

Quality, Expertise and Thought Leadership

Solver Partnership

- ▶ Establish renewed relationship post T3 acquisition
- ▶ Re-alignment of market position post Microsoft announcement
- ▶ **Leadership hand-off to Abdul Mohamed**

Prophix Partnership

- ▶ Partner of Year 2014 – 2018
- ▶ Prophix boot camp – talent development – 5 hires
- ▶ Industry go-to-market: Construction & Real Estate
- ▶ **Leadership hand-off to Loretta Keyes**

Adaptive Partnership

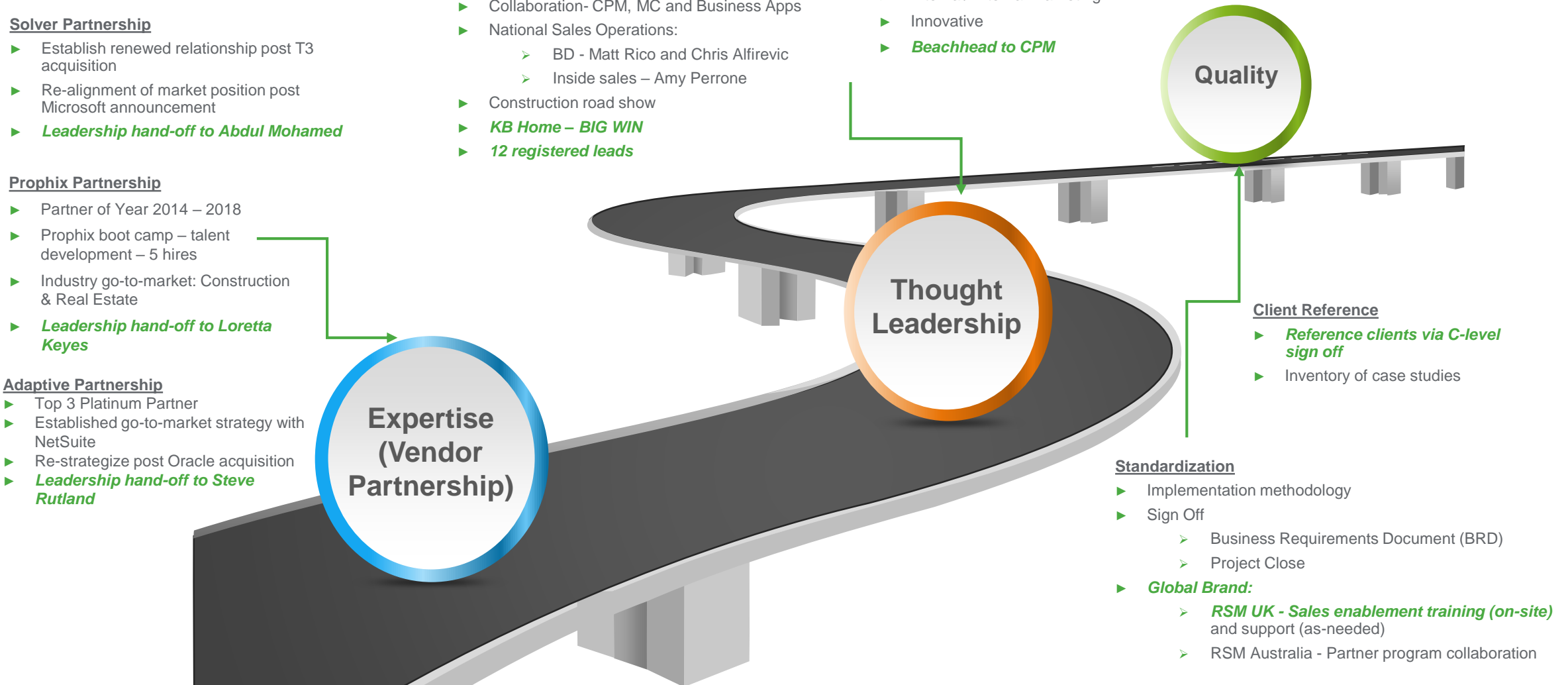
- ▶ Top 3 Platinum Partner
- ▶ Established go-to-market strategy with NetSuite
- ▶ Re-strategize post Oracle acquisition
- ▶ **Leadership hand-off to Steve Rutland**

