First Call Deck

September 2023

INTERNAL ONLY
CONFIDENTIAL

Contents

- Enable Consulting Overview
- Consulting Practice and Solutions
- Customer Success and Case Studies
- Next Steps

Enable Consulting Leadership Team

Joe Cellucci, CEO
LinkedIn

Ed Camarota, COO
LinkendIn

Sherry French, Chief Architect / EVP Delivery
LinkedIn

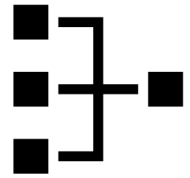
Matt Wallock, CRO
LinkedIn

Enable Consulting Overview

A Systems Engineering Consultancy that Specializes in CRM

Customer Relationship Management

Digital Transformation



Systems Engineering

salesforce

Microsoft

What We Do

Boutique consulting with proven experience in the Salesforce and Microsoft ecosystems, in addition to custom solutions

CRM

- Product Implementations
- Lead-to-Cash Processes
  - Marketing
  - Sales & Maps
  - CPQ
- Service Transformation
  - Service
  - Contact/Call Centers
  - Field Service
  - RMA
- CRM as a Platform
- eCommerce
- Analytics and AI

Consulting

- Enterprise Architecture
- Systems Analysis
- Quick Starts and Assessments
- Business Requirements
- Program/Project Management
- Project Delivery
- System Integration
- Competency Enrichment
- Change Management
- Training

System Engineering

- Architecture and Design
- Development – Web & Mobile
- Cloud Platforms
- Platform and App Integration
- Reporting and Analytics
- Migrations and Data Conversion
- Support and Maintenance Services

Industry Experience and Focus

- Healthcare, Medical Devices, & Life Sciences
- Energy & Utilities
- Manufacturing
- Media
- Non-profit
- Technology
- Communications
- Financial Services

Salesforce Consulting Practice

Building Cost Effective, High-Quality Solutions, Tailored to your Business

Local consulting with global reach and access as a Prolifics Company

- 20 years of experience
- 120-person team global team with a focus in North America and offshore offices in India
- 1,000+ overall projects
- 200+ Salesforce implementations
- 50+ certifications
- Experts in complex system integration

No project too small or too large for our team

Expert focus on complex solutions and integration

- Lead-to-Cash
- CPQ
- Field Service
- RMA

Strong industry experience

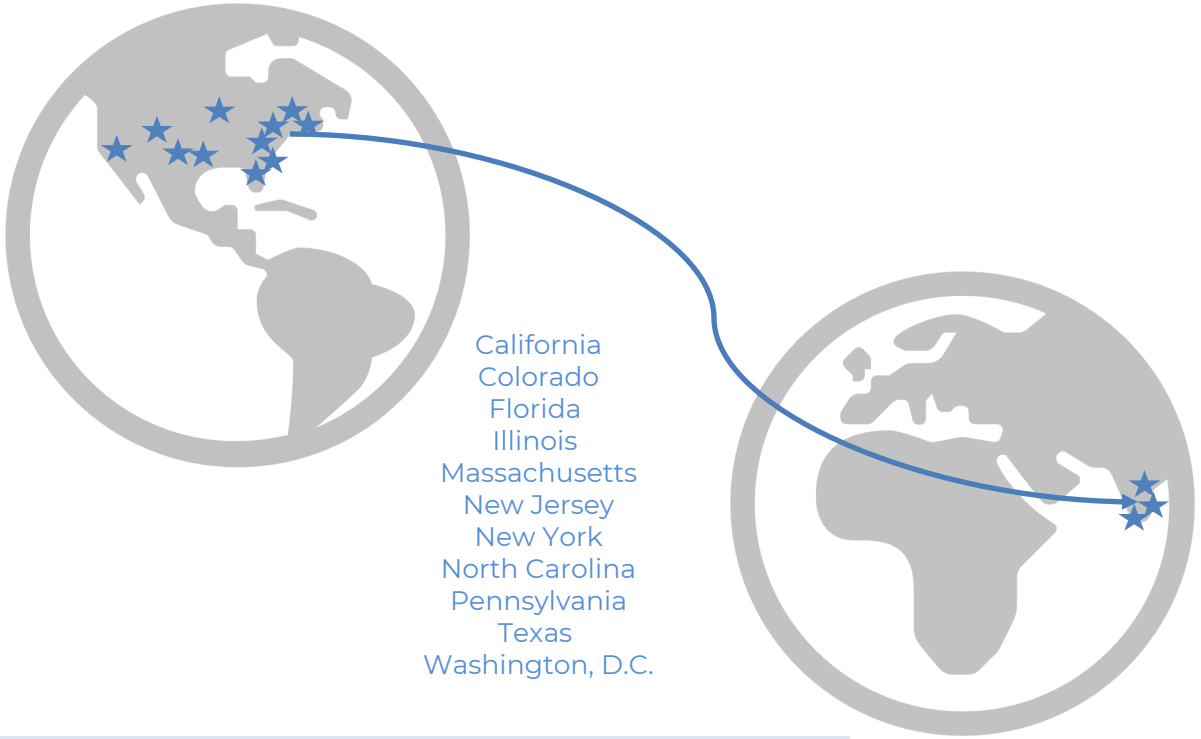
- Healthcare & Life Sciences
- Manufacturing
- Non-profit
- Energy & Utilities
- Financial Services

