| 1  | Rosemary M. Rivas (SBN 209147)<br>rrivas@zlk.com  |  |  |  |  |  |  |  |  |
|----|---|--|--|--|--|--|--|--|--|
| 2  | LEVI & KORSINSKY LLP 44 Montgomery Street, Suite 650  |  |  |  |  |  |  |  |  |
| 3  | San Francisco, CA 94104<br>Telephone: (415) 291-2420  |  |  |  |  |  |  |  |  |
| 4  | Facsimile: (415) 484-1294   |  |  |  |  |  |  |  |  |
| 5  | Attorneys for Plaintiff   |  |  |  |  |  |  |  |  |
| 6  | [Additional counsel on signature page]  |  |  |  |  |  |  |  |  |
| 7  |   |  |  |  |  |  |  |  |  |
| 8  | UNITED STATES I   | DISTRICT COURT                                 |  |  |  |  |  |  |  |
| 9  | NORTHERN DISTRIC  | CT OF CALIFORNIA                               |  |  |  |  |  |  |  |
| 10 | ROBERT BERG, On Behalf of Himself and All Others Similarly Situated,                            | Case No. 5:17-cv-3783                          |  |  |  |  |  |  |  |
| 11 | Plaintiff,  | CLASS ACTION                                   |  |  |  |  |  |  |  |
| 12 | V.  | COMPLAINT FOR VIOLATION OF                     |  |  |  |  |  |  |  |
| 13 |   | THE SECURITIES EXCHANGE ACT OF 1934            |  |  |  |  |  |  |  |
| 14 | W. CABRERA, JOHN P. WARD, JR.,  |  |  |  |  |  |  |  |  |
| 15 | DAVID W. PIDWELL, NEAL DEMPSEY,<br>GERALD S. CASILLI, EARL E. FRY,                              | JURY TRIAL DEMANDED                            |  |  |  |  |  |  |  |
| 16 | CAROL MILLS, LAUREN FLAHERTY,<br>SCOTT MCGREGOR, EXCALIBUR                                      |  |  |  |  |  |  |  |  |
| 17 | PARENT LLC, EXCALIBUR MERGER<br>SUB, INC., AND VISTA EQUITY                                     |  |  |  |  |  |  |  |  |
| 18 | PARTNERS FUND VI, L.P.,   |  |  |  |  |  |  |  |  |
| 19 | Defendants.   |  |  |  |  |  |  |  |  |
| 20 | Plaintiff, by and through his attorneys, a  | alleges upon personal knowledge as to himself, |  |  |  |  |  |  |  |
| 21 | and upon information and belief based upon, among other things, the investigation of counsel as |  |  |  |  |  |  |  |  |
| 22 | to all other allegations herein, as follows:  |  |  |  |  |  |  |  |  |
| 23 | SUMMARY OF THE ACTION   |  |  |  |  |  |  |  |  |
| 24 | 1. This is a class action brought o   | on behalf of the public stockholders of Xactly |  |  |  |  |  |  |  |
| 25 | Corporation ("Xactly" or the "Company") against Xactly and its Board of Directors (the "Board"  |  |  |  |  |  |  |  |  |
| 26 | or the "Individual Defendants"), to enjoin a proposed transaction announced on May 30, 2017     |  |  |  |  |  |  |  |  |
| 27 | (the "Proposed Transaction"), pursuant to which Xactly will be acquired by affiliates of Vista  |  |  |  |  |  |  |  |  |
| 28 | Equity Partners Fund VI, L.P.   |  |  |  |  |  |  |  |  |

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- 2. On May 29, 2017, the Board caused Xactly to enter into an agreement and plan of merger (the "Merger Agreement") with Excalibur Parent LLC and Excalibur Merger Sub, Inc., affiliates of Vista Equity Partners Fund VI, L.P. (collectively, "Vista"). Pursuant to the terms of the Merger Agreement, stockholders of Xactly will receive \$5.32 in cash and 0.2309 of a share in the newly combined company for each share they own.
- 3. On June 16, 2017, defendants filed a proxy statement (the "Proxy Statement") with the United States Securities and Exchange Commission ("SEC") in connection with the Proposed Transaction.
- 4. The Proxy Statement omits material information with respect to the Proposed Transaction, which renders the Proxy Statement false and misleading. Accordingly, plaintiff alleges herein that defendants violated Sections 14(a) and 20(a) of the Securities Exchange Act of 1934 (the "1934 Act") in connection with the Proxy Statement.

### JURISDICTION AND VENUE

- 5. This Court has jurisdiction over all claims asserted herein pursuant to Section 27 of the 1934 Act because the claims asserted herein arise under Sections 14(a) and 20(a) of the 1934 Act and Rule 14a-9.
- 6. This Court has jurisdiction over defendants because each defendant is either a corporation that conducts business in and maintains operations within this District, or is an individual with sufficient minimum contacts with this District so as to make the exercise of jurisdiction by this Court permissible under traditional notions of fair play and substantial justice.
- 7. Venue is proper under 28 U.S.C. § 1391 because a substantial portion of the transactions and wrongs complained of herein occurred in this District.

