

Escape complaints and confusion in Excel.

xactly^{express}. Sales compensation in the cloud.

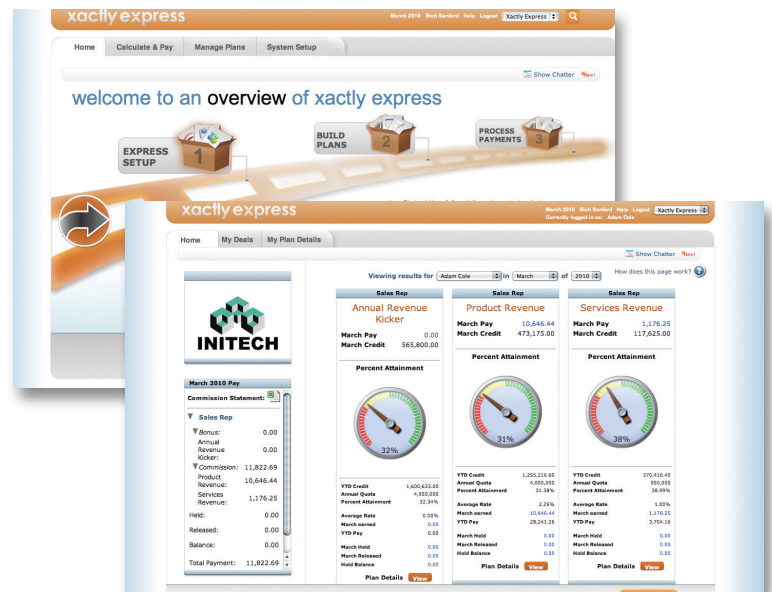
Xactly Express™ is designed to meet the specific needs of small and medium businesses. Packing powerful features into an affordable package, Express transforms the entire compensation process, allowing you to:

- Increase visibility for sales reps, finance, and executives
- Reduce time and costs associated with sales compensation
- Ensure accuracy and compliance in all transactions

The result is accurate, timely, and hassle free compensation that motivates the sales force and increases productivity.

A Partner You Can Count On

Express is built natively on the force.com platform, giving the application the scalability, security, and flexibility that you require. Available as an add-on for Salesforce CRM or as a standalone solution, Express offers subscription based pricing and support for up to 100 users and 50,000 transactions a month to give you room for tomorrow without making you pay for it today. And, no matter how large your organization is, you can rest easy knowing that your data is protected with the same enterprise class security as salesforce.com.



“Express does exactly what I want it to do without all the upfront fees.”

– Outcome Resources

“I enjoyed working with Xactly because they ALWAYS anticipated, ALWAYS responded, and ALWAYS solved my business pain.”

– Clairmail

Master Sales Motivation

It's no secret that in sales, it's all about the money. Designed around expert best practices, Express will better motivate your sales team by always keeping them up to date on their compensation. Real-time updates and web-based access make it easy to implement comp plan changes and special performance incentive funds (SPIFs) so you can always stay ahead of the competition. Express also includes a commission estimator that uses opportunity information in salesforce.com to calculate potential earnings on a deal before it closes; you can even model different mixes of products and services to see what combination will maximize earnings.

Hassle Free Payment Processing

Forget about spreadsheets and email, Xactly Express automatically calculates commissions and bonuses based on user defined events, and will even notify you when new calculations are completed via Chatter updates on salesforce.com. Express can calculate compensation based on bookings, accounts receivable, or any user defined parameter; and will fetch required data, ensuring that your payments are always timely and accurate.



Knowledge Is Power

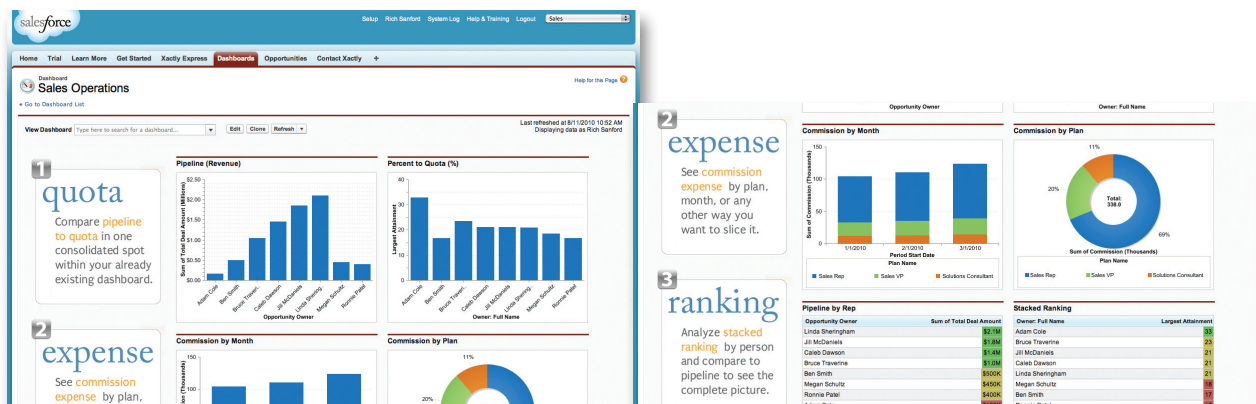
Spreadsheet based compensation programs offer practically no insight into the business. With Express, you will never be confused about how your compensation plan affects sales performance. Personalized dashboards and reports give you immediate access to current and historical compensation information in addition to details like earnings against quota, team performance, and much more, all right alongside your existing dashboards in salesforce.com.

Reduce Your Risk

Automated calculations eliminate errors and reduce your risk, but that's only one way Express has you covered. Express maintains historical compensation records and can apply audit controls to every transaction so you are always in compliance with federal audit regulations.

“Express is a great tool to help simplify, streamline, and scale commission payments.”

— InsideView



“With Express’ user interface with Salesforce.com, everyone can see accurate real time information. There’s no question where the numbers come from.”

— Outcome Resources

Easy Going

Express is all about delivering value quickly. From step-by-step guided implementation, to a single sign on for salesforce.com customers, and an intuitive, rules-based compensation plan designer, Express handles all your compensation needs smoothly and efficiently, letting you focus on the big picture.

“The sales reps are happy, finance is happy, and I’m able to do commissions in a fraction of the time it used to take.”

— DocuSign

Incent Right. Sell More.

Inadequate tools plague the compensation process for many organizations, causing confusion and frustration instead of motivation. Lack of visibility and long processing times dampen the benefits of sales compensation and weaken team confidence. Suffer no longer - Xactly Express automates and provides greater visibility, allowing you to remove the hassle and get the most out of your sales organization. With a powerful set of tools and on demand accessibility, Xactly lets you incent right, so you can sell more.

For More Information

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

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