

Xactly Implementation Pricing Guide



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4 Factors Impacting Xactly Implementation Costs

- 1. Plan Components:** The more intricate and diverse the plan components, the higher the implementation costs, reflecting the increased effort and resources needed for configuring and integrating these elements into the Xactly platform.
- 2. Commission Hold/Release Automation:** The complexity and customization required for automating commission hold and release processes directly influence implementation costs, reflecting the effort required to align compensation practices seamlessly with commission workflows in the Xactly platform.
- 3. Order Feed Automation:** The complexity and depth of order feed automation required directly impact implementation costs, reflecting the effort and customization needed to seamlessly align compensation practices with order workflows within the Xactly platform.
- 4. HR Automation:** The more comprehensive the HR automation required, the higher the implementation costs, reflecting the increased effort and customization needed to seamlessly align compensation practices with HR workflows within the Xactly platform.

Canidium's Xactly Offerings

Xactly Incent and Connect Together

With Xactly Incent, organizations can automate and streamline the calculation and management of sales commissions. The added offering of Xactly Connect facilitates smooth data integration, ensuring that incentive-related information seamlessly flows between Xactly Incent and other crucial business systems.

Xactly Forecasting

With Xactly Forecasting, businesses can leverage advanced analytics and data-driven insights to make informed decisions. Canidium's implementation expertise ensures a tailored setup that aligns with the unique forecasting needs of each client.

Xactly Compensation Expense Forecasting (CEF)

CEF is a powerful platform designed to elevate accuracy in expense forecasting for sales compensation. Xactly CEF empowers businesses to harness advanced analytics and data-driven insights, facilitating well-informed decision-making.

Xactly Commissions Expense Accounting (CEA)

Xactly CEA is tailored for comprehensive expense visibility and reporting related to sales commissions. By leveraging this tool, businesses gain insights into commission-related costs, helping them manage expenses effectively and make data-driven decisions.

Understanding Your Pricing Estimate

Ultimately, project costs are determined by the required implementation roles, the hours per role, and the assigned rate for each role. However, to provide an estimate, we use a simplified "t-shirt sizing" model, categorizing projects as small, medium, or large. This approach allows for a general approximation of potential costs based on project size:

- **Small projects** might involve fewer roles and a shorter timeline, leading to lower overall costs.
- **Medium projects** typically require more involvement and a moderate number of roles and hours, reflecting a mid-range cost.
- **Large projects** are likely to involve multiple roles with significant hours and possibly higher rates, resulting in the highest cost bracket.

Each category corresponds to a range of costs that are estimated based on typical roles required, the estimated hours each role might work, and the standard rates assigned to those roles.

Xactly Incent and Connect Implementation Pricing

Feature:	XS	Small	Medium	Large	XL
Plan Components	<3	3-5	5-10	10-20	20+
HR Automation	N/A	N/A	N/A	N/A	1
Order Feed Automation	0	0-1	1-2	3-4	5
Commision Hold/Release Automation	N/A	N/A	N/A	1	1
Price:	\$15-30K	\$30-45K	\$45-75K	\$75-150K	\$150K+

Xactly Forecasting or CEF Implementation Pricing

Plan Factors:	Small:	Medium:	Large:
Custom Forms	1-2	2-3	4+
Custom Reports and Dashboards	N/A	N/A	N/A
Price:	\$10-21K	\$21-31K	\$31K+

Xactly CEA Implementation Pricing

Feature:	Small:	Medium:	Large:
Total Integrations	1	2	3+
Portfolios	1	2	3+
Subsidiaries	1	2	3+
Price:	\$20-40K	\$40-54K	\$54k+

Ready to begin your Xactly Project?

Reach out to our team of experts [here](#). You can also learn more [on our website](#).