### **PARTIES**

- 8. Plaintiff is, and has been continuously throughout all times relevant hereto, the owner of Xactly common stock.
- 9. Defendant Xactly is a Delaware corporation and maintains its principal executive offices at 300 Park Avenue, Suite 1700, San Jose, California 95110. Xactly's common stock is traded on the NYSE under the ticker symbol "XTLY."

| 1       | 10.  | Defendant Christopher W. Cabrera ("Cabrera") is a director, founder, and Chief     |  |  |  |  |  |
|---------|--|--|--|--|--|--|--|
| 2       | Executive Officer ("CEO") of Xactly.   |  |  |  |  |  |  |
| 3       | 11.  | Defendant John P. Ward, Jr. ("Ward") is a director of Xactly.                      |  |  |  |  |  |
| 4       | 12.  | Defendant David W. Pidwell ("Pidwell") is a director of Xactly.                    |  |  |  |  |  |
| 5       | 13.  | Defendant Neal Dempsey ("Dempsey") has served as a director of Xactly since        |  |  |  |  |  |
| 6       | April 2008.  |  |  |  |  |  |  |
| 7       | 14.  | Defendant Gerald S. Casilli ("Casilli") has served as a director of Xactly since   |  |  |  |  |  |
| 8       | August 2005.   |  |  |  |  |  |  |
| 9       | 15.  | Defendant Earl E. Fry ("Fry") is a director of Xactly.                             |  |  |  |  |  |
| 10      | 16.  | Defendant Carol Mills ("Mills") is a director of Xactly and has served as Chair of |  |  |  |  |  |
| 11      | the Board sine   | ce February 2010.  |  |  |  |  |  |
| 12      | 17.  | Defendant Lauren Flaherty ("Flaherty") is a director of Xactly.                    |  |  |  |  |  |
| 13      | 18.  | Defendant Scott McGregor ("McGregor") is a director of Xactly.                     |  |  |  |  |  |
| 14      | 19.  | The defendants identified in paragraphs 10 through 18 are collectively referred to |  |  |  |  |  |
| 15      | herein as the  | 'Individual Defendants."   |  |  |  |  |  |
| 16      | 20.  | Defendant Excalibur Parent LLC is a Delaware limited liability company and a       |  |  |  |  |  |
| 17      | party to the M   | Ierger Agreement.  |  |  |  |  |  |
| 18      | 21.  | Defendant Excalibur Merger Sub, Inc. is a Delaware corporation, a wholly-owned     |  |  |  |  |  |
| 19      | subsidiary of  | Excalibur Parent LLC, and a party to the Merger Agreement.                         |  |  |  |  |  |
| 20      | 22.  | Defendant Vista Equity Partners Fund VI, L.P. is a Cayman Islands exempted         |  |  |  |  |  |
| 21      | limited partnership and a party to the Merger Agreement.   |  |  |  |  |  |  |
| 22      | CLASS ACTION ALLEGATIONS   |  |  |  |  |  |  |
| 23      | 23.  | Plaintiff brings this action as a class action on behalf of himself and the other  |  |  |  |  |  |
| 24      | public stockh  | olders of Xactly (the "Class"). Excluded from the Class are defendants herein and  |  |  |  |  |  |
| 25      | any person, firm, trust, corporation, or other entity related to or affiliated with any defendant. |  |  |  |  |  |  |
| 26      | 24.  | This action is properly maintainable as a class action.                            |  |  |  |  |  |
| 27      | 25.  | The Class is so numerous that joinder of all members is impracticable. As of       |  |  |  |  |  |
| $_{28}$ | May 26 201   | 7 there were approximately 32,070,650 shares of Xactly common stock                |  |  |  |  |  |

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outstanding, held by hundreds, if not thousands, of individuals and entities scattered throughout the country.

- 26. Questions of law and fact are common to the Class, including, among others, whether defendants violated the 1934 Act and whether defendants will irreparably harm plaintiff and the other members of the Class if defendants' conduct complained of herein continues.
- 27. Plaintiff is committed to prosecuting this action and has retained competent counsel experienced in litigation of this nature. Plaintiff's claims are typical of the claims of the other members of the Class and plaintiff has the same interests as the other members of the Class. Accordingly, plaintiff is an adequate representative of the Class and will fairly and adequately protect the interests of the Class.
- 28. The prosecution of separate actions by individual members of the Class would create the risk of inconsistent or varying adjudications that would establish incompatible standards of conduct for defendants, or adjudications that would, as a practical matter, be dispositive of the interests of individual members of the Class who are not parties to the adjudications or would substantially impair or impede those non-party Class members' ability to protect their interests.
- 29. Defendants have acted, or refused to act, on grounds generally applicable to the Class as a whole, and are causing injury to the entire Class. Therefore, final injunctive relief on behalf of the Class is appropriate.

