

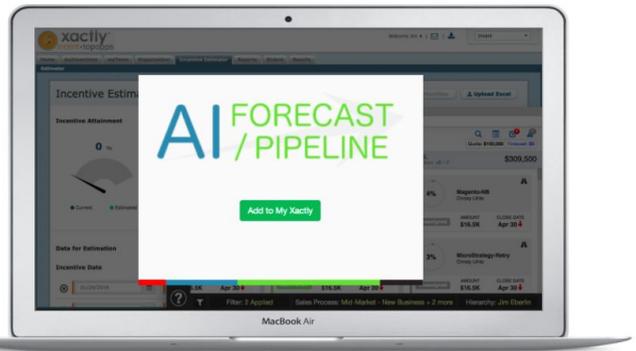
Artificial Intelligence for Sales & Compensation Forecasting



TopOPPS + Xactly a powerful combination to help Finance understand the financial impact of both the sales pipeline and forecast commission expense

Predict Wins & Commissions

Machine learning and prescriptive sales insights inform management and the sales team of opportunities with a high probability to win. CFO's are notified of the probable compensation spend based on these highly probable wins.



Focus On the Proper Opportunities

Increase sales pipeline accuracy with TopOPPS Rep Assist and TopOPPS AI to focus on high probable opportunities that can rapidly close. Sales reps can anticipate commissions based on highly probable opportunities.

Trust the Sales Forecast

Intelligent insights guide the sales process, provide immaculate hygiene to the pipeline and brings important details to the surface in pipeline reviews. Prescriptive insights guide the sales rep on the sales process, shortening time to close, and ultimately increasing forecast accuracy.

Imagine the forecast combination of a commission spend forecast, augmented with AI that automatically updates as scheduled-to-close dates on opportunities change, **WITH** a sales forecast based on the same sales pipeline augmented with AI.



Commission Forecasting, Accurate, Timely and Flexible

Calculate and report potential commission pay based on any combination of possible revenue outcomes. Build custom commission sheets and reports by employee, customer, product, or contract level. Update forecasts as deferred expenses, deals and pipeline through out the period.

Automated CRM Data Capture

The cornerstone of an accurate sales pipeline is good data and deep data on each opportunity at your fingertips. Sales Rep Assistant automates email and calendar integration to improve CRM data by an average of 400%.



Sales Process Guidance & Enforcement

Sales Pipeline Management is the foundation for an accurate sales forecast. Imagine visualizing the sales pipeline, drilling down to the supporting information, with the ability to update the status and activity in the same interface, so accuracy and context is maintained.

AI Driven Forecasting & Pipeline Reviews

A sales forecast built using a combination of machine learning for forecasting, real time insights and AI-assisted team management insights to identify sensitivities in the forecast.

