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News Release

San Jose Redevelopment Agency

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Downtown San Jose Continues to be a Preferred location for Corporate Headquarters *San Jose civic leaders welcome Xactly Corporation to Downtown*

SAN JOSE, Calif. --- Xactly Corporation, the leading provider of on-demand sales performance management solutions, celebrated its move to 35 South Market Street in downtown San José today. Mayor Chuck Reed, Councilmember Sam Liccardo and Redevelopment Agency Executive Director Harry Mavrogenes were in attendance and together with Xactly Founder, President and CEO Christopher W. Cabrera, unveiled the Xactly Corporation signage on the building.

“On behalf of the San José City Council, I welcome the Executive team and staff of Xactly Corporation to downtown San Jose. This San José company chose to stay and grow in San José, and for that we are honored and thankful. I wish the company a very prosperous future as they expand their operations and presence in the Capital of Silicon Valley,” said Mayor Chuck Reed.

Xactly’s offices are located in the historic Hotel Metropole building, a 24,000-square-foot, two-story City Landmark. The building, originally known as the Alcantara Building, features Romanesque stylings and is the last remaining brick building that historically lined Market Street.

“We are thrilled to be expanding and relocating our headquarters to this San José city landmark,” said Christopher W. Cabrera, Xactly founder, president and CEO. “San José has long been a market showcasing fast growing businesses, recognized for technological innovation and diversity, and we are delighted to have our growing staff of more than 100 employees headquartered in the heart of the Silicon Valley.”

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Xactly is joining other prominent technology companies and businesses such as Acer, Accenture, and BEA Systems, which have also recently located or announced plans to locate their headquarters in downtown San José.

“It's a great pleasure for me to welcome Xactly to our downtown. We on the Council are committed to guiding the development of downtown into a 24-hour urban city center that affords your employees a safe and vibrant place to work, live and play,” said Councilmember Sam Liccardo whose district includes downtown.

Previously located on Race Street in San José, Xactly was quickly outgrowing its workspace and needed a move to meet the needs of its growing workforce.

The San Jose Redevelopment Agency collaborated with Ritchie Commercial, Inc. to retain the company in San José. The Redevelopment Agency's Signage Grant Program and the City's Parking Incentive Program and Enterprise Zone were utilized by Xactly in their move.

“Downtown is experiencing tremendous growth and a complete transformation, just as Xactly has become a rising company,” said Harry Mavrogenes, Executive Director, San Jose Redevelopment Agency. “Xactly is representative of a new generation of fast-growing companies that recognize downtown San Jose with all its attributes as an inducement for attracting and retaining skilled professionals. We welcome Xactly to our vibrant downtown for its growing workforce.”

The San Jose Redevelopment Agency has built, created and invested more than \$1.7 billion worth of projects and programs, including the creation of new housing units in the downtown area.

About Xactly Corporation

Xactly Corporation is the market leader in on-demand sales performance management. The company's flagship product, Xactly Incent, enables sales and finance executives to design, implement, manage, audit and optimize sales compensation management programs easily and affordably. Xactly solutions automate the process of aggregating data from disparate systems into a secure, hosted repository, and enable companies to leverage this business data, which is the lifeblood of sales performance management. Xactly helps companies improve operational performance, optimize sales effectiveness, proactively manage risk and compliance, and maximize profits.

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The Xactly family of products is used by sales and finance executives, compensation analysts, sales operations and sales professionals across a variety of industries, ranging from SMBs to large enterprises. For more information, visit www.xactlycorp.com or call 1-866-GO-XACTLY.

About the San Jose Redevelopment Agency

The Agency is dedicated to improving the quality of life for all who live and work in San José. Governed by the City Council, the Agency facilitates and oversees comprehensive programs for development to revitalize and strengthen quality of life and competitiveness for San Jose's downtown, neighborhoods, and industrial areas. www.sjredevelopment.org.

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