

U.S. Securities and Exchange Commission

Washington, DC 20549

(See instructions beginning on page 5)

Intentional misstatements or omissions of fact constitute federal criminal violations. See 18 U.S.C. 1001.

OMB APPROVAL
OMB Number: 3235-0076
Expires: November 30, 2008
Estimated average burden hours per response: 4.00

Item 1. Issuer's Identity

Name of Issuer

Xactly Corporation

Jurisdiction of Incorporation/Organization

Delaware

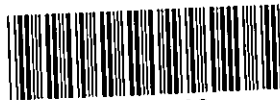
Year of Incorporation/Organization
(Select one)
☐ Over Five Years Ago ☒ Within Last Five Years
(specify year)

2005

☐ Yet to Be Formed

Previous Name(s)

None



09002843

Entity Type (Select one)

- ☒ Corporation
☐ Limited Partnership
☐ Limited Liability Company
☐ General Partnership
☐ Business Trust
☐ Other (Specify)

(If more than one issuer is filing this notice, check this box ☐ and identify additional issuer(s) by attaching Items 1 and 2 Continuation Page(s).)

Item 2. Principal Place of Business and Contact Information

Street Address 1

35 S. Market Street

Street Address 2

City

San Jose

State/Province/Country

CA

ZIP/Postal Code

95113

Phone No.

(408) 977-3132

Item 3. Related Persons

Last Name

Cabrera

First Name

Christopher

Middle Name

W.

Street Address 1

35 S. Market Street

Street Address 2

PROCESSED SEC Mail Processing
Section

City

San Jose

State/Province/Country

CA

ZIP/Postal Code

95113

MAR 2 2009

FEB 04 2009

Relationship(s):

☒ Executive Officer ☒ Director ☒ Promoter

THOMSON REUTERS Washington, DC

Clarification of Response (if Necessary)

(Identify additional related persons by checking this box ☒ and attaching Item 3 Continuation Page(s).)

Item 4. Industry Group (Select one)

- ☐ Agriculture
☒ Banking and Financial Services
☐ Commercial Banking
☐ Insurance
☐ Investing
☐ Investment Banking
☐ Pooled Investment Fund

If selecting this industry group, also select one fund type below and answer the question below:

- ☐ Hedge Fund
☐ Private Equity Fund
☐ Venture Capital Fund
☐ Other Investment Fund

 Is the issuer registered as an investment
company under the Investment Company
Act of 1940? ☐ Yes ☐ No
☐ Other Banking & Financial Services

- ☐ Business Services
☐ Energy
☐ Electric Utilities
☐ Energy Conservation
☐ Coal Mining
☐ Environmental Services
☐ Oil & Gas
☐ Other Energy

Health Care

- ☐ Biotechnology
☐ Health Insurance
☐ Hospitals & Physicians
☐ Pharmaceuticals
☐ Other Health Care

- ☐ Manufacturing
☐ Real Estate
☐ Commercial

- ☐ Construction
☐ REITS & Finance
☐ Residential
☐ Other Real Estate

☐ Retailing
☐ Restaurants
☐ Technology

- ☐ Computers
☐ Telecommunications
☒ Other Technology

Travel

- ☐ Airlines & Airports
☐ Lodging & Conventions
☐ Tourism & Travel Services
☐ Other Travel
☐ Other

Item 5. Issuer Size (Select one)

Revenue Range (for issuer not specifying "hedge" or "other investment" fund in Item 4 above)

- ☐ No Revenues
- ☐ \$1-\$1,000,000
- ☐ \$1,000,001-\$5,000,000
- ☐ \$5,000,001 - \$25,000,000
- ☐ \$25,000,001 - \$100,000,000
- ☐ Over \$100,000,000
- ☒ Decline to Disclose
- ☐ Not Applicable

OR

Aggregate Net Asset Value Range (for issuer specifying "hedge" or "other investment" fund in Item 4 above)

- ☐ No Aggregate Net Asset Value
- ☐ \$1 - \$5,000,000
- ☐ \$5,000,001 - \$25,000,000
- ☐ \$25,000,001 - \$50,000,000
- ☐ \$50,000,001 - \$100,000,000
- ☐ Over \$100,000,000
- ☐ Decline to Disclose
- ☐ Not Applicable

Item 6. Federal Exemptions and Exclusions Claimed (Select all that apply)

- ☐ Rule 504(b)(1) (not (i), (ii) or (iii))
- ☐ Rule 504(b)(1)(i)
- ☐ Rule 504(b)(1)(ii)
- ☐ Rule 504(b)(1)(iii)
- ☐ Rule 505
- ☒ Rule 506
- ☐ Securities Act Section 4(6)

Investment Company Act Section 3(c)

