SpringML

Rewind 2022

Another year of **Simplifying Complexity!**

salesforce   snowflake®

SpringML

SEE YOU IN 2023!

We bring Data, Cloud, and our accelerators together to unlock data-driven insights and automation

www.springml.com

Leadership Message

> 2022 has been an event-packed year! I'd like to start by thanking all our customers and colleagues for stepping up and going the extra mile. Organizations are accelerating their business decisions with data and increasing trust among their teams with transparency. With Salesforce Genie, Customer 360, Data Analytics, and Revenue Intelligence coming into the picture, SpringML has delivered data-driven journeys to its customers by enabling them with services to help strategize and plan better for their next steps.
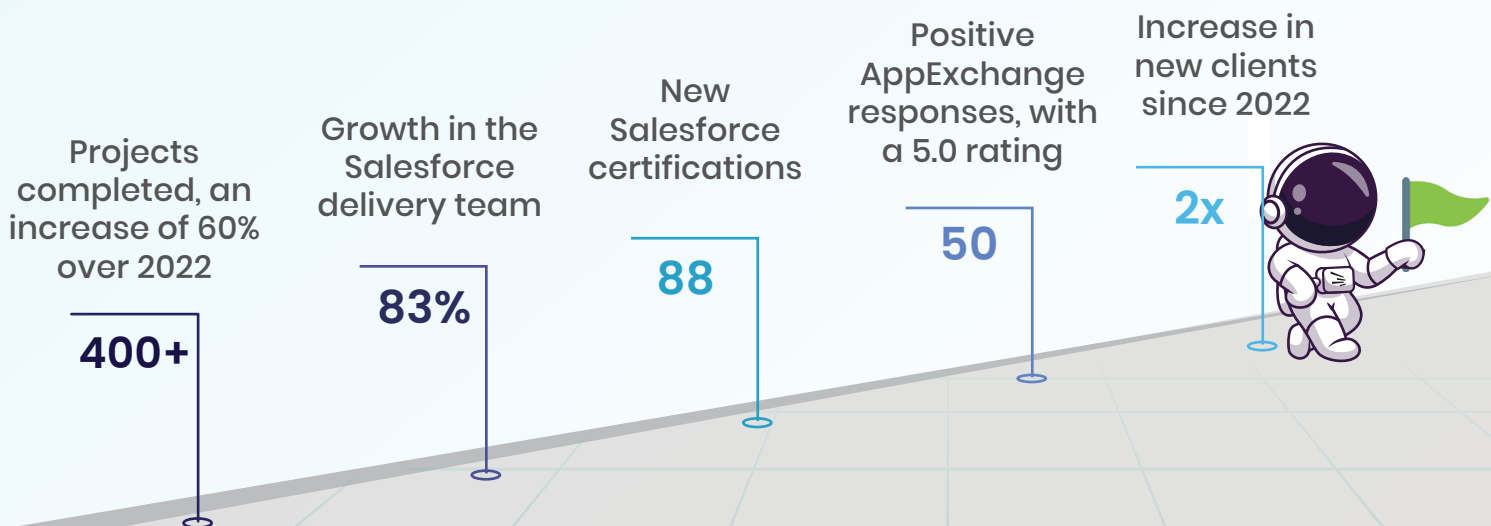>
> As we return back to in-person events, it makes me so happy that we got to meet our partners and old friends. While we look back at what an interesting year 2022 has been, we think 2023 promises to be a year of great opportunities and innovative solutions. SpringML will continue to support organizations to navigate through various challenges and also make their digital journey fruitful!

