

## Xactly Incent Express™ for Salesforce.com Customers

### On Demand Sales Compensation Management

- No Professional Services Needed
- Easy to Set-up and Maintain
- Accurately Calculate Payouts
- Real-time Compensation Reports

### Sales Administrators

#### 100% Salesforce CRM Integration

Many applications integrate with Salesforce CRM, but only Xactly Incent Express is a full fledged compensation tool that is 100% built on Force.com. By utilizing the Force.com architecture you will have instant and seamless access to your:

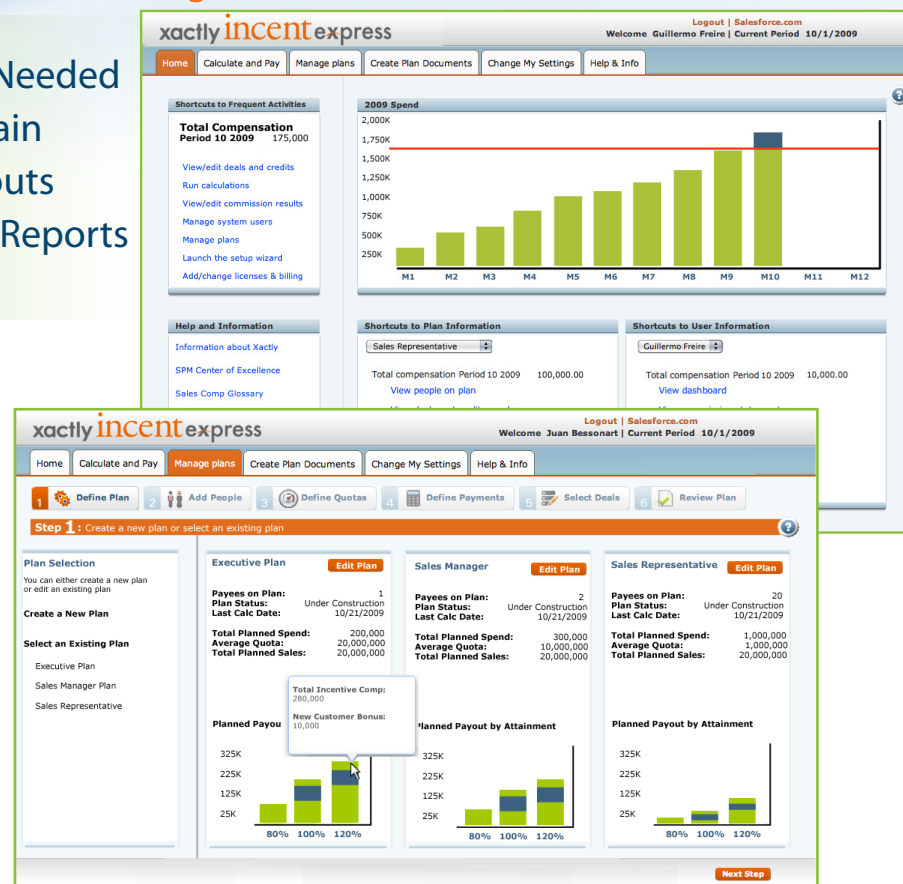
- User Hierarchy
- Accounts
- Products
- Opportunities

No need to export/import opportunities or to involve a professional services team to write an API for integration. Leverage the work you've already done in Salesforce CRM and get up and running fast.

#### Easy to Set-up and Maintain

The Xactly Incent Express Administrator Dashboard lets sales administrators and sales operations professionals easily:

- **Create Compensation Plans** - In a fraction of the time it takes using spreadsheets
- **Generate Plan Documents** - Personalize plan documents with the click of a button
- **Manage Plans** - Quickly adapt your plans to take advantage of market conditions as they change
- **Load Deals** - Seamlessly load deals from Salesforce CRM or import from other applications
- **Process Adjustments** - Manually adjust any payment, credit or deal attribute
- **Customize** - Update the terminology used by the application



#### Enterprise Class for the Rest of Us

With Xactly Incent Express you get all of the features of an enterprise class software package without all of the headaches.