- ☐ Section 3(c)(1)
- ☐ Section 3(c)(2)
- ☐ Section 3(c)(3)
- ☐ Section 3(c)(4)
- ☐ Section 3(c)(5)
- ☐ Section 3(c)(6)
- ☐ Section 3(c)(7)

- ☐ Section 3(c)(9)
- ☐ Section 3(c)(10)
- ☐ Section 3(c)(11)
- ☐ Section 3(c)(12)
- ☐ Section 3(c)(13)
- ☐ Section 3(c)(14)

Item 7. Type of Filing

☒ New Notice **OR** ☐ Amendment

Date of First Sale in this Offering: **OR** ☐ First Sale Yet to Occur

Item 8. Duration of Offering

Does the issuer intend this offering to last more than one year? ☐ Yes ☒ No

Item 9. Type(s) of Securities Offered (Select all that apply)

- ☒ Equity
- ☐ Debt
- ☐ Option, Warrant or Other Right to Acquire Another Security
- ☐ Security to be Acquired Upon Exercise of Option, Warrant or Other Right to Acquire Security
- ☐ Pooled Investment Fund Interests
- ☐ Tenant-in-Common Securities
- ☐ Mineral Property Securities
- ☐ Other (Describe)

Item 10. Business Combination Transaction

Is this offering being made in connection with a business combination transaction, such as a merger, acquisition or exchange offer? ☒ Yes ☐ No

Clarification of Response (if Necessary)

Item 11. Minimum InvestmentMinimum investment accepted from any outside investor \$ **Item 12. Sales Compensation**

Recipient

Recipient CRD Number

☐ No CRD Number

(Associated) Broker or Dealer

☐ None

(Associated) Broker or Dealer CRD Number

☐ No CRD Number

Street Address 1

Street Address 2

City

State/Province/Country

ZIP/Postal Code

States of Solicitation ☐ All States

☐ AL	☐ AK	☐ AZ	☐ AR	☐ CA	☐ CO	☐ CT	☐ DE	☐ DC	☐ FL	☐ GA	☐ HI	☐ ID
☐ IL	☐ IN	☐ IA	☐ KS	☐ KY	☐ LA	☐ ME	☐ MD	☐ MA	☐ MI	☐ MN	☐ MS	☐ MO
☐ MT	☐ NE	☐ NV	☐ NH	☐ NJ	☐ NM	☐ NY	☐ NC	☐ ND	☐ OH	☐ OK	☐ OR	☐ PA
☐ RI	☐ SC	☐ SD	☐ TN	☐ TX	☐ UT	☐ VT	☐ VA	☐ WA	☐ WV	☐ WI	☐ WY	☐ PR

(Identify additional person(s) being paid compensation by checking this box ☐ and attaching Item 12 Continuation Page(s).)**Item 13. Offering and Sales Amounts**(a) Total Offering Amount \$ OR ☐ Indefinite(b) Total Amount Sold \$ (c) Total Remaining to be Sold (Subtract (a) from (b)) \$ OR ☐ Indefinite

Clarification of Response (if Necessary)

Item 14. InvestorsCheck this box ☐ if securities in the offering have been or may be sold to persons who do not qualify as accredited investors, and enter the number of such non-accredited investors who already have invested in the offering:

Enter the total number of investors who already have invested in the offering:

Item 15. Sales Commissions and Finders' Fees Expenses

Provide separately the amounts of sales commissions and finders' fees expenses, if any. If an amount is not known, provide an estimate and check the box next to the amount.

Sales Commissions \$ ☐ EstimateFinders' Fees \$ ☐ Estimate

Clarification of Response (if Necessary)

Item 16. Use of Proceeds

Provide the amount of the gross proceeds of the offering that has been or is proposed to be used for payments to any of the persons required to be named as executive officers, \$

-0-

☐ Estimate

directors or promoters in response to Item 3 above. If the amount is unknown, provide an estimate and check the box next to the amount.

Clarification of Response (if Necessary)

Signature and Submission

Please verify the information you have entered and review the Terms of Submission below before signing and submitting this notice.

Terms of Submission. In Submitting this notice, each identified issuer is:

Notifying the SEC and/or each State in which this notice is filed of the offering of securities described and undertaking to furnish them, upon written request, in accordance with applicable law, the information furnished to offerees.*

Irrevocably appointing each of the Secretary of the SEC and the Securities Administrator or other legally designated officer of the State in which the issuer maintains its principal place of business and any State in which this notice is filed, as its agents for service of process, and agreeing that these persons may accept service on its behalf, of any notice, process or pleading, and further agreeing that such service may be made by registered or certified mail, in any Federal or state action, administrative proceeding, or arbitration brought against the issuer in any place subject to the jurisdiction of the United States, if the action, proceeding or arbitration (a) arises out of any activity in connection with the offering of securities that is the subject of this notice, and (b) is founded, directly or indirectly, upon the provisions of: (i) the Securities Act of 1933, the Securities Exchange Act of 1934, the Trust Indenture Act of 1939, the Investment Company Act of 1940, or the Investment Advisers Act of 1940, or any rule or regulation under any of these statutes; or (ii) the laws of the State in which the issuer maintains its principal place of business or any State in which this notice is filed.

