

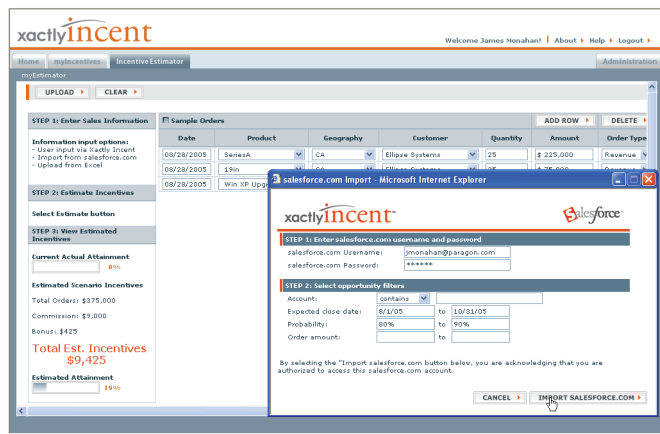
Xactly Corporation Introduces New Appforce Certified Solution at Dreamforce '05

Xactly Incent Enables Companies to Incent Right and Sell More

SAN FRANCISCO, Calif. – September. 13, 2005 – Xactly™ Corporation (www.xactlycorp.com) and salesforce.com (NYSE: CRM), the market and technology leader in on-demand customer relationship management (CRM), today announced the availability of Xactly Incent™ for Appforce. Tightly integrated with Salesforce via the Appforce on-demand platform, Xactly Incent is an on-demand sales compensation application for direct sales teams and indirect channel partners that enables companies to incent right and sell more.

Xactly Incent was announced in San Francisco at Dreamforce '05, salesforce.com's third annual user and developer conference.

True sales motivation comes when the outcome can still be changed. Xactly Incent enables sales reps to estimate commission and bonus payments on Salesforce opportunities before, during and after a sale. With Xactly Incent, sales reps can quickly access their Salesforce opportunities by using filters on information such as date, amount and probability of closure.



"Xactly Corporation brings significant domain expertise in delivering a 100% on-demand sales compensation solution that is tightly integrated with salesforce.com's Appforce API," said Jim Steele, president, salesforce.com. "Xactly Incent significantly extends the value of the Appforce platform for those customers requiring a sales compensation solution."

"We made the strategic decision to partner with salesforce.com based on customer requests for tight integration with Salesforce," said Christopher Cabrera, founder, president and CEO of Xactly Corporation. "Salesforce.com is driving the on-demand CRM market. From a development perspective, we were pleased with the ease and speed with which we were able to integrate with Salesforce."

Appforce is a complete on-demand platform that includes Appforce Builder, Appforce DB, Appforce API and the Appforce OS for development and deployment of multiple on-demand applications. Appforce provides unprecedented ease of customization and integration for Salesforce deployments, as well as enabling a whole new generation of on-demand applications that go beyond CRM.

About Xactly Corporation

Xactly Corporation delivers on-demand sales compensation applications that enable companies to incent right and sell more. In today's spreadsheet paradigm, companies tend to simplify or unnecessarily complicate their incentive programs. These programs, delivered with no real-time visibility, often leave the sales force unmotivated, resulting in unpredictable results. Xactly Incent allows companies to easily and affordably design, implement, manage and audit optimized incentive programs. With these improved programs in place, Xactly Incent provides sales with unprecedented real-time visibility via the web. The combination of the right incentives with complete visibility motivates sales to sell more. For more information, visit www.xactlycorp.com or call 1-866-GO-XACTLY.

About salesforce.com

Salesforce.com is the market and technology leader in on-demand customer relationship management (CRM). The company's Salesforce family of on-demand applications enables customers to



manage and share all of their sales, support, marketing and partner information on demand. Appforce, salesforce.com's on-demand platform, allows customers to customize and integrate the Salesforce family to meet their unique business needs, and build whole new powerful applications quickly and easily. Appforce applications are available via AppExchange, salesforce.com's on-demand application sharing service. Customers can also take advantage of salesforce.com's world-class training, support, consulting and best practices offerings.

As of July 31, 2005, salesforce.com manages customer information for approximately 16,900 customers and approximately 308,000 paying subscribers including Advanced Micro Devices (AMD), America Online (AOL), Automatic Data Processing (ADP), Avis/Budget Rent A Car (Cendant Rental Car Group), Dow Jones Newswires, Nokia, Polycom and SunTrust. Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase salesforce.com services should make their purchase decisions based upon features that are currently available. Salesforce.com has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM". For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.

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