

Xactly Objectives™ is performance management software that lets sales organizations assign, track, and evaluate their management by objectives (MBO) plans. By increasing collaboration and providing visibility into goals and achievement, Xactly Objectives helps align employee behavior and reward with company priorities.

- Saves administrators and managers time with streamlined MBO processes
- Gives reps visibility into goals and achievement in one place
- Increases goal-setting collaboration between sales managers and employees

MOTIVATE PERFORMANCE

With an intuitive and user-friendly interface, Xactly Objectives increases rep engagement and inspires performance by giving them more involvement and visibility into their goals. With online access, sales reps can see and visualize bonus payments based on their progress against goals.

AUTOMATE AND STREAMLINE MBO PROCESSES

Xactly Objectives lets compensation administrators effortlessly manage the MBO program. With automated processes, Xactly Objectives lowers time spent on processes from weeks to just a few hours. Likewise, scoring performance takes just minutes for managers and reps.

Xactly Objectives lets compensation teams customize and deploy MBO plans in the way that best supports their internal processes, as well as set goals based on flexible time periods.

INCREASE ALIGNMENT BETWEEN REPS AND MANAGERS

With clearly defined, measurable, and agreed-upon goals, Xactly Objectives increases alignment between reps and managers. Managers and reps each enter their own achievement estimates, so differences can be clearly viewed, ensuring no last minute surprises.

INTEGRATION

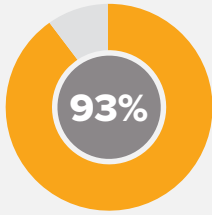
Fully integrated with Xactly Incent™, Xactly Objectives makes it easy to leverage your existing data, populating the system with the same people hierarchy right out of the box.

FASTER AND MORE ACCURATE ACCRUALS

Using manager and rep projected payouts, administrators can give finance faster estimates on expected payouts, speeding and increasing accuracy of accruals.

WHY TRANSFORM REVENUE NOW?

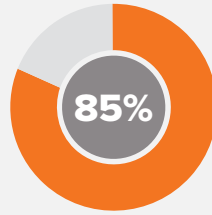
NOT AGILE



of companies believe their existing revenue operating models cannot keep pace with changing market conditions.*

* ACCENTURE

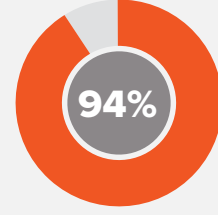
NOT EFFICIENT



of organizations have been unable to grow their revenue and expand their margins over an extended period of time.*

* MCKINSEY

TOO RESOURCE INTENSIVE



of revenue leaders are not confident about their team's ability to meet or exceed revenue goals going forward.*

* GARTNER

CORPORATE BOARDS WANT REVENUE THAT IS:



RESILIENT

Consistent revenue growth that thrives in volatile & competitive markets



PROFITABLE

Efficient revenue growth that unlocks new market opportunities



PREDICTABLE

Reliable revenue growth that is removed from intuition bias

IN RESPONSE, LEADERS WANT TO INCREASE:

AUTOMATION

Integration across systems and processes

COLLABORATION

Alignment across stakeholder teams

ACTIONABILITY

Insights to support better decision making

CONTINUITY

Agility to course-correct in real-time

TO ACHIEVE BREAKTHROUGH RESULTS:

37% faster revenue growth for firms that operate with organizational agility.*

* THE ECONOMIST

15% increase in margin by maximizing sales force effectiveness.*

* BCG

10% over-performance on revenue targets for revenue intelligent companies.⁶

* FORRESTER

WITH THE XACTLY INTELLIGENT REVENUE PLATFORM



ENHANCE PREDICTABILITY REVENUE INTELLIGENCE

FORECAST | INSIGHTS | BENCHMARKS

- ▶ Create predictable, accurate revenue forecasts.
- ▶ Make strategic decisions at lightspeed with accurate revenue data at your fingertips.
- ▶ Benchmark pay and performance against Xactly's proprietary, industry-standard dataset of 16+ years.



INCREASE PROFITABILITY WITH REVENUE PERFORMANCE

INCENTIVES | OBJECTIVES | EXPENSES

- ▶ Automate and scale complex incentive calculations with Xactly's robust and secure platform.
- ▶ Drive high-performance revenue teams with effective compensation programs.
- ▶ Motivate desired behaviors and strengthen trust with increased commissions visibility.



IMPROVE RESILIENCY WITH REVENUE OPTIMIZATION

CAPACITY | TERRITORIES | QUOTAS

- ▶ Uncover necessary changes to optimize revenue plans, quotas, territories.
- ▶ Respond to and navigate unforeseen disruptions with agility.
- ▶ Create hyper-efficient revenue teams by ensuring proper capacity and territory design.



16+ YEARS OF EMPIRICAL DATA
INTEGRATIONS | FRAMEWORK | GUIDES

Xactly has helped thousands of companies and millions of sellers around the world beat their revenue targets. Using the Xactly Intelligent Revenue Platform, leaders look past the current quarter to create revenue streams for long-term growth. It is the only solution that aligns seller behavior with boardroom strategy to create a resilient, predictable, and profitable business.

To learn more about Xactly and the latest issues and trends in intelligent revenue, follow us on [Twitter](#), [Facebook](#), [LinkedIn](#) and subscribe to our [blog](#).
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