

Xactly & Salesforce Health Check

Get a **FREE** evaluation of your commission data and processes.

Experience That Drives Results

Are manual processes and inefficient commission management holding you back? ZINKT offers a free, no-commitment evaluation of your commission data and processes to uncover what's holding back your growth. Our team isn't just familiar with Commissions and Revenue Operations; we've lived it, tackled business challenges first-hand, and turned that experience into a powerhouse of practical, real-world knowledge that we leverage when working with our clients.

We'll analyze your revenue data and processes and provide you with an independent, objective roadmap for better commission management and revenue operations that are aligned to your business objectives.

CASE STUDY



Simplified data integration

Increased visibility and trust with Sales team

Improved Sales Rep experience

Who is this perfect for?

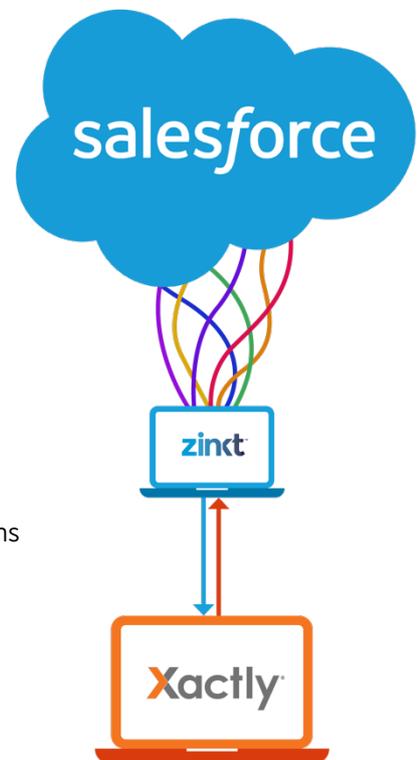
- Organizations looking to build more effective revenue operations processes aligned to their business objectives.
- Businesses with manual sales and revenue processes or integrations.
- Enterprises struggling to ditch the spreadsheet or manual reconciliation process.
- Teams looking to remove their single point of failure and define and document their commission process.
- Companies unsatisfied with their Xactly implementation and want their data optimally organized.

What can ZINKT evaluate?

- Xactly implementation and configuration review
- Upstream data processes and governance
- Integrations review and efficiency options
- End-to-end Commission Process Review
- Lead to cash process review
- RevOps framework recommendations and delivery roadmap
- Data reconciliation and reporting

What does a typical engagement look like?

- ZINKT will complete a 1-hour review session to gain a high-level understanding of your current pain-points and challenges, how you use Xactly and Salesforce today and your business objectives.
- ZINKT will deliver guidance, determine a health score, and provide insights, quick wins, and recommendations.



>> LET'S GET TALKING <<

Reach out today. inquiry@zinkt.com

Need to operationalize the output?

We offer a comprehensive range of services to guide you through every phase of the Xactly and Salesforce journey:

- **Configuration:** Customize Xactly and Salesforce to match your pricing models and sales processes.
- **Integration:** Seamlessly integrate Xactly and Salesforce with your existing systems for a cohesive, streamlined experience.
- **Manage Service:** Need administration support, our team have are here to accelerate your time to value.
- **Training:** Empower your teams with in-depth knowledge to leverage Xactly and Salesforce effectively.
- **Ongoing:** We're your partners for the long haul, ready to assist whenever you need us, even after implementation.



Why ZINKT?

★ Building Lasting Partnerships

We champion your cause as our own, fostering trust with transparency and a commitment to your success.

★ Bespoke Engagement

Our services evolve with your needs, ensuring seamless integration with your evolving business landscape.

★ Experience-Driven Insights

Our advisors are former industry practitioners, bringing a wealth of practical knowledge to your Xactly and Salesforce journey.

★ Comprehensive Salesforce Mastery

Our expertise isn't just broad—it's deep, focused, and constantly evolving to include the latest in Salesforce's ecosystem and ensure you are maximising your Salesforce investment.

★ Ongoing Enablement

Beyond initial training, we focus on empowering you for sustained independence and mastery over your tools.

★ Exemplary Record

We take pride in our heritage of crafting solutions that resonate with the unique dynamics of your business.

★ Tailored Agility

We craft solutions that are as flexible as they are robust, ensuring they adapt to the unique contours of your business requirements.

★ Transparent Project Management

With our clear Statements of Work, surprises are a thing of the past. We align deliverables with expectations—and your budget.

"The entire team is extremely knowledgeable and allowed for fluid, yet simple solutions to complex problems."

Denis Silva
Financial Operations Analyst at Datacore

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"The implementation process is well thought out to gather all of the key requirements to have an effective solution."

Chris Hyerdall
Sr. Business Analyst at Planmeca

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