Construction & Real Estate

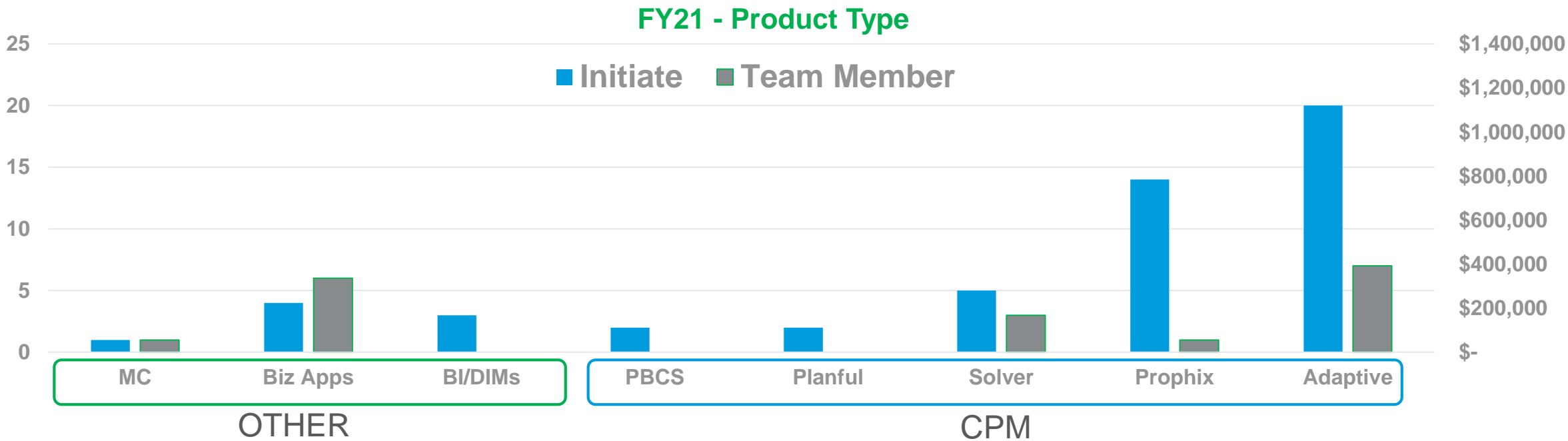
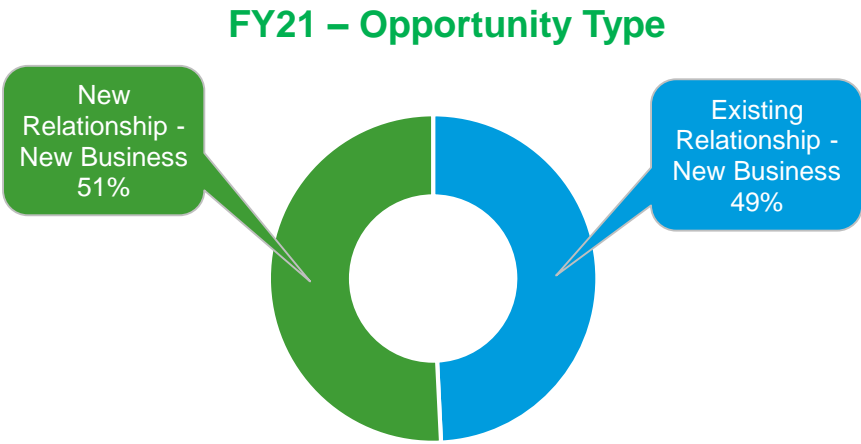
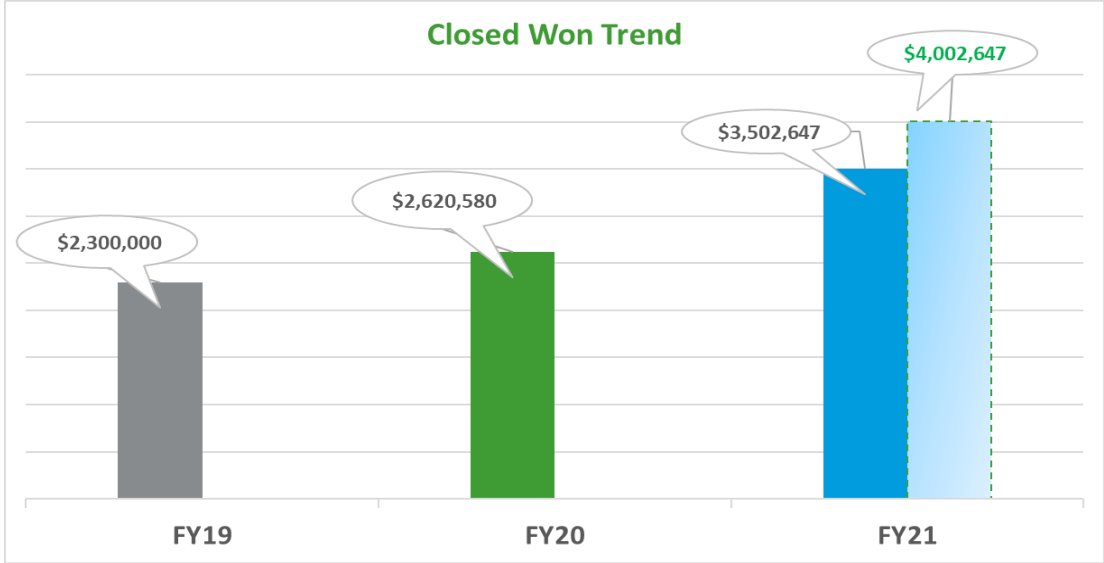
- ▶ Collaboration- CPM, MC and Business Apps
- ▶ National Sales Operations:
 - BD - Matt Rico and Chris Alfirovic
 - Inside sales – Amy Perrone
- ▶ Construction road show
- ▶ **KB Home – BIG WIN**
- ▶ **12 registered leads**

