

Agenda

8th October 2020

Use the below colour-coded guide to find the sessions most relevant to you!

LANGUAGE:

- English Language
- German Language
- French Language

ROLES:

- Sales Leaders
- Finance
- Sales Operations
- Compensation Administration

Opening Sessions

09:00 - 09:30* Opening Keynote with Chris Cabrera, CEO & Founder, **Xactly**

09:30 - 10:15 Customer Panel with Bernie Kassar, CCO, **Xactly**, Ben Trewin, **Baker Hughes**, Geraint Lawrence, **GE Renewable Energy** & Todor Atev, **Here Technologies**

Breakouts

10:30 - 11:00

Intelligent Sales Forecasting: Call your Numbers with Confidence

Speakers: Gary Cottrell, **Xactly**



Mitigating Risk and Harnessing Data for Future Planning & Growth

Speaker: John Ellis, **Interxion**, Erik Charles, **Xactly**



Extending Salesforce B2B Commerce with Xactly SPM Capabilities

Speaker: Jan Peterson, **Salesforce**; Tim Bromme, **Xactly**



Setting yourself up for Success in SPM

Speaker: Alnour Imambaksh, **GE Renewable**; Florian Durban, **Xactly**



11:00 - 11.30

Launching Incent, Tips for Success & Driving Adoption

Speaker: Dean Walesby, **Aveva**; Jamie Anderson, **Xactly**



Preparing for the Next Wave: Insights on how to Build a Plan that is Made to be Adjusted



Speakers: Ed Lang, **Accenture**; Karen Mangia, **Salesforce**; Erik Charles, **Xactly**

Why Xactly, Why Now?



Speakers: Moritz Wohlers, **Xactly**; Tim Brömme, **Xactly**

Commissions: How to Maintain Excellent Motivation in Times of Crisis



Speaker: Frederic Bonneton, CEO, **MCR Groupe**

11:30 - 12:00

Using Incent & Analytics to Give Your Sales Teams Visibility & be an Informed Leader



Speaker: Mark Davis, **K2 Partnering**; Chris Sloan, **Xactly**

SPM Transformation for the Modern Enterprise



Speaker: Stuart Clemow, **ATG**

The Role of the Sales Leader in Customer Experience Management



Speaker: Prof. Dr Nils Hafner, **HSLU School of Management**

Motivating Your Sales Force Post-Covid



Speakers: Gabriela Filipova, **Accenture**; Gregory Nacmias, **Xactly**

12:00 - 12:30

Top Tips for Streamlining your Commissions Process to Create Business Efficiencies



Speakers: Kayley Ansell, **Finastra**; Will Laurence, **Xactly**

Automating Sales Performance Management to Fuel Growth in UiPath



Speakers: Juan Mejia, **UiPath**; Chris Stewart, **Xactly**

How to Build a Plan that is Made to be Adjusted



Speakers: Reiner Schleich, **Accenture**; Moritz Wohlers, **Xactly**

Extracting Actionable Insights from 15 Years of Commission Data



Speakers: Florian Durban, **Xactly**; Gregory Nacmias, **Xactly**

> Closing Sessions

- 12:30 - 13:00 Closing Keynote with Mary Shea, Principal Analyst at **Forrester**
- 13:15 - 14:00 **Xactly Unleashed Closing Social**
Grab a drink and join us for a live, interactive Pub Quiz. Flex your General Knowledge skills for a chance to walk away as the first Unleashed Pub Quiz Champion.
- 14:00 - 16:00 **Meet the Xactly Executive Leadership Team***
**by appointment only. Please contact your Xactly Account Representative to book a meeting with the leadership team.*

> On Demand Options

- All Day
- Partner Pavillion**
Explore our Partner Pavillion to learn more about Xactly's partners and how they can help you along your SPM journey.
- Xactly Hub**
Find out more about Xactly's comprehensive SPM solution suite by downloading content pieces, requesting a demo and more in the Xactly Hub.
- XactlyLovesMe Lounge**
Head to the XactlyLovesMe Lounge to catch up and network with fellow attendees, learn more about Xactly, and participate in group discussions around current events.