People and Locations

Solutions Delivered by Hybrid Teams

Local Consulting. Global Delivery.

- Projects led by US-based, client facing onshore team
- Our offshore team's experience and capacity allows us to meet project demands
- High-quality solutions resulting from leadership and experience
- Flexible delivery model – Agile, Hybrid Agile, and Waterfall



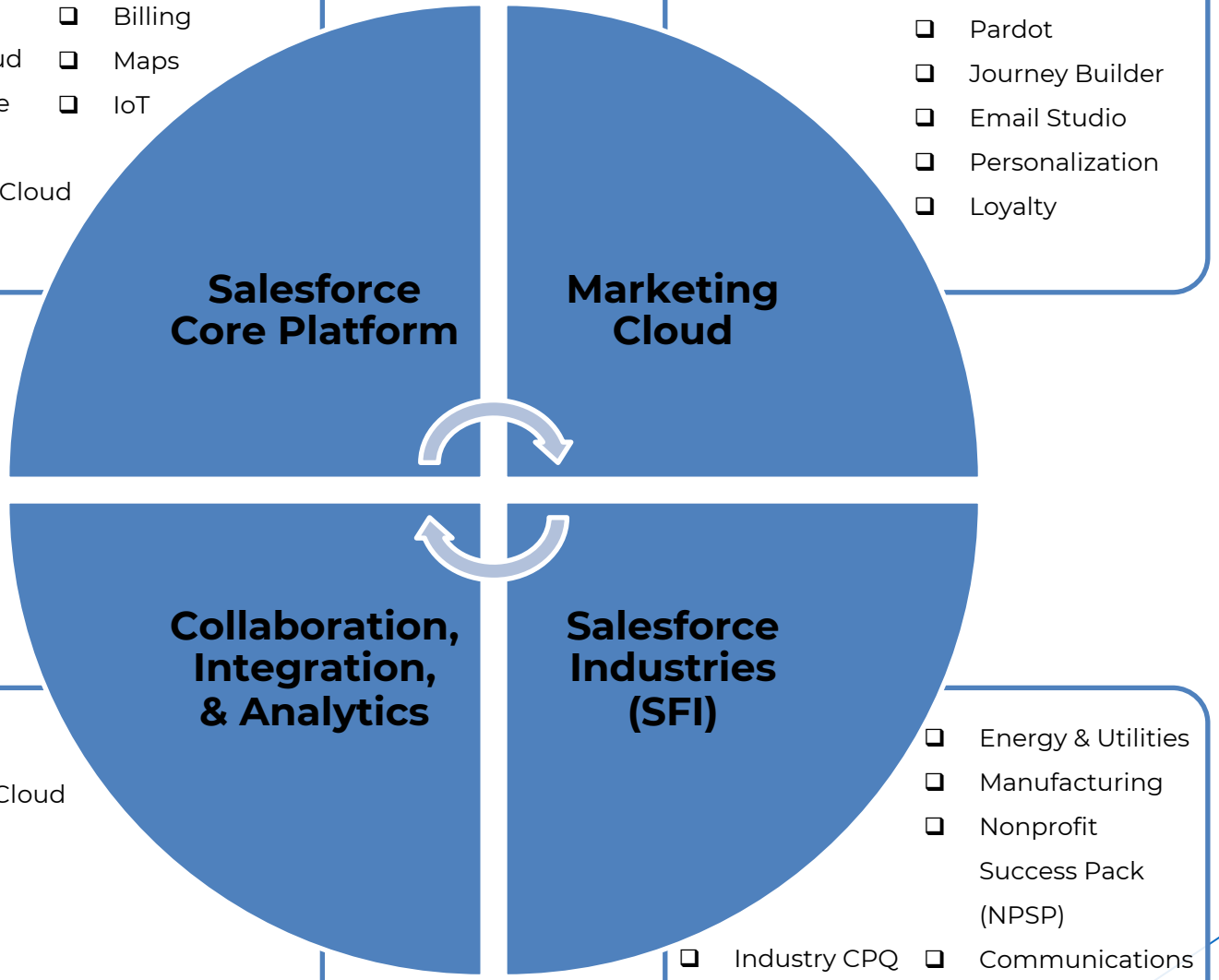
California
Colorado
Florida
Illinois
Massachusetts
New Jersey
New York
North Carolina
Pennsylvania
Texas
Washington, D.C.

