

The Domo logo, consisting of the word "DOMO" in white, uppercase, sans-serif font, centered within a solid blue square.

DOMO

Customer Success Story

The xactly logo, featuring the word "xactly" in a white, lowercase, sans-serif font. A white curved line underlines the text, starting from the left and ending under the "y". A registered trademark symbol (®) is located to the upper right of the "y".

xactly®

“The Domo solution is almost too simple to use. It can be adopted by any type of user to gain access to any type of data they want.”

Franco Anzini
Director of Sales Operations | Xactly

Organization:
Xactly

Location:
San Jose, CA

Website:
www.xactlycorp.com

Industry:
High Tech

With Xactly, companies unleash the motivational power of their incentive compensation. Our cloud-based, secure solutions help customers take control of their incentive processes and inspire performance.

Notable Data Sources:



Google Analytics



Before Domo

Xactly is a fast-growing company optimizing incentive programs, and sought a solution that would help effectively manage and share some of its data.

“The pain point that we were experiencing prior to Domo was having to interact with a lot of manual applications and processes—not very good for modeling data, and not very good for the historical categorization of it.”

After Domo

Increased Productivity

“Domo saves us between 20 and 30 hours a quarter. That extra time allows us to do a lot more high-value things within the organization. We’re able to optimize some of our existing processes and applications, plus we’re constantly working on pulling more data into Domo as a means of optimizing other data sources.”

Flexible Customization

“As Xactly continues to grow, our sales teams continue to grow, and they need their own set of metrics to help them perform to their maximum capabilities. So the ability to slice and dice data along those team lines and territories really gives us the ability to be effective in how we continue to grow those territories and those teams.”

Mobile Access

“Mobile is huge. There’s no question that salespeople specifically but also business people in general are moving to a mobile solution, and the Domo mobile solution is very clean and very intuitive. It plays to the natural tendencies that we’ve started to train people on when it comes to mobile devices, so it has a very easy adoption curve.”

User-Friendly Interface

“The average business user is able to log into the system with very little training. They’re able to dig and drill into the data via the visualization queues that a lot of the cards and KPIs provide and get immediate business value from the data.”