

Wealth-X Gains Rich, World-Class Sales Compensation Process with Xactly

Submitted by: Xactly

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Capital Intelligence Firm Bridges Global Gaps with Xactly

San Jose, CA ---May 5, 2015-- Xactly (<https://www.xactlycorp.com/>) , a leading provider of cloud-based incentive solutions, today announced that Wealth-X (<http://www.wealthx.com/home/>), the global authority on wealth intelligence, has chosen Xactly to develop a comprehensive, international sales compensation process.

Before implementing Xactly, managing compensation on spreadsheets left too much room for human error, lacked the visibility Wealth-X's global firm needed to grow, and stranded critical data in disparate locations.

With a global accounting team and sales representatives all over the world, the time and location differences did not allow for the most efficient workflow or communication. Wealth-X wanted a tool that would bridge this gap and allow them to develop increasingly complex sales plans, an integrated corporate strategy, and a highly traceable sales cycle.

James Elliott, Sales Operations Manager at Wealth-X, says, "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."

Wealth-X believes that Xactly's robust offering and ease of use will provide its sales representatives and compensation administrators with the tools they need to be successful, while also giving executives complete visibility into sales performance. This combination will allow the organization to build a cross-collaborative network and a world-class sales cycle.

Additional Resources

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- Sales Performance Management
- Follow Xactly on Twitter, Facebook, and the Xactly Blog
- Tweet this: .@WealthX gains rich, world-class sales compensation process with Xactly:
<http://bit.ly/1PNfU9T>

About Xactly Corporation

With Xactly, companies unleash the motivational power of their incentive compensation. Our cloud-based, secure solutions help customers take control of their incentive processes and inspire performance.

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