Charles Landry
Chief Executive Officer,
SpringML

Our milestones together in 2022

Projects completed, an increase of 60% over 2022
400+

Growth in the Salesforce delivery team
83%

New Salesforce certifications
88

Positive AppExchange responses, with a 5.0 rating
50

**Increase in new clients since 2022**
2x

Big Announcement

▶▶ **SpringMLers foster positive and supportive skills in the Salesforce community**

SpringML achieved the highest tier of distinction within the Salesforce Partner program.

salesforce
SUMMIT PARTNER

▶▶ **Meet the 2022 Tableau Ambassadors for SpringML**

Our power users of native analytics and AI solutions in Salesforce
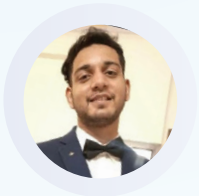
Amitesh Patara   **Robert Anderson**   **Asmita Mohanta**

TABLEAU
T
AMBASSADOR

▶▶ **New Beginnings at our Hyderabad office in India**

The vibrant expanse of SpringML's new space reiterates our vision for exponential growth in India! Learn more about our New Beginnings at our Hyderabad office in India.

Read More →

Watch Now →

Press Release

SpringML partners With Turo to accelerate growth using Salesforce analytics

Read More ⟫

SpringML announce their **advanced forecasting solutions at the Snowflake Summit 2022**

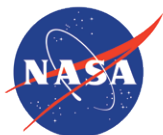Read More ⟫

Customer Testimonial

" The SpringML team did a great job in helping us implement Einstein analytics. We implemented several models and deployed some of them to provide our team members with opportunity scoring (probability of winning deals) based on several variables that we collect in our SFDC opportunity module. The team also helped us understand how we could get more out of the application with some data and model enrichment.

Celanese
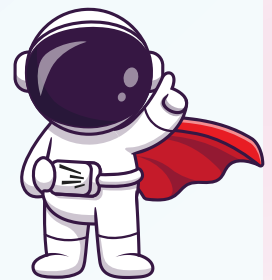
" SpringML was chosen to help us understand and utilize Salesforce to its full capacity and meet our harrowing deadline.

WORLD VIEW

Top Wins

imprivata®

TURO

AT&T

NASA

United Healthcare

Mitel®

metrc

S&G Labs
HAWAII, LLC

Celanese

Social Studies
SCHOOL SERVICE

BigPanda

Dale Carnegie

WORLD VIEW™

DIVERSANT.

sysdig

" We fundamentally believe that access to data insights empowers our team and our customers to make data-driven decisions more quickly. CRM Analytics is a game changer. To make this all possible, SpringML has been a great partner. What might have taken us the better part of a year to do ourselves, SpringML has enabled us to do in months. Thanks to SpringML, we can accelerate our vision to share more insights and extract more value from our data.

TURO

" SpringML's participation at Snowflake Summit exemplifies its commitment to Snowflake as a trusted partner. Its broad experience helping organizations navigate a data-driven transformation journey and their expertise in analytics and machine-learning are what make SpringML a natural fit for our joint customers. We are excited about continuing the momentum we've built while developing these trusted relationships

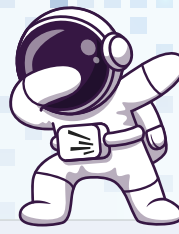Katie Ecklund,
Sr. Director of Partner Sales – America

snowflake

Events of the Year

TABLEAU CONFERENCE

SpringML is proud to be a **Platinum Sponsor**

We explored Data Visualization and AI-powered data storytelling with the **#DataFam** at TC22.

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SpringML's takeaways from the snowflake SUMMIT 2022

We break down the key highlights on advancements, solutions, transformations, Apache Iceberg, and announcements made at the Snowflake Summit.

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dreamforce 20 Years

Key Takeaways

Learn how you can enable your organization to forecast better, plan the next steps, and take the edge with **Salesforce Genie!**

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Webinars

Insightful discussions we have had across the year!

