

# XACTLY IMPLEMENTATION HELPS FORTUNE 100 ENTERPRISE FULLY AUTOMATE COMMISSIONS

The client, a large, multinational US manufacturer, needed to clean up its sales teams' commissions processes.

INDUSTRY: MANUFACTURING  
SERVICES: CONSUMER PRODUCTS

## BUSINESS CHALLENGE SUMMARY

The client was using homegrown compensation calculation methods that were difficult to manage and hard to train on.

Their processes were very complex and relied on a unique crediting system.

The client had no standardized reporting system for sales teams and limited transparency on payment output.

## ATG SOLUTIONS & TOOLS

### Implementation Services:

ATG implemented Xactly Incent, Xactly Analytics, and Xactly Connect and created:

- 2 inbound Order Processes
- 16 Comp Plans
- 5 Plan Components
- 1 Customized Report with Dashboard

## RESULTS & IMPACTS

Compensation calculations now fully automated, using Xactly Incent customized calculation logic and flat file integration.

Easily maintained hierarchy and named relationships fully automated vertical and horizontal rolling credit.

Using customized Xactly Incent reporting capabilities, sales team can see real-time order, attainment, and payment information.

## TESTIMONIAL

"[The ATG/Cognizant Implementation] team did a great job working with us to clarify requirements and ensure the go-live went as smoothly as possible. The quality of work and deliverables was great."

- E.B., Sales Operations Manager