### SUBSTANTIVE ALLEGATIONS

#### A. **Background of the Company and the Proposed Transaction**

- 30. Xactly is a leading provider of enterprise-class, cloud-based, incentive compensation solutions for employee and sales performance management.
- 31. Xactly's solutions allow organizations to make better strategic decisions, optimize behaviors, increase sales and employee performance, improve margins, increase operational efficiencies, mitigate risk, design better incentive compensation plans, and reduce error rates in incentive compensation calculations.
  - 32. The Company was the first 100% cloud-based, multi-tenant provider focusing

solely on the incentive compensation and employee and sales performance management market.

Xactly delivers its solutions through a Software-as-a-Service ("SaaS") business model.

- 33. On March 3, 2016, Xactly issued a press release wherein it reported its fourth quarter and full year fiscal 2016 financial results. For the fourth quarter, total revenue was \$20.7 million, an increase of 30% from the fourth quarter of fiscal year 2015 total revenue of \$15.9 million. Subscription revenue was \$16.3 million, an increase of 29% from the fourth quarter of fiscal 2015 subscription revenue of \$12.6 million. For the full year 2016, total revenue was \$76.0 million, an increase of 24% from fiscal year 2015 total revenue of \$61.1 million. Subscription revenue was \$59.2 million, an increase of 25% from fiscal 2015 subscription revenue of \$47.3 million.
- 34. In the March 3 press release, the Company also reported several recent business highlights, including that the Company posted a third consecutive quarter of accelerated revenue growth since its initial public offering on June 26, 2015. Xactly ended the year with 266,000 subscribers, a 37% increase over last year, and 870 customers, a 20% increase over fiscal 2015, with key enterprise wins in the Retail, Financial Services, Software and Technology, Business Services and High Tech Manufacturing vertical markets.
  - 35. With respect to the results, Individual Defendant Cabrera commented:

Our strong fourth quarter results capped an excellent year for Xactly[.] Our total revenue and subscription revenue growth accelerated during the year, demonstrating our ongoing business momentum and the value of our product offerings. As a recognized leader in the industry, our robust, pure-play, cloud-based product offerings backed by ten years of compensation data are increasingly differentiating us as companies look to use incentive compensation as a strategic lever to drive their growth. We look forward to continuing to deliver value to our customers and extending our market leadership.

- 36. Nevertheless, the Board caused the Company to enter into the Merger Agreement, pursuant to which the Company will be acquired for inadequate consideration.
- 37. To the detriment of the Company's stockholders, the terms of the Merger Agreement substantially favor Vista and are calculated to unreasonably dissuade potential suitors from making competing offers.
  - 38. The Individual Defendants have all but ensured that another entity will not

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emerge with a competing proposal by agreeing to a "no solicitation" provision in the Merger Agreement that prohibits the Individual Defendants from soliciting alternative proposals and severely constrains their ability to communicate and negotiate with potential buyers who wish to submit or have submitted unsolicited alternative proposals.

- 39. Further, the Company must promptly advise Vista of any proposals or inquiries received from other parties.
- 40. Moreover, the Merger Agreement contains a highly restrictive "fiduciary out" provision permitting the Board to withdraw its approval of the Proposed Transaction under extremely limited circumstances, and grants Vista a "matching right" with respect to any "Superior Proposal" made to the Company.
- 41. Further locking up control of the Company in favor of Vista, the Merger Agreement provides for a "termination fee" of \$18.5 million payable by the Company to Vista if the Individual Defendants cause the Company to terminate the Merger Agreement.
- 42. By agreeing to the deal protection devices, the Individual Defendants have locked up the Proposed Transaction and have precluded other bidders from making successful competing offers for the Company.
- 43. Additionally, Vista entered into voting agreements with entities affiliated with Alloy Ventures, entities affiliated with Bay Partners, and entities affiliated with Rembrandt Venture Partners, pursuant to which they have agreed to vote their Company shares in favor of the Proposed Transaction. Accordingly, approximately 23% of the outstanding shares of Company common stock are already locked up in favor of the merger.
- 44. The merger consideration is inadequate because, among other things, the intrinsic value of the Company is materially in excess of the amount offered in the Proposed Transaction.
- 45. Accordingly, the Proposed Transaction will deny Class members their right to share proportionately and equitably in the true value of the Company's valuable and profitable business, and future growth in profits and earnings.

# The Proxy Statement Omits Material Information, Rendering It False and Misleading

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Proposed Transaction.

