



Emerging companies are experiencing rapid market changes in an increasingly competitive environment. An effective incentive compensation program is an essential component to drive growth and ensure scalability. A sales compensation program founded on poor mechanics creates a demotivated and misdirected sales force, leading to an increase in undesired turnover and missed revenue.

Xactly Incent Express™, the leading Sales Performance Management (SPM) solution for small-to-medium-sized businesses (SMB), allows companies to address these critical challenges and transform their incentive compensation program into a strategic driver for growth.

AUTOMATE: PROPER MECHANICS

Manual systems, such as spreadsheets, increase risk and limit flexibility, preventing businesses from leveraging the power and potential of their incentive compensation investment. Xactly Incent Express reduces errors and inaccuracies, improves dispute resolution, and enhances internal controls, all while seamlessly integrating with existing systems. Automating the SPM process creates a single source of truth that establishes auditability and significantly improves revenue, cash flow, and forecasting. With Xactly Incent Express, companies have the flexibility and scalability to control and quickly adapt to market changes and business growth.

MOTIVATE: IMPROVE SALES PERFORMANCE

Companies need real-time visibility to ensure that their compensation plans are maximizing their team's selling power. Xactly Incent Express improves the timeliness of payouts while also providing sales reps with on-demand access to performance data, which greatly increases trust, motivation, and satisfaction. With these capabilities, reps will discount less, sell the right product mix at the right time, and ultimately accelerate sales.

OPTIMIZE: MAXIMIZE YOUR OPPORTUNITY

Xactly Incent Express provides actionable data to help companies understand whether their incentive compensation program is driving the desired behaviors. By analyzing sales and plan performance, companies can leverage this powerful incentive compensation solution to close the gap on missed opportunities and maximize their return on investment.



"As we quickly expand, I know we can accelerate that growth and power our increasingly mobile sales team around the globe with Xactly."



"With the move to Xactly, we are also migrating to Salesforce as our CRM. Adding Xactly completes the puzzle and supercharges our sales compensation process. This integration will keep our sales representatives engaged while having all our pertinent data visible in one location."



INTEGRATION

Built on the Force.com platform, Incent Express is directly integrated with Salesforce.com, providing customers the ability to leverage its many benefits like existing data, users and roles, exchange rates, security and more. Additionally, companies can easily utilize any other source systems (ERP, CRM, etc.) that house their compensation and financial data, streamlining the process.

SALESFORCE1

Xactly Incent Express for Salesforce1 brings powerful incentive compensation data to every salesperson's mobile device. Reps can view quota attainment or estimate commissions on their pipeline to ensure that they are optimally structuring deals and maximizing their payouts.

ANALYTICS CLOUD

Xactly Incent Express for Salesforce Analytics Cloud allows companies to interactively explore their incentive compensation data. With this flexible user interface, companies are no longer confined to a rigid reporting structure. They can quickly slice and dice data using Incent Express' mobile-friendly dashboards to easily discover and share insights with their team.

	XACTLY INCENT EXPRESS	SPREADSHEETS
CALCULATIONS & ACCURACY	-Integrates with existing CRM, ERP, and other systems -Reduces time spent on administrative activities and manual processes -Quickly adjust for growth and market changes -Eliminate human calculation errors and errors associated with versioning	-Wasted time spent gathering data from multiple systems and applications -Painful, manual effort required to adjust your compensation plan -Spreadsheets have an average error rate of 3-10%, costing your company time and money
CONTROL & RISK MANAGEMENT	-Real-time visibility into pipeline for accurate forecasting and budgeting -Complete auditability and ability to maintain accurate accruals -Single source of truth	-No forward-looking visibility or easy modeling functionality -Difficult to track, audit, and manage versions
ANALYTICS, REPORTING, & COMMUNICATION	-Leverage on-demand executive and manager visibility to increase sales performance via any device -Reps have immediate access into earned commissions and can estimate potential earnings on open pipeline -Motivate your sales team and selling behavior with dashboards and gamification tools	-With little transparency, reps are unclear on how and why they're being compensated -Manual processes make it difficult to provide reps with up to date performance information -No mobile access or efficient, systemized communication channels -Free reps from fear of inaccuracy and bad habits like shadow accounting
STRATEGIC PLANNING & DESIGN	-Proactively manage your incentive program with enhanced visibility into plan and rep performance -Easily analyze incentive data to develop strategic alignment between your corporate objectives and incentive compensation program	-Spreadsheets lack incentive analytic capabilities, hindering proactive adjustments in programs -Delays in sales performance feedback cause misalignment between corporate and sales objectives