SpringML — **salesforce**

Digital Transformation for the Patient Lifecycle

A Response to Industry Trends and Challenges

Jeff Stafford
CEO, UnitedHealthcare Nebraska

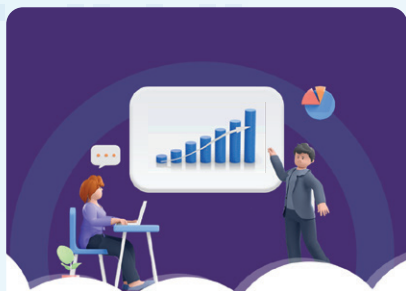**Sindhu Pandit, MD**
Global Healthcare, HLS, Salesforce
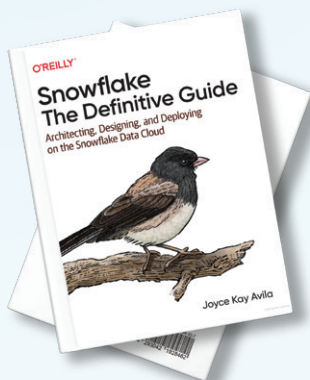
Tom Starling
Account Director, SpringML

Watch Now ⟫

Top Resources

Revenue Intelligence
Visit our website to learn how we are a preferred partner for Salesforce RI Quick Starts!

Know More ⊗

Snowflake: The Definitive Guide by Joyce Kay Avila
The book explores how Snowflake users can build modern integrated data applications and develop new revenue streams based on data.

Read More ⊗

DevOps on Snowflake
In this whitepaper we deep dive into the 'schemachange' tool, Streamlining DCM CI/CD workflows, GitHub Actions, and more.

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Revenue Intelligence and ROI:
Achieving Best Practices in Forecasting

Michael Knowles
Senior Executive, SpringML

Ahmed Megahed
Director of Cloud Solution Alliances, Salesforce

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Data for the Clinical Journey:
Pairing Analytics with Health Cloud for Data-Driven Success

Tom Starling
Account Director, SpringML

Matthew Rothman
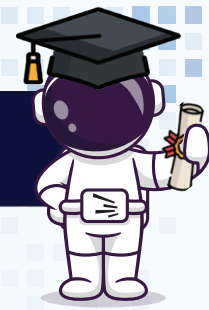Senior Account Manager, SpringML

Eugenia Akati
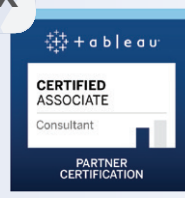Senior Consultant, SpringML
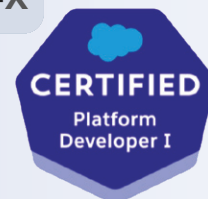
Watch Now ⊗

Team Certifications

21x CERTIFIED Administrator	**19x** CERTIFIED Tableau CRM and Einstein Discovery Consultant	**6x** tableau CERTIFIED ASSOCIATE Consultant PARTNER CERTIFICATION	**5x** CERTIFIED Business Analyst
5x CERTIFIED Sales Cloud Consultant	**5x** CERTIFIED Pardot Specialist	**4x** ACCREDITED Einstein Prediction Builder	**4x** CERTIFIED Platform Developer I
3x CERTIFIED Experience Cloud Consultant	**3x** CERTIFIED Service Cloud Consultant	**2x** CERTIFIED CPQ Specialist	**2x** CERTIFIED JavaScript Developer I
2x CERTIFIED Platform App Builder	**1x** alteryx DESIGNER CORE CERTIFIED	**1x** ACCREDITED Health Cloud	**1x** ACCREDITED Einstein Discovery
1x tableau CERTIFIED ASSOCIATE Architect PARTNER CERTIFICATION	**1x** CERTIFIED Administrator	**1x** CERTIFIED Marketing Cloud Administrator	**16x** SNOWPRO CERTIFICATION CORE

8x snowflake PARTNER NETWORK SALES PRO ACCREDITATION	**8x** snowflake PARTNER NETWORK TECHNICAL SALES PRO ACCREDITATION	**2x** SNOWPRO CERTIFICATION DATA ENGINEER ADVANCED

Fun
Meet-ups