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46. Defendants filed the Proxy Statement with the SEC in connection with the

- 47. The Proxy Statement omits material information with respect to the Proposed Transaction, which renders the Proxy Statement false and misleading.
- 48. First, the Proxy Statement omits material information regarding the analyses performed by the Company's financial advisor, J.P. Morgan Securities LLC ("J.P. Morgan").
- 49. With respect to J.P. Morgan's Discounted Cash Flow Analysis, the Proxy Statement fails to disclose: (i) the range of terminal values of Xactly; (ii) the inputs and assumptions underlying the range of discount rates from 9.5% to 11.5%; (iii) J.P. Morgan's basis for applying perpetuity growth rates ranging from 2.5% to 3.5%; and (iv) Xactly's cash and debt.
- 50. When a banker's endorsement of the fairness of a transaction is touted to stockholders, the valuation methods used to arrive at that opinion as well as the key inputs and range of ultimate values generated by those analyses must also be fairly disclosed.
- 51. The omission of this material information renders the Proxy Statement false and misleading, including, inter alia, the following sections of the Proxy Statement: (i) "Background of the Merger"; (ii) "Recommendation of the Board of Directors and Reasons for the Merger"; (iii) "Fairness Opinion of J.P. Morgan Securities LLC"; and (iv) "Xactly Financial Projections."
- Second, the Proxy Statement omits material information regarding potential conflicts of interest of the Company's officers and directors.
- 53. Specifically, the Registration Statement fails to disclose the timing and nature of all communications regarding future employment and/or directorship of Xactly's officers and directors, including who participated in all such communications.
- 54. Communications regarding post-transaction employment during the negotiation of the underlying transaction must be disclosed to stockholders. This information is necessary for stockholders to understand potential conflicts of interest of management and the Board, as that information provides illumination concerning motivations that would prevent fiduciaries from acting solely in the best interests of the Company's stockholders.

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- 55. The omission of this material information renders the Proxy Statement false and misleading, including, inter alia, the following sections of the Proxy Statement: (i) "Interests of Xactly's Directors and Executive Officers in the Merger"; (ii) "Background of the Merger"; and (iii) "Recommendation of the Board of Directors and Reasons for the Merger."
- 56. Third, the Registration Statement fails to disclose whether any non-disclosure agreements executed by Xactly and the prospective bidders contained standstill and/or "don't ask, don't waive" provisions that are or were preventing those counterparties from submitting superior offers to acquire the Company.
- 57. Without this information, stockholders may have the mistaken belief that, if these potentially interested parties wished to come forward with a superior offer, they are or were permitted to do so, when in fact they are or were contractually prohibited from doing so.
- 58. The omission of this material information renders the Proxy Statement false and misleading, including, inter alia, the following sections of the Proxy Statement: (i) "Background of the Merger"; and (ii) "Recommendation of the Board of Directors and Reasons for the Merger."
- 59. Fourth, the Proxy Statement omits material information regarding potential conflicts of interest of J.P. Morgan.
- 60. Specifically, the Proxy Statement fails to disclose the amount of compensation J.P. Morgan has received for the past services it performed for Xactly.
- 61. Additionally, the Proxy Statement fails to disclose the amount of compensation J.P. Morgan received for acting as a bookrunner and lead arranger for portfolio companies of Excalibur Parent, LLC that were unrelated to the Proposed Transaction.
- 62. Full disclosure of investment banker compensation and all potential conflicts is required due to the central role played by investment banks in the evaluation, exploration, selection, and implementation of strategic alternatives.
- 63. The omission of this material information renders the Proxy Statement false and misleading, including, inter alia, the following sections of the Proxy Statement: (i) "Background of the Merger"; (ii) "Recommendation of the Board of Directors and Reasons for the Merger";

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and (iii) "Fairness Opinion of J.P. Morgan Securities LLC."

The above-referenced omitted information, if disclosed, would significantly alter the total mix of information available to Xactly's stockholders.

### COUNT I

### Claim for Violation of Section 14(a) of the 1934 Act and Rule 14a-9 Promulgated Thereunder Against the Individual Defendants and Xactly

- 65. Plaintiff repeats and realleges the preceding allegations as if fully set forth herein.
- 66. The Individual Defendants disseminated the false and misleading Proxy Statement, which contained statements that, in violation of Section 14(a) of the 1934 Act and Rule 14a-9, in light of the circumstances under which they were made, omitted to state material facts necessary to make the statements therein not materially false or misleading. Xactly is liable as the issuer of these statements.
- 67. The Proxy Statement was prepared, reviewed, and/or disseminated by the Individual Defendants. By virtue of their positions within the Company, the Individual Defendants were aware of this information and their duty to disclose this information in the Proxy Statement.
- 68. The Individual Defendants were at least negligent in filing the Proxy Statement with these materially false and misleading statements.
- 69. The omissions and false and misleading statements in the Proxy Statement are material in that a reasonable stockholder will consider them important in deciding how to vote on the Proposed Transaction. In addition, a reasonable investor will view a full and accurate disclosure as significantly altering the total mix of information made available in the Proxy Statement and in other information reasonably available to stockholders.
- 70. The Proxy Statement is an essential link in causing plaintiff and the Company's stockholders to approve the Proposed Transaction.
- 71. By reason of the foregoing, defendants violated Section 14(a) of the 1934 Act and Rule 14a-9 promulgated thereunder.
  - 72. Because of the false and misleading statements in the Proxy Statement, plaintiff

and the Class are threatened with irreparable harm.

