

Xactly Sales Compensation Management Solution Rings True for Telecommunications Leader Speakeasy

On-Demand Sales Compensation Leader Gaining Traction as Telecommunication Industry Choice

SAN JOSE, Calif. March 1, 2007 Xactly Corporation, (www.xactlycorp.com), the leader in automated on-demand sales compensation management, today announced that Speakeasy, one of the nation's largest independent broadband services companies, has deployed Xactly Incent™ to automate sales compensation management for its 55-person domestic sales force including direct as well as third-party partner sales representatives. Xactly was selected by Speakeasy for its on-demand delivery, ease-of-use, broad reporting and audit capabilities, and its tight integration with CRM vendor salesforce.com.

“Selecting a sales compensation management application is one of the most important decisions a finance organization will make,” said Karen Steele, Xactly, vice president of marketing. “The right choice can help accelerate a company's revenues and profits to new levels, while minimizing operational and administrative risks. We are pleased to have been selected by Speakeasy, a telecommunications industry market leader, proving yet again that Xactly is the only choice for on-demand sales compensation management and is rapidly becoming the industry standard for leading telecommunications companies.”

Speakeasy is among the fastest-growing telecommunications companies in the United States. With a variety of voice and data products and services, Speakeasy has a more comprehensive sales compensation program than most. To accommodate the fast pace and complexity of its business, and to drive sales of its most profitable and high-margin products, Speakeasy selected Xactly as a replacement for the spreadsheet-based sales compensation management system it had been using.

“Sales compensation management is a strategic initiative for Speakeasy and significantly impacts the company's ability to meet its corporate and sales performance objectives,” said Teresa Wahl, commissions analyst at Speakeasy. “Xactly will help us be more nimble in the face of changing market conditions and competitive influences, by providing the flexibility to modify our sales compensation plans in real time to drive profits. We look forward to leveraging Xactly Incent, which, together with Salesforce, forms the basis of our sales performance management infrastructure.”

Xactly Incent provides instant integration to Salesforce and delivers the power of an enterprise sales compensation application in an on-demand model at a fraction of the cost. Xactly Incent's patent-pending Incentive Estimator™ provides Salesforce customers with the ability to run “what-if” scenarios based on Salesforce opportunities or estimated sales to calculate potential commission and bonus estimates and payments before, during and after a sale. From Xactly Incent, customers can quickly access the Salesforce opportunities of interest by using filters on information such as date and probability of closure.

Xactly is the first and only company completely focused on delivering a 100-percent on-demand sales compensation management solution. It is the first and only company to deliver a true multi-tenant solution in a SAS 70 Type II-certified environment. This single-minded approach enables Xactly to minimize hardware and software infrastructure costs savings that are then passed on to customers and accelerate the process by which it delivers new features and functionality.

Prior to the advent of Xactly Incent, companies had to rely on spreadsheets to manage sales compensation or alternative enterprise solutions which were simply too expensive, time consuming and difficult to implement for all but the largest companies. Xactly Incent's on-demand approach has resulted in companies for the first time being able to realize the power and benefits of an enterprise sales compensation application at a fraction of the cost and avoid all the headaches associated with enterprise applications - lengthy and expensive implementations, large up-front software license and maintenance fees, costly hardware and complex upgrades.

About Speakeasy

Speakeasy, one of the nation's largest independent broadband services providers is, focused on meeting the voice, data, and IT needs of smaller businesses.

Speakeasy manages its own private fiber-optic national network, ensuring fast connections, low latency, and an unparalleled degree of security and protection from the public Internet. Speakeasy offers a full range of innovative services, including Voice over IP (VoIP), Managed Hosting and Colocation, OneLink™ dedicated DSL, Business Class T1 and multiple business-grade connectivity options. Customers rave about the personalized and highly competent support they receive from Speakeasy's Seattle-based customer service team.

Speakeasy's services are available in most metropolitan areas within the 48 contiguous United States. Those interested in Speakeasy can visit www.speakeasy.net or call 800.556.5829.

About Xactly Corporation

Xactly Corporation delivers automated on-demand sales compensation solutions that enable companies to improve sales effectiveness and increase sales productivity. Today, most companies use spreadsheets to manage their incentive compensation which are error-prone and provide no real-time visibility, often leaving sales unmotivated and resulting in unpredictable sales results. Xactly Incent allows companies the ability to easily and affordably design, implement, manage and audit optimized incentive programs. The Xactly Incent on-demand sales compensation management solution is used by sales and finance executives, compensation analysts, sales operations and sales professionals in mid-sized companies across a variety of industries. The combination of the right incentives with complete visibility motivates companies to incent right and sell more. For more information, visit www.xactlycorp.com or call 1-866-GO-XACTLY.

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