FASTT

- ▶ Internal/External marketing
- ▶ Innovative
- ▶ **Beachhead to CPM**



Financial Growth

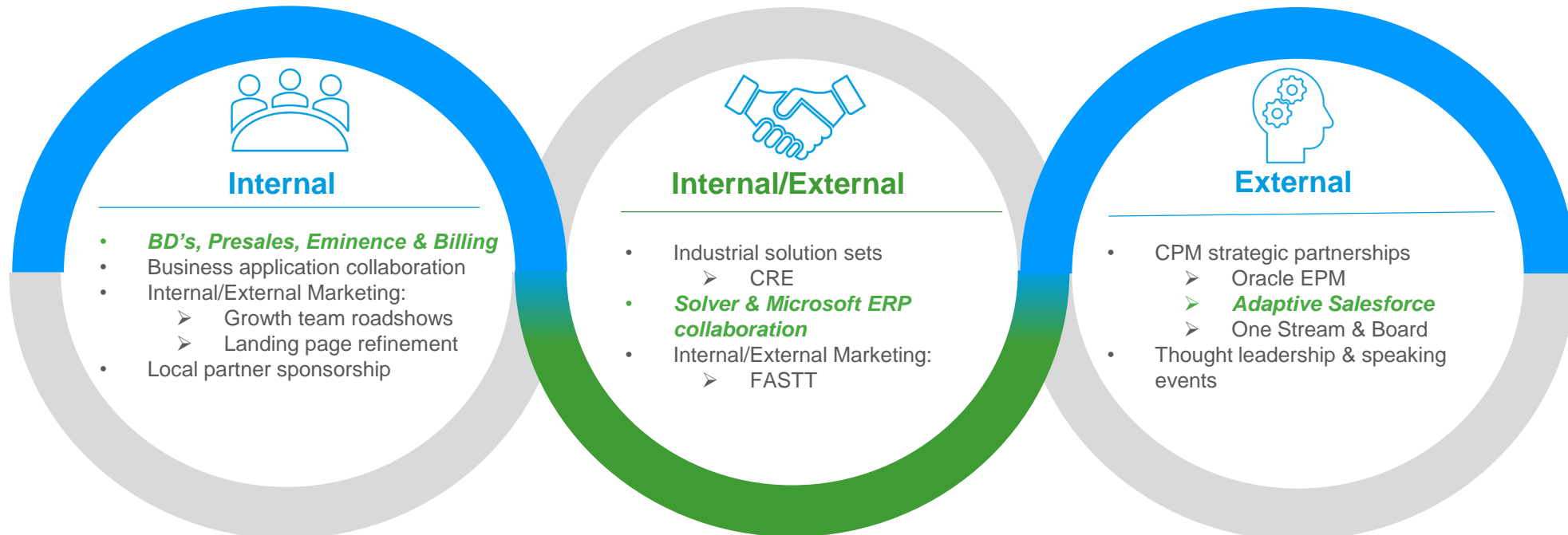


Growth Metrics

Metric	FY21 YTD	FY20 Year-End
Relationship Lead	\$537,477	\$476,477
Functional Lead	\$1,048,436	\$642,865
Project Lead	\$1,338,342	\$1,297,144
Charge Hours	271	609
Total Managed Net Rev	\$2,452,711	\$1,832,144