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### **COUNT II**

### Claim for Violation of Section 20(a) of the 1934 Act Against the Individual Defendants and Vista

- 73. Plaintiff repeats and realleges the preceding allegations as if fully set forth herein.
- 74. The Individual Defendants and Vista acted as controlling persons of Xactly within the meaning of Section 20(a) of the 1934 Act as alleged herein. By virtue of their positions as officers and/or directors of Xactly and participation in and/or awareness of the Company's operations and/or intimate knowledge of the false statements contained in the Proxy Statement, they had the power to influence and control and did influence and control, directly or indirectly, the decision making of the Company, including the content and dissemination of the various statements that plaintiff contends are false and misleading.
- 75. Each of the Individual Defendants and Vista was provided with or had unlimited access to copies of the Proxy Statement alleged by plaintiff to be misleading prior to and/or shortly after these statements were issued and had the ability to prevent the issuance of the statements or cause them to be corrected.
- 76. In particular, each of the Individual Defendants had direct and supervisory involvement in the day-to-day operations of the Company, and, therefore, is presumed to have had the power to control and influence the particular transactions giving rise to the violations as alleged herein, and exercised the same. The Proxy Statement contains the unanimous recommendation of the Individual Defendants to approve the Proposed Transaction. They were thus directly in the making of the Proxy Statement.
- 77. Vista also had direct supervisory control over the composition of the Proxy Statement and the information disclosed therein, as well as the information that was omitted and/or misrepresented in the Proxy Statement.
- 78. By virtue of the foregoing, the Individual Defendants and Vista violated Section 20(a) of the 1934 Act.
  - 79. As set forth above, the Individual Defendants and Vista had the ability to exercise

| 1  | control over and did control a person or persons who have each violated Section 14(a) of the        |  |  |  |  |  |  |  |
|----|---|--|--|--|--|--|--|--|
| 2  | 1934 Act and Rule 14a-9, by their acts and omissions as alleged herein. By virtue of their          |  |  |  |  |  |  |  |
| 3  | positions as controlling persons, these defendants are liable pursuant to Section 20(a) of the      |  |  |  |  |  |  |  |
| 4  | 1934 Act. As a direct and proximate result of defendants' conduct, plaintiff and the Class are      |  |  |  |  |  |  |  |
| 5  | threatened with irreparable harm.   |  |  |  |  |  |  |  |
| 6  | PRAYER FOR RELIEF   |  |  |  |  |  |  |  |
| 7  | WHEREFORE, plaintiff prays for judgment and relief as follows:                                      |  |  |  |  |  |  |  |
| 8  | A. Enjoining defendants and all persons acting in concert with them from proceeding                 |  |  |  |  |  |  |  |
| 9  | with, consummating, or closing the Proposed Transaction;  |  |  |  |  |  |  |  |
| 10 | B. In the event defendants consummate the Proposed Transaction, rescinding it and                   |  |  |  |  |  |  |  |
| 11 | setting it aside or awarding rescissory damages;  |  |  |  |  |  |  |  |
| 12 | C. Directing the Individual Defendants to file a Proxy Statement that does not                      |  |  |  |  |  |  |  |
| 13 | contain any untrue statements of material fact and that states all material facts required in it or |  |  |  |  |  |  |  |
| 14 | necessary to make the statements contained therein not misleading;                                  |  |  |  |  |  |  |  |
| 15 | D. Declaring that defendants violated Sections 14(a) and/or 20(a) of the 1934 Act, as               |  |  |  |  |  |  |  |
| 16 | well as Rule 14a-9 promulgated thereunder;  |  |  |  |  |  |  |  |
| 17 | E. Awarding plaintiff the costs of this action, including reasonable allowance for                  |  |  |  |  |  |  |  |
| 18 | plaintiff's attorneys' and experts' fees; and   |  |  |  |  |  |  |  |
| 19 | F. Granting such other and further relief as this Court may deem just and proper.                   |  |  |  |  |  |  |  |
| 20 | JURY DEMAND   |  |  |  |  |  |  |  |
| 21 | Plaintiff hereby demands a trial by jury.   |  |  |  |  |  |  |  |
| 22 | Dated: June 30, 2017 LEVI & KORSINSKY LLP   |  |  |  |  |  |  |  |
| 23 | By: <u>/s/ Rosemary M. Rivas</u><br>Rosemary M. Rivas   |  |  |  |  |  |  |  |
| 24 | 44 Montgomery Street, Suite 650<br>San Francisco, CA 94104  |  |  |  |  |  |  |  |
| 25 | Telephone: (415) 291-2420<br>Facsimile: (415) 484-1294  |  |  |  |  |  |  |  |
| 26 | Attorneys for Plaintiff   |  |  |  |  |  |  |  |
| 27 | Thorneys for Lummij   |  |  |  |  |  |  |  |
| 28 |   |  |  |  |  |  |  |  |

| 1          | OF COUNSEL:  |
|------------|--|
| 2 3        | RIGRODSKY & LONG, P.A. Brian D. Long (to be admitted <i>pro hac vice</i> ) 2 Righter Parkway, Suite 120 Wilmington, DE 19803 Telephone: (302) 295-5310 |
| 4          | Wilmington, DE 19803<br>Telephone: (302) 295-5310  |
| 5          | Facsimile: (302) 654-7530  |
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### **CERTIFICATION OF PLAINTIFF**

