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5 STRATEGIES FOR A COST-EFFECTIVE XACTLY IMPLEMENTATION

ABOUT THIS GUIDE

This guide explores five strategic approaches to help you save money on your Xactly implementation without compromising quality or functionality.

5 Strategies for a Cost-Effective Xactly Implementation

Your organization might consider Xactly to streamline processes, enhance performance, and drive better results. If so, you may have noticed the significant price tag of the implementation. Implementing such robust systems can pose financial challenges for businesses of any size.

To maximize your investment and even come in under budget, we have created five cost-saving strategies for you to utilize during your Xactly implementation.

It's also essential to strike a balance between achieving a cost-effective implementation and ensuring the platform meets your organization's unique needs.

From careful planning and effective communication to leveraging out-of-the-box features, these strategies are designed to empower your organization to harness the full potential of Xactly while keeping costs in check.

COST-SAVING STRATEGIES:

Clearly Define Objectives and Scope

Thoroughly Plan the Implementation

Invest in Training

Leverage Out-of-the-Box Features

Open Communication with Your SI Partner

Read on to learn more

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Strategy #1: Clearly Define Objectives and Scope

Clearly outline your objectives and scope before starting the implementation. Here are the steps to do this for your Xactly implementation:

1. **Conduct a Needs Analysis:** Identify pain points, bottlenecks, and areas for improvement.

2. **Define Clear Objectives**: Objectives should align with your overall business goals and highlight the specific outcomes you aim to achieve with the implementation.

3. **Prioritize Objectives:** This step helps focus resources and attention on the most critical aspects of the implementation.

4. **Engage Stakeholders:** Involve key stakeholders early to gather input and ensure their buy-in. Read more about involving executive-level leadership early on.

5. **Document Objectives and Scope**: Create a detailed document outlining the established objectives and scope.

6. **Align with Budget and Timeline:** Ensure that the outlined objectives and scope align with the available budget and timeline for the implementation.

7. **Seek Input from your Implementation Partner:** Collaborate with your chosen implementation partner to validate your objectives and scope.

8. **Review and Refine:** Review and refine the objectives and scope document as the project progresses.

By following these steps, you can establish a solid foundation for your Xactly implementation, setting the stage for a project that meets your organization's needs while staying within budget and timeline constraints.

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Strategy #2: Thoroughly Plan the Implementation

Develop a detailed project plan that outlines all the tasks, timelines, and resources required for the implementation. Here are the steps that an organization must take to ensure a comprehensive and effective plan:

1. **Assemble a Project Team:** Form a dedicated project team with representatives from key departments, including sales, finance, IT, and other relevant stakeholders.

2. **Define Roles and Responsibilities:** Clearly define the roles and responsibilities of each team member.

3. **Develop a Project Charter:** Create a charter outlining the objectives, scope, timeline, budget, and potential risks. The charter serves as a reference point for the team.

4. **Set Clear Goals and Milestones:** Establish specific and measurable goals for the Xactly implementation. Break down these goals into milestones that can be tracked throughout the project.

5. **Allocate Resources Appropriately:** Ensure that the necessary resources, including personnel, budget, and technology, are allocated appropriately.

6**. Identify and Mitigate Risks**: Conduct a thorough risk assessment to identify potential challenges during implementation.

By following these steps, an organization can create a well-structured and thorough plan for implementing Xactly, setting the stage for a successful integration that meets its objectives and delivers value to its sales performance management processes.

PRO TIP: <u>Most of these items can be outsourced to a dedicated project manager</u>.

Strategy #3: Invest in Training via Xactly University

Ensure your team is adequately trained to use and administer the Xactly system. Investing in training upfront can prevent costly mistakes and reduce the need for ongoing support and troubleshooting. Well-trained users are more likely to utilize the system effectively, maximizing the return on your investment.

Xactly provides a comprehensive training program and dashboard called Xactly University. Your Canidium project manager will tell you which training track is appropriate for each role that intends to interact with the solution.

What is Xactly University?
Xactly University is an online training platform that provides users with the knowledge and skills needed to use Xactly software effectively. It offers a wide range of training resources and courses tailored to different user levels and job roles within an organization. The primary goal of Xactly University is to simplify the training process, making it accessible, efficient, and tailored to individual needs.