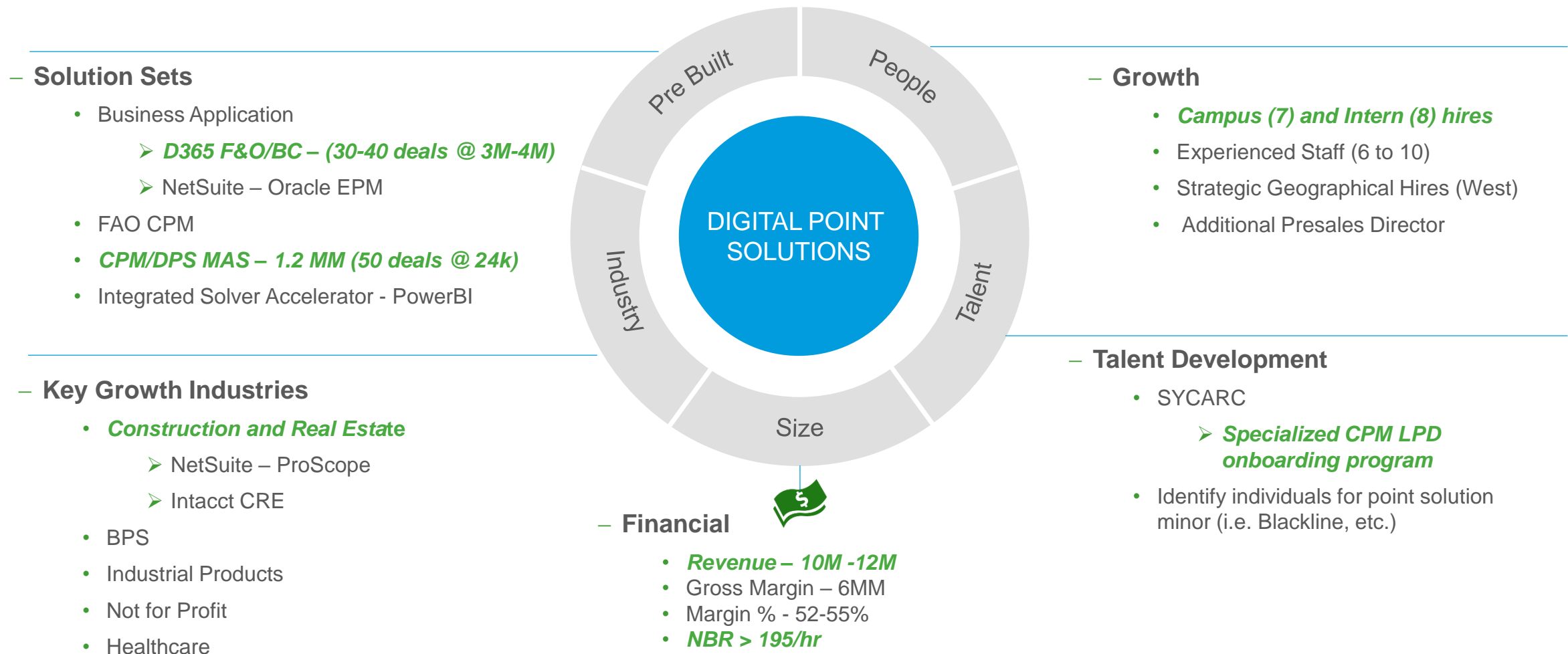
Contribution to Success

Month	Billing %	Collection %
May	291.90%	58.40%
June	100.00%	150.05%
July	100.00%	260.65%
August	1754.35%	100.00%
September	100.00%	286.74%
October	100.00%	56.79%
November	100.00%	75.49%
December	100.00%	124.85%
January	100.00%	155.38%
February	100.00%	28.62%
March	100.00%	17.12%



FY22 and Beyond...

Vision: Now that our foundation and structure have been established.....



Questions

1. Position for enterprise success - client delivery
 - As the firm continues to focus on expanding into Enterprise accounts, what are we doing or have done to position ourselves to be successful
 - Examples: KB Home (5B+ Revenue) or Auth0 (Acquired by Okta)
2. Integrated Delivery
 - With ERP and alignment of various ERP agnostic solutions, how can we integrate sooner for a more holistic solution?
 - Examples: Abode Services (MC/CPM/Intacct) and Auth0
3. What are the 2-3 most important things I can do to help the achieve the firms' Vision 2022 strategy?