- I, Robert Berg ("Plaintiff"), hereby declare as to the claims asserted under the federal securities laws that:
  - 1. Plaintiff has reviewed the complaint and authorizes its filing.
- 2. Plaintiff did not purchase the security that is the subject of this action at the direction of Plaintiff's counsel or in order to participate in any private action.
- 3. Plaintiff is willing to serve as a representative party on behalf of the class, either individually or as part of a group, and I will testify at deposition or trial, if necessary. I understand that this is not a claim form and that I do not need to execute this Certification to share in any recovery as a member of the class.
- 4. Plaintiff's purchase and sale transactions in the Xactly Corporation (NYSE: XTLY) security that is the subject of this action during the class period is/are as follows:

### **PURCHASES**

| 1000 0 0 |  |
|----------|--|
| CA       |  |
| A        |  |
|          |  |

| Buy<br>Date | Shares | Price per<br>Share | Sell<br>Date | Shares | Price per<br>Share |
|-------------|--------|--------------------|--------------|--------|--------------------|
| 1/30/17     | 55     | \$12.00            |              | -      |                    |
|             |        |                    |              | -      |                    |
|             |        |                    |              |        |                    |
|             |        |                    |              |        |                    |

Please list additional transactions on separate sheet of paper, if necessary.

5. Plaintiff has complete authority to bring a suit to recover for investment losses on behalf of purchasers of the subject securities described herein (including Plaintiff, any co-owners, any corporations or other entities, and/or any beneficial owners).

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6. During the three years prior to the date of this Certification, Plaintiff has not moved to serve as a representative party for a class in an action filed under the federal securities laws.

7. Plaintiff will not accept any payment for serving as a representative party on behalf of the class beyond Plaintiff's *pro rata* share of any recovery, except such reasonable costs and expenses (including lost wages) directly relating to the representation of the class as ordered or approved by the Court.

I declare under penalty of perjury that the foregoing is true and correct.

Executed this day of June, 2017.

40BERT BERC

### ed 06/30/17 Page 1 of 2 Case 4:17-cv-03783-H

The JS-CAND 44 civil cover sheet and the information contained herein neither replace nor supplement the filing and service of pleadings or other papers as required by law, except as provided by local rules of court. This form, approved in its original form by the Judicial Conference of the United States in September 1974, is required for the Clerk of Court to initiate the civil docket sheet. (SEE INSTRUCTIONS ON NEXT PAGE OF THIS FORM.)

I. (a) PLAINTIFFS

Robert Berg, On Behalf of Himself and All Others Similarly Situated

(b) County of Residence of First Listed Plaintiff Milwaukee County, WI (EXCEPT IN U.S. PLAINTIFF CASES)

(c) Attorneys (Firm Name, Address, and Telephone Number) Rosemary M. Rivas, Esq; LEVI & KORSINSKY LLP 44 Montgomery Street, Suite 650, San Francisco, CA 94104; (415) 291-2420

DEFENDANTS XACILY CORPORATION, CHRISTOPHER W. CABRERA, JOHN P. WARD, JR., DAVID W. PIDWELL, NEAL DEMPSEY, GERALD S. CASILLI, EARL E. FRY, CAROL MILLS, LAUREN FLAHERTY, SCOTT MCGREGOR, EXCALIBUR PARENT LLC, EXCALIBUR MERGER SUB, INC., AND VISTA EQUITY PARTNERS FUND VI, L.P.

County of Residence of First Listed Defendant (IN U.S. PLAINTIFF CASES ONLY)

IN LAND CONDEMNATION CASES, USE THE LOCATION OF THE TRACT OF LAND INVOLVED.

Attorneys (If Known)

| I.  | BASIS OF JURISDICTION (Place an "X" in One Box Only)                                | III. | CITIZENSHIP OF P<br>(For Diversity Cases Only) | PRINCI | PAL P | ARTIES (Place an "X" in One B<br>and One Box for Defend              |     | aintiff |
|-----|---|------|--|--------|-------|--|-----|---------|
|     |   |      |  | PTF    | DEF   |  | PTF | DEF     |
| 1   | U.S. Government Plaintiff     ★ 3 Federal Question (U.S. Government Not a Party)    | (    | Citizen of This State                          | 1      | 1     | Incorporated <i>or</i> Principal Place of Business In This State     | 4   | 4       |
| 2   | U.S. Government Defendant 4 Diversity (Indicate Citizenship of Parties in Item III) |      | Citizen of Another State                       | 2      | 2     | Incorporated <i>and</i> Principal Place of Business In Another State | 5   | 5       |
|     | (maicue Cuizensup oj r arues in nem 111)  | (    | Citizen or Subject of a Foreign Country        | 3      | 3     | Foreign Nation   | 6   | 6       |
| IV. | NATURE OF SUIT (Place an "X" in One Box Only)                                       |      |  |        |       |  |     |         |