Certifying that, if the issuer is claiming a Rule 505 exemption, the issuer is not disqualified from relying on Rule 505 for one of the reasons stated in Rule 505(b)(2)(iii).

* This undertaking does not affect any limits Section 102(a) of the National Securities Markets Improvement Act of 1996 ("NSMIA") [Pub. L. No. 104-290, 110 Stat. 3416 (Oct. 11, 1996)] imposes on the ability of States to require information. As a result, if the securities that are the subject of this Form D are "covered securities" for purposes of NSMIA, whether in all instances or due to the nature of the offering that is the subject of this Form D, States cannot routinely require offering materials under this undertaking or otherwise and can require offering materials only to the extent NSMIA permits them to do so under NSMIA's preservation of their anti-fraud authority.

Each identified issuer has read this notice, knows the contents to be true, and has duly caused this notice to be signed on its behalf by the undersigned duly authorized person. (Check this box ☐ and attach Signature Continuation Pages for signatures of issuers identified in Item 1 above but not represented by signer below.)

Issuer(s)

Xactly Corporation

Name of Signer

Christopher W. Cabrera

Signature



Title

President and CEO

Number of continuation pages attached:

3

Date

2/2/09

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.

Item 3 Continuation Page

Item 3. Related Persons (Continued)

Last Name	First Name	Middle Name
Palvai	Satish	
Street Address 1	Street Address 2	
35 S. Market Street		
City	State/Province/Country	ZIP/Postal Code
San Jose	CA	95113
Relationship(s): ☒ Executive Officer ☐ Director ☒ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Dempsey	Neal	
Street Address 1	Street Address 2	
2882 Sand Hill Road	Suite 240	
City	State/Province/Country	ZIP/Postal Code
Menlo Park	CA	94025
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Casilli	Gerald	
Street Address 1	Street Address 2	
2200 Sand Hill Road	Suite 160	
City	State/Province/Country	ZIP/Postal Code
Menlo Park	CA	94025
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Fry	Earl	
Street Address 1	Street Address 2	
100 Cardinal Way		
City	State/Province/Country	ZIP/Postal Code
Redwood City	CA	94063
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

(Copy and use additional copies of this page as necessary.)

Item 3 Continuation Page

Last Name	First Name	Middle Name
Pidwell	David	
Street Address 1	Street Address 2	
400 Hamilton Street	4 th Floor	
City	State/Province/Country	ZIP/Postal Code
Palo Alto	CA	94301
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Buchowski	Desta	
Street Address 1	Street Address 2	
35 S. Market Street		
City	State/Province/Country	ZIP/Postal Code
San Jose	CA	95113
Relationship(s): ☒ Executive Officer ☐ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Padnos	Cindy	
Street Address 1	Street Address 2	
912 Cole Street #144		
City	State/Province/Country	ZIP/Postal Code
San Francisco	CA	94117
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Ellis, Jr.	L. Evan	
Street Address 1	Street Address 2	
35 S. Market Street		
City	State/Province/Country	ZIP/Postal Code
San Jose	CA	95113
Relationship(s): ☒ Executive Officer ☐ Director ☐ Promoter		
Clarification of Response (if Necessary)		

(Copy and use additional copies of this page as necessary.)

Item 3 Continuation Page

Last Name	First Name	Middle Name
Sudlow	William	J.
Street Address 1	Street Address 2	
35 S. Market Street		
City	State/Province/Country	ZIP/Postal Code
San Jose	CA	95113
Relationship(s): ☒ Executive Officer ☐ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Steele	Karen	M.
Street Address 1	Street Address 2	
35 S. Market Street		
City	State/Province/Country	ZIP/Postal Code
San Jose	CA	95113
Relationship(s): ☒ Executive Officer ☐ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Ward	John	
Street Address 1	Street Address 2	
1000 Winter Street	Suite 1400	
City	State/Province/Country	ZIP/Postal Code
Waltham	MA	02451
Relationship(s): ☐ Executive Officer ☒ Director ☐ Promoter		
Clarification of Response (if Necessary)		

Last Name	First Name	Middle Name
Street Address 1	Street Address 2	
City	State/Province/Country	ZIP/Postal Code
Relationship(s): ☐ Executive Officer ☐ Director ☐ Promoter		
Clarification of Response (if Necessary)		

(Copy and use additional copies of this page as necessary.)

END