Xfactor.io

Solving Go-to-Market Complexity

Plan

your sales capacity and territory strategy with our "on-demand" platform and move away from static spreadsheets, empowering you to adapt in real-time and hit your revenue targets

Execute

your plan and monitor its progress with the holistic, executive view. Rely on MikeyAI to constantly monitor your progress and make recommendations on how best to improve

Repeat

without starting over but rather seamlessly transition into your next fiscal year already knowing your capacity requirements and territory changes to get operating plan approval

Generate

demand and understand how marketing is driving in-territory pipeline allowing you to make informed decisions on who and where to hire and where to invest in marketing programs

Retain

customers by focusing customer success on tracking and communicating the realized value of your solutions to minimize churn and maximize ARR

Acquire

customers with shorter sales cycles, increased ACV and higher win rates by demonstrating to prospective customers your solution's value throughout the entire sales process, from 1st call to close

Xfactor.io

Current
Product Offerings

Sales Capacity

Xfactor.io's Sales Capacity planning is a live model that helps leaders know where and when to hire while accounting for ramp times and optimizing costs. Move away from spreadsheets to an always- on operating solution that monitors and adjusts for unexpected changes to estimated yields, linearity, average selling prices, employee turnover, customer churn and much more. Sales Capacity will gather data from industry-standard technologies and generate recommendations in real time.

Territory Planning

Xfactor.io's always-on Territory Planning solution. Empower your organization to manage current sales resources and plan for growth. Know when and how to split territories, enter international and emerging markets and even consolidate territories if required. Territory Planning integrates with demand generation, sales capacity and other GTM functions to understand the health of each territory and provides guidance on what can be done to prepare new territories and improve existing ones.

Value Execution

Xfactor.io's Value Excellence establishes & communicates the economic value of your products and services at any stage of the customer journey by generating targeted deliverables for key customer stakeholders. From prospecting to final budget approval, Value Execution builds a business case early and reinforces the ROI throughout the deal. After customer acquisition, Value Execution supports customer success and account management teams by tracking and communicating the realized value of your solutions, impacting retention and expansion.

Demand Generation

Xfactor.io's Demand Generation solution is more than a tool—it's a strategic asset for revenue growth. Integrated seamlessly into the Xfactor.io platform, it offers critical insights into funnel conversion metrics. Providing granular data on territories, it informs hiring decisions based on audience engagement, lead conversion, and pipeline progression. This fosters seamless communication between Sales and Marketing, optimizing audience targeting, boosting conversion rates, and enhancing overall efficiency.

Why Xfactor.io

An AI-powered revenue platform that empowers organizations by uniting sales, marketing, and operations teams. Xfactor.io enhances the ability to plan effectively, execute with value, and make intelligent, real-time decisions. The platform leverages real-time data with AI-powered modeling to drive intelligent go-to-market decisions that mitigate risks and increase bottom-line value. Built for revenue leaders, by revenue leaders, Xfactor.io empowers organizations to optimize investments, achieve growth targets, and maximize efficiency, resulting in accelerated pipeline, larger deal sizes, and improved win rates. **Execute with Value, Adjust in Real Time with Xfactor.io.**

Learn more www.xfactor.io | **Email us** hello@xfactor.io