CONTRACT TORTS FORFEITURE/PENALTY BANKRUPTCY OTHER STATUTES 422 Appeal 28 USC § 158 375 False Claims Act 110 Insurance 625 Drug Related Seizure of PERSONAL INJURY PERSONAL INJURY Property 21 USC § 881 120 Marine 423 Withdrawal 28 USC 376 Qui Tam (31 USC 310 Airplane 365 Personal Injury - Product 690 Other § 3729(a)) 130 Miller Act Liability 315 Airplane Product Liability PROPERTY RIGHTS 400 State Reapportionment LABOR 140 Negotiable Instrument 367 Health Care/ 320 Assault, Libel & Slander Pharmaceutical Personal 410 Antitrust 150 Recovery of 330 Federal Employers' 710 Fair Labor Standards Act 820 Copyrights Injury Product Liability 430 Banks and Banking Overpayment Of Liability 720 Labor/Management 830 Patent 368 Asbestos Personal Injury Veteran's Benefits 450 Commerce 340 Marine Relations 835 Patent-Abbreviated New Product Liability 151 Medicare Act 460 Deportation 345 Marine Product Liability 740 Railway Labor Act Drug Application PERSONAL PROPERTY 152 Recovery of Defaulted 470 Racketeer Influenced & 350 Motor Vehicle 751 Family and Medical 840 Trademark Student Loans (Excludes 370 Other Fraud Corrupt Organizations 355 Motor Vehicle Product Leave Act SOCIAL SECURITY Veterans) 371 Truth in Lending

| 153 Recovery of Overpayment of Veteran's Benefits 160 Stockholders' Suits 190 Other Contract 195 Contract Product Liability 196 Franchise  REAL PROPERTY 210 Land Condemnation 220 Foreclosure 230 Rent Lease & Ejectment 240 Torts to Land 245 Tort Product Liability 290 All Other Real Property  V. ORIGIN (Place an "X" in One Box Only) × 1 Original 2 Removed from 3 | 380 Other Personal Property Damage  385 Property Damage Product Liability  PRISONER PETITIONS  HABEAS CORPUS  463 Alien Detainee 510 Motions to Vacate Sentence 530 General 535 Death Penalty  OTHER  540 Mandamus & Other 550 Civil Rights 555 Prison Condition 560 Civil Detainee— Conditions of Confinement  Remanded from  4 Reinst | 791 Employee Retirement Income Security Act  IMMIGRATION  462 Naturalization Application  465 Other Immigration Actions | 861 HIA (1395ff) 862 Black Lung (923) 863 DIWC/DIWW (405(g)) 864 SSID Title XVI 865 RSI (405(g)) FEDERAL TAX SUITS 870 Taxes (U.S. Plaintiff or Defendant) 871 IRS—Third Party 26 USC § 7609 | 490 Cable/Sat TV  850 Securities/Commodities/ Exchange  890 Other Statutory Actions  891 Agricultural Acts  893 Environmental Matters  895 Freedom of Information Act  896 Arbitration  899 Administrative Procedure Act/Review or Appeal of Agency Decision  950 Constitutionality of State Statutes |  |  |
|--|---|---|--|---|--|--|
| VI. CAUSE OF ACTION  Cite the U.S. Civil Statute under 28 U.S.C. § 1331  Brief description of cause: Violations of Section Section  VII. REQUESTED IN  CHECK IF THIS IS A  | ons 14(a) and 20(a) of th   | te iurisdictional statutes unless div   | ersity):   |   |  |  |
| COMPLAINT: UNDER RULE 23, Fed  |   | Ι. Ε. Ε.  | JURY DEMAND:   | X Yes No  |  |  |
| IF ANY (See instructions):   |   | DOCKET NUMBER   |  |   |  |  |
| IX. DIVISIONAL ASSIGNMENT (Civil Local Rule 3-2) (Place an "X" in One Box Only) SAN FRANCISCO/OAKLAND SAN JOSE EUREKA-MCKINLEYVILLE  |   |   |  |   |  |  |

**DATE** 06/30/2017

### INSTRUCTIONS FOR ATTORNEYS COMPLETING CIVIL COVER SHEET FORM JS-CAND 44

**Authority For Civil Cover Sheet.** The JS-CAND 44 civil cover sheet and the information contained herein neither replaces nor supplements the filings and service of pleading or other papers as required by law, except as provided by local rules of court. This form, approved in its original form by the Judicial Conference of the United States in September 1974, is required for the Clerk of Court to initiate the civil docket sheet. Consequently, a civil cover sheet is submitted to the Clerk of Court for each civil complaint filed. The attorney filing a case should complete the form as follows:

- **I. a) Plaintiffs-Defendants.** Enter names (last, first, middle initial) of plaintiff and defendant. If the plaintiff or defendant is a government agency, use only the full name or standard abbreviations. If the plaintiff or defendant is an official within a government agency, identify first the agency and then the official, giving both name and title.
  - b) County of Residence. For each civil case filed, except U.S. plaintiff cases, enter the name of the county where the first listed plaintiff resides at the time of filing. In U.S. plaintiff cases, enter the name of the county in which the first listed defendant resides at the time of filing. (NOTE: In land condemnation cases, the county of residence of the "defendant" is the location of the tract of land involved.)
  - c) Attorneys. Enter the firm name, address, telephone number, and attorney of record. If there are several attorneys, list them on an attachment, noting in this section "(see attachment)."
- II. Jurisdiction. The basis of jurisdiction is set forth under Federal Rule of Civil Procedure 8(a), which requires that jurisdictions be shown in pleadings. Place an "X" in one of the boxes. If there is more than one basis of jurisdiction, precedence is given in the order shown below.
  - (1) <u>United States plaintiff</u>. Jurisdiction based on 28 USC §§ 1345 and 1348. Suits by agencies and officers of the United States are included here.
  - (2) United States defendant. When the plaintiff is suing the United States, its officers or agencies, place an "X" in this box.
  - (3) <u>Federal question</u>. This refers to suits under 28 USC § 1331, where jurisdiction arises under the Constitution of the United States, an amendment to the Constitution, an act of Congress or a treaty of the United States. In cases where the U.S. is a party, the U.S. plaintiff or defendant code takes precedence, and box 1 or 2 should be marked.
  - (4) <u>Diversity of citizenship</u>. This refers to suits under 28 USC § 1332, where parties are citizens of different states. When Box 4 is checked, the citizenship of the different parties must be checked. (See Section III below; NOTE: federal question actions take precedence over diversity cases.)
- III. Residence (citizenship) of Principal Parties. This section of the JS-CAND 44 is to be completed if diversity of citizenship was indicated above. Mark this section for each principal party.
- IV. Nature of Suit. Place an "X" in the appropriate box. If the nature of suit cannot be determined, be sure the cause of action, in Section VI below, is sufficient to enable the deputy clerk or the statistical clerk(s) in the Administrative Office to determine the nature of suit. If the cause fits more than one nature of suit, select the most definitive.
- V. Origin. Place an "X" in one of the six boxes.
  - (1) <u>Original Proceedings</u>. Cases originating in the United States district courts.
  - (2) Removed from State Court. Proceedings initiated in state courts may be removed to the district courts under Title 28 USC § 1441. When the petition for removal is granted, check this box.
  - (3) Remanded from Appellate Court. Check this box for cases remanded to the district court for further action. Use the date of remand as the filing date.
  - (4) Reinstated or Reopened. Check this box for cases reinstated or reopened in the district court. Use the reopening date as the filing date.
  - (5) <u>Transferred from Another District</u>. For cases transferred under Title 28 USC § 1404(a). Do not use this for within district transfers or multidistrict litigation transfers.
  - (6) <u>Multidistrict Litigation Transfer</u>. Check this box when a multidistrict case is transferred into the district under authority of Title 28 USC § 1407. When this box is checked, do not check (5) above.
  - (8) Multidistrict Litigation Direct File. Check this box when a multidistrict litigation case is filed in the same district as the Master MDL docket.
  - <u>Please note that there is no Origin Code 7</u>. Origin Code 7 was used for historical records and is no longer relevant due to changes in statute.
- VI. Cause of Action. Report the civil statute directly related to the cause of action and give a brief description of the cause. **Do not cite jurisdictional statutes unless diversity.** Example: U.S. Civil Statute: 47 USC § 553. <u>Brief Description</u>: Unauthorized reception of cable service.
- VII. Requested in Complaint. Class Action. Place an "X" in this box if you are filing a class action under Federal Rule of Civil Procedure 23.
  - <u>Demand</u>. In this space enter the actual dollar amount being demanded or indicate other demand, such as a preliminary injunction.
  - <u>Jury Demand</u>. Check the appropriate box to indicate whether or not a jury is being demanded.
- VIII. Related Cases. This section of the JS-CAND 44 is used to identify related pending cases, if any. If there are related pending cases, insert the docket numbers and the corresponding judge names for such cases.
- **IX. Divisional Assignment.** If the Nature of Suit is under Property Rights or Prisoner Petitions or the matter is a Securities Class Action, leave this section blank. For all other cases, identify the divisional venue according to Civil Local Rule 3-2: "the county in which a substantial part of the events or omissions which give rise to the claim occurred or in which a substantial part of the property that is the subject of the action is situated."
- Date and Attorney Signature. Date and sign the civil cover sheet.

# **ClassAction.org**

This complaint is part of ClassAction.org's searchable class action lawsuit database and can be found in this post: <u>Xactly, Bd. of Directors Facing Securities Lawsuits Over Excalibur Merger</u>