- **Roles** - Three distinct dashboards are supported: Compensation Analyst, Sales Representative and Sales Manager
- **Unlimited Plans** - Setup as many different plans as you need
- **Unlimited Payments** - Create as many payment rules as you need to effectively incent your sales team
- **Flexible Quotas** - Monthly, quarterly and annual quotas are supported in both discrete and cumulative year-to-date formats
- **Robust Formulas** - Create complex formulas to pay varying rate structures, amounts, or a combination of both

#### Accurately Calculate Payouts

Broken formulas and corrupt worksheets will be a thing of the past. With Xactly Incent Express, sales administrators can more accurately calculate and report on sales compensation:

- **Test Plans** - Run test calculations on plans still under construction to ensure they are set up accurately
- **Calculate and Adjust** - Process your commissions and make adjustments through a robust user interface
- **Payroll File** - Customize and create the payroll file you need
- **Sales Dashboards** - Provide instant access to the latest results
- **Commission Statements** - Produce detailed compensation statements automatically with real-time online access

## Sales Executives

### Quickly Create Motivating Plans

Xactly Incent Express intuitively guides you through a step-by-step process to create compensation plans and adjust them as business and market conditions change. You can:

- **Set Multiple Quotas and Rates** - Create multiple quotas, goals and targets and then set them individually by person

- **Factor Seasonal Variation** - Set annual, quarterly, and monthly quotas with seasonal percentage variations
- **Determine Payment** - Define payments with accelerated rates and formulas based on attainment
- **Configure Flexible Rules** - Create powerful filter rules that select deals for each calculation

### Track and Manage Performance

Sales executives gain instant access to vital information within their existing Salesforce CRM login including:

- **Stacked Rankings** - Track individual representatives' performance and quickly identify top performers
- **Spend versus Budget** - Measure projected payout to budget

## Sales Representatives

### Instant Access to Performance

The Xactly Incent Express Sales Representative Dashboard gives sales representatives easy and secure access to up-to-date compensation information:

- **Compensation Statement** - Review your comprehensive commission statements
- **Commission Details** - Evaluate commission details on individual deals (transactions) including the rate paid
- **Percent Attainment** - Measure progress relative to quota and target attainments
- **Plan Details** - View timely payouts, payments, and rates to ensure accuracy
- **Plan Specifics** - Understand the latest compensation plan quotas, rates, and terms and conditions
- **Access from Salesforce CRM** - no separate login required, access Incent Express from within your existing Salesforce CRM login

The image displays two screenshots from the Xactly Incent Express system. The left screenshot shows a 'Blue Marble, LLC' compensation plan for a '2010 Sales Rep' with details on quotas, quarterly attainment, and monthly sales goals. The right screenshot shows the 'DEFINITIONS, TERMS AND CONDITIONS' for the same plan. The bottom screenshot is a dashboard for a sales representative, 'Guillermo Freire', showing performance metrics for 2009, including a bar chart for pay by period, and three gauges for Commission (75%), New Customer (80%), and Qtrly Bonus (25%) attainment. It also lists various payment amounts and provides links to view details for each metric.

## Xactly Incent Express Security

### Identical to Salesforce CRM ... Because it is Salesforce CRM

Xactly Incent Express is built on the Force.com platform, which leverages the high-performance, application data and network security provided by salesforce.com. Users can depend on salesforce.com's quality, reliability and familiarity while at the same time realize the benefits of a low-cost, fully integrated sales compensation solution. Enterprise or Unlimited Edition Required.

### Contact Information

Visit [www.xactlycorp.com/express](http://www.xactlycorp.com/express)  
 Call 1.866.GO.XACTLY (1.866.469.2285)

More than 100 Reps?  
 Check Out Xactly SPM  
 on AppExchange or  
 visit [www.xactlycorp.com](http://www.xactlycorp.com)

Xactly Corporation, 35 S. Market Street, San Jose, CA 95113

© 2005-2009 Xactly Corporation. All rights reserved. Xactly, Xactly Analytics, Xactly Connect, Xactly Data Management, Xactly Incent, Xactly Incentive Estimator, Xactly Incent Express, Xactly Modeling, Xactly Document Management, Xactly Rewards, Xactly Credit Assignment, and "Incent right. Sell more." are trademarks or registered trademarks of Xactly Corporation. All other trademarks are the property of their respective owners.

