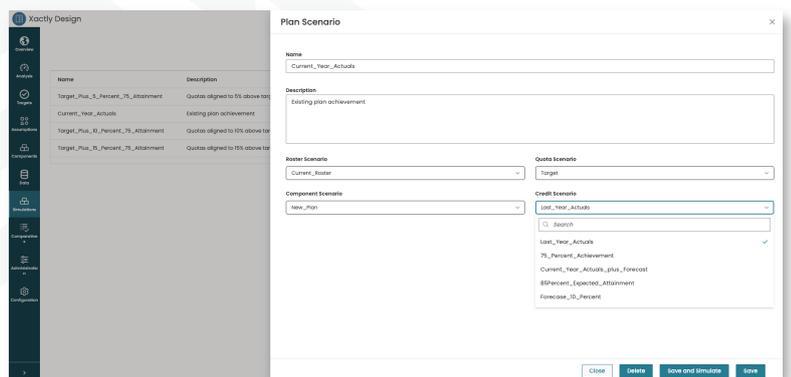
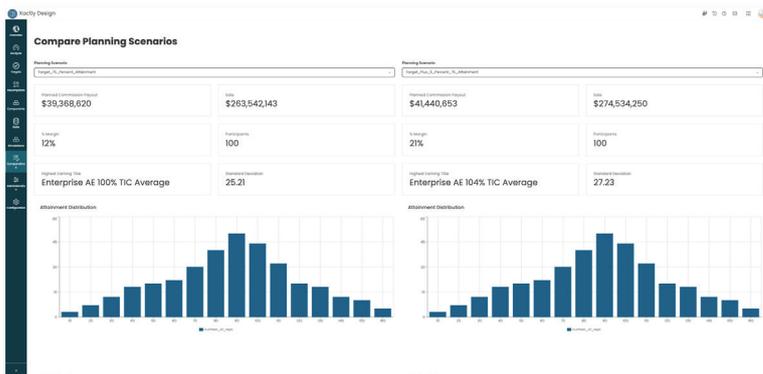
Core Capabilities

Strategic Plan Design

- › Analyze current plan effectiveness and correlation between incentive payouts and desired business outcomes
- › Benchmark against peers within your industry leveraging Xactly's 20+ years of proprietary pay and performance data
- › Gain access to complimentary guidance from Xactly compensation experts

Advanced Modeling and Forecasting

- › Run unlimited 'what-if' scenarios to predict revenue impact
- › Readily utilize current plan mechanics enabling rapid design change iterations
- › Eliminate the need for constant model adjustments with each new plan iteration
- › Connect real-time pipeline insights with historical trends for well-founded projections



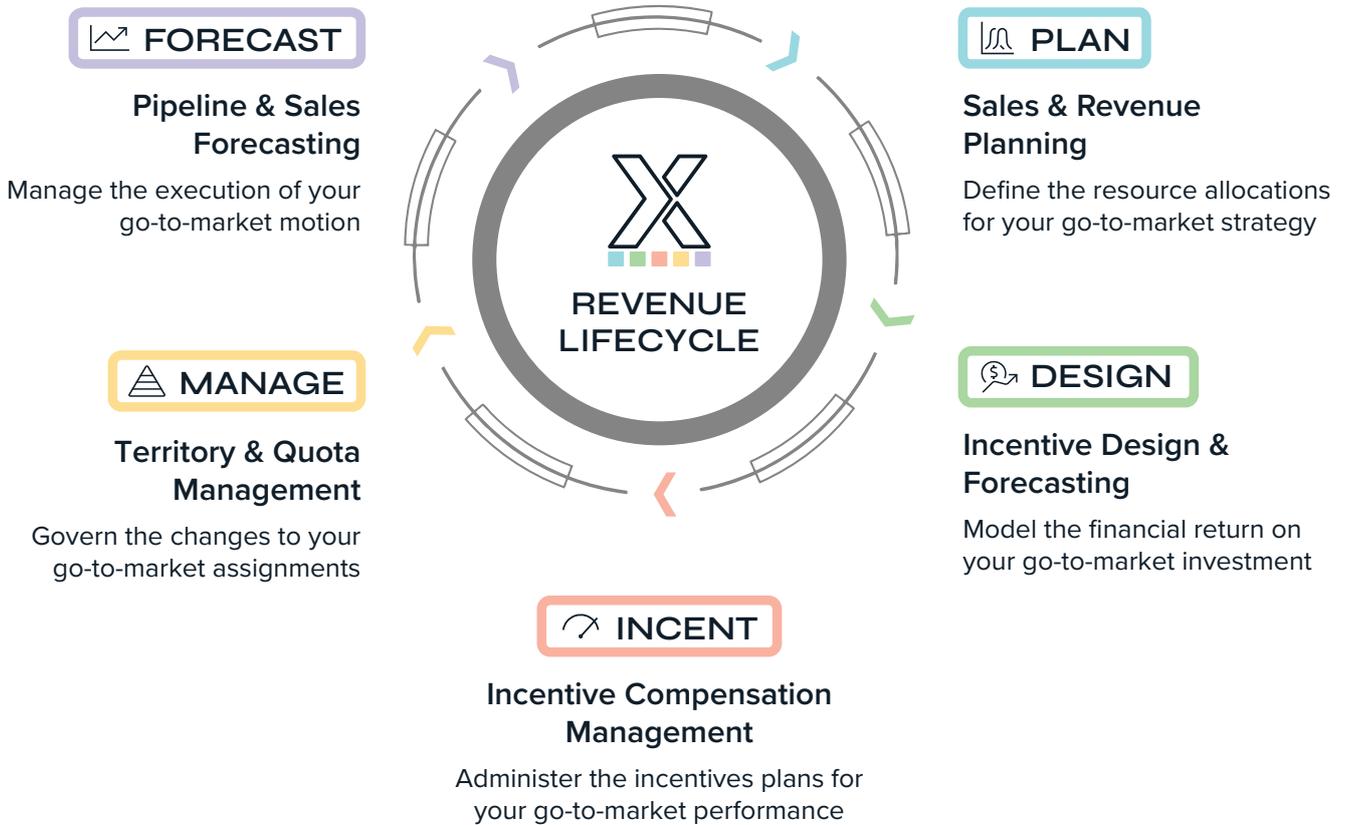
Continuous Optimization and Reporting

- › Make data-driven adjustments as market conditions change
- › Automate reporting and communications to sales teams
- › Maintain complete visibility into performance metrics

Why Choose Xactly Design?

- > **Maintain Control:** Keep compensation strategy knowledge in-house
- > **Take Less Time:** Reduce design time by over 50%
- > **Reduce Costs:** Eliminate expensive consulting engagements
- > **Improve Agility:** Make real-time adjustments as business needs change
- > **Streamline Execution:** Integrate seamlessly with your existing Xactly solutions

Xactly Supports The Entire Revenue Lifecycle



>> **Ready to Transform Your Incentive Strategy?** <<

Contact your Xactly representative today for a personalized demonstration.

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](#).