Offerings from Xactly University
Xactly University is more than a collection of training videos. It is an interactive learning tool that allows for full immersion into Xactly's capabilities and structure. These are the aspects of Xactly's interactive learning environment.
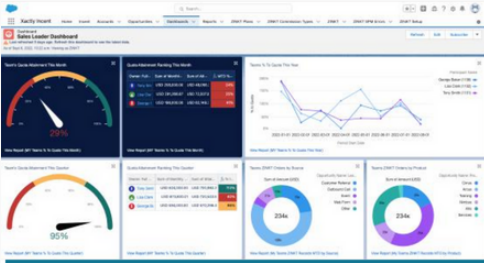
- Role-Specific Learning Paths
- Self-Paced Learning
- Comprehensive Content
- Regular Updates
- Certification Programs

Read more about Xactly University: Xactly University: Your Key to Streamlined Implementation.

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Strategy #4: Leverage Out-of-the-Box Features

Take advantage of Xactly's out-of-the-box features and configurations before considering customizations. Customizations can significantly increase implementation costs and may also complicate future upgrades.

Evaluate your business processes to see if they can be aligned with the standard functionalities provided by Xactly, and only opt for customizations when necessary.
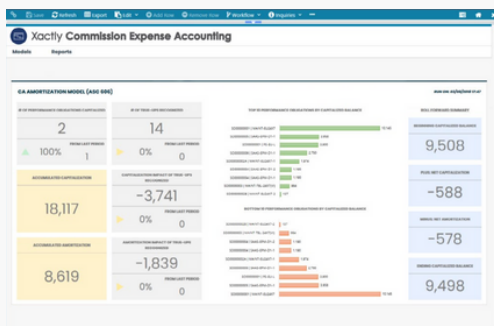

CRM Accelerator: Automates, Implements, and Manages CRM operations. Xactly CRM Accelerator lets you easily create and manage any compensation plan directly within Salesforce.

Commissions Earnings Forecasting (CEF): Visualize possible commission impacts alongside pipeline data to build more effective financial plans and motivate sellers by showcasing how deals will influence their earnings potential.

Commission Expense Accounting (CEA): Delivers a comprehensive commission expense management solution that ensures organizational compliance.

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Strategy #5: Engage with Your Implementation Partner

Open communication will help identify and address issues promptly, avoiding costly delays. Here are project communication best practices that will increase the efficiency and effectiveness of your Xactly implementation:

1. **Establish a Communication Plan:** Develop a comprehensive communication plan that outlines how information will be disseminated throughout the implementation.

2. **Engage Key Stakeholders Early:** Involve key stakeholders from different departments, including sales, finance, and IT, early in the process.

3. **Provide Regular Updates:** Keep stakeholders informed about the progress of the implementation through regular updates.

4. **Hold Regular Status Meetings**: Regular status meetings with the project team and key stakeholders.

5. **Document Decisions and Changes:** Keep detailed records of decisions made during the implementation and any changes to the scope or requirements.

6. **Facilitate Two-Way Communication:** Encourage open communication channels for feedback and questions.

7. **Prepare for Post-Implementation Communication:** Develop a plan for post-implementation communication to ensure a smooth transition to the new system.

By implementing these communication best practices, organizations can foster a positive and collaborative environment during the Xactly implementation, ultimately contributing to the project's success and user adoption.

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Navigating a Cost-Effective Xactly Implementation for Enhanced Sales Performance

Embarking on an Xactly implementation is a strategic move for organizations seeking to optimize their sales performance management. However, the significant investment in this endeavor necessitates a thoughtful approach to ensure efficiency and cost-effectiveness. In this article, we've outlined five key strategies aimed at helping your organization achieve a successful and budget-conscious Xactly implementation.

A well-planned and meticulously executed Xactly implementation saves costs. It sets the stage for enhanced sales performance, streamlined processes, and a robust foundation for future growth. Embrace these strategies, collaborate effectively, and embark on your journey toward a successful and cost-conscious Xactly implementation.

Now that you have these cost-saving strategies under your belt, your next step is to read this article about having a dedicated project manager. You will hear directly from one of our Xactly project managers, Jessica Vyvial, about how to optimize your implementation.

READ THE ARTICLE: <u>How a Dedicated Project Manager Leads to Successful Xactly Implementation</u>

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