Bengaluru
Hyderabad
Kochi

The Results

- Local engagement with global delivery
- Offshore delivery with a cost efficient, time sensitive approach
- Unwavering attention to quality

Salesforce Clouds



- Customer 360
- Sales Cloud
- Service Cloud
- Field Service
- Platform
- Experience Cloud (Communities)
- CPQ
- Billing
- Maps
- IoT

- Data Cloud
- Pardot
- Journey Builder
- Email Studio
- Personalization
- Loyalty

- Slack
- Analytics Cloud
- Tableau
- MuleSoft

- Energy & Utilities
- Manufacturing
- Nonprofit Success Pack (NPSP)
- Communications
- Industry CPQ
- Consumer Goods

Solutions and Service Offerings

Solution and Value-Based Selling

Workshops & Quick Starts

- Assessments
- Quick Start(s)
- Discovery Workshops
- Roadmaps & Blueprints

Business Process & Reusable Use Cases

- Marketing Cloud
- Experience Cloud
- Distributor Portal
- RMA
- Warranty Management

Industry Clouds & Product Focus

- Energy & Utility Cloud
- Manufacturing Cloud
- Non-profit Cloud
- CPQ
- Pardot
- Field Service
- Slack/Collaboration

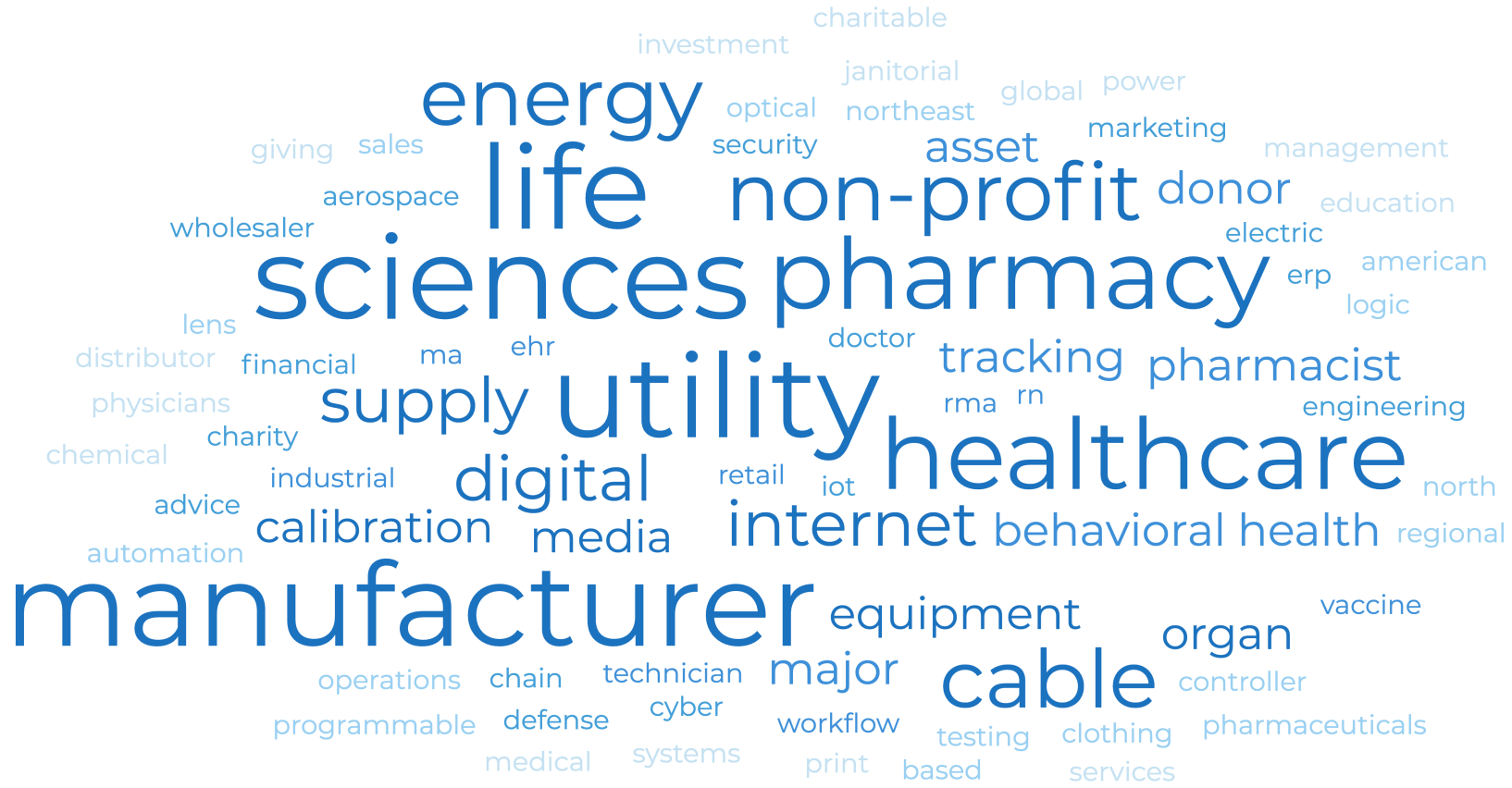
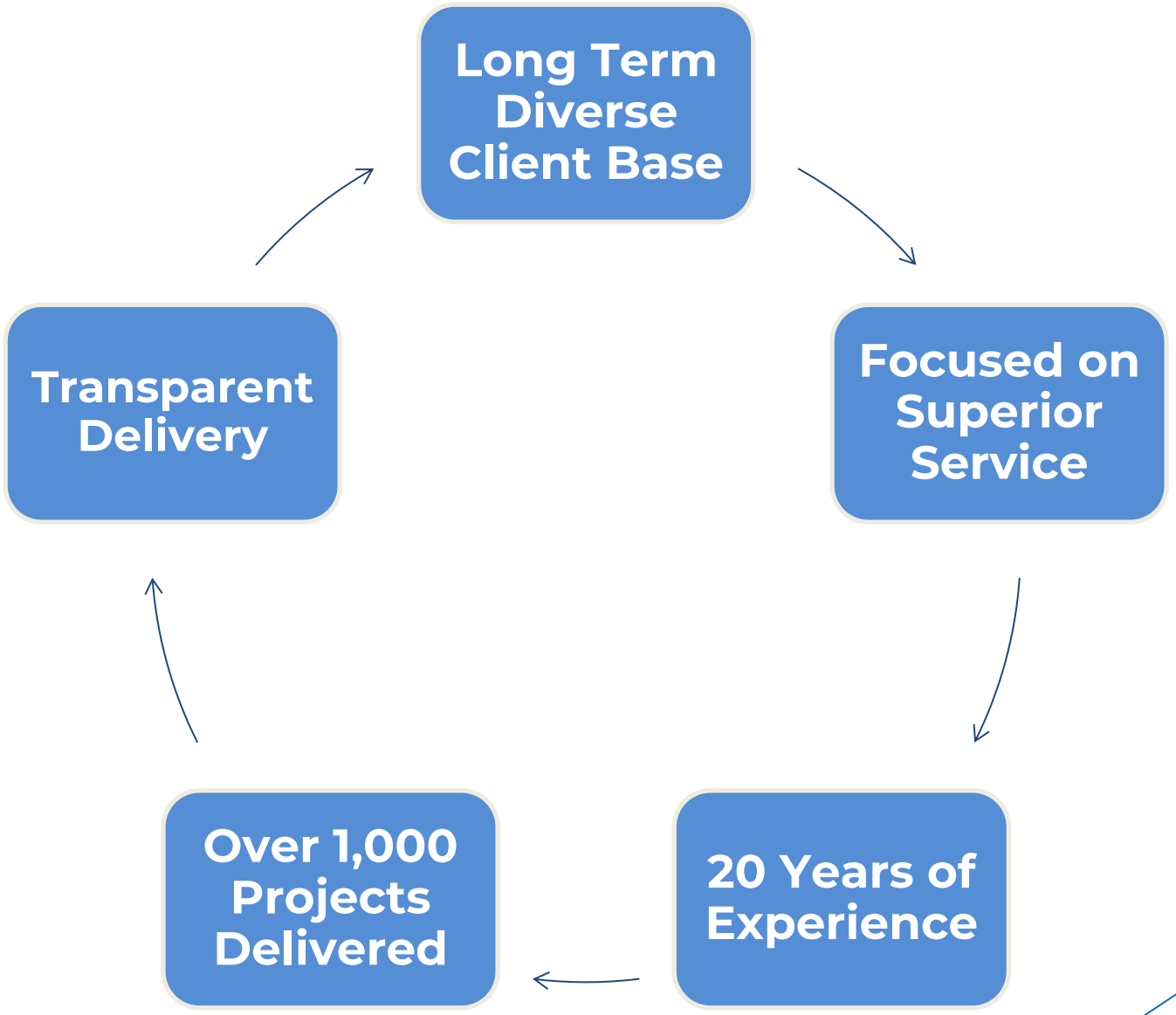
Platforming Applications, Implementations & Integration

- Lightning Application Dev
- Heroku & AWS
- MuleSoft
- DevOps, CI/CD & Test Automation

AI and Analytics

- Salesforce Data Cloud
- IoT
- Einstein Intelligence
- Tableau

End-to-End Digital Business Transformation Solutions


charitable
investment
janitorial
energy
optical
northeast
global
power
giving
sales
security
asset
marketing
management
life
non-profit
donor
aerospace
education
wholesaler
electric
sciences
pharmacy
erp
american
logic
lens
doctor
distributor
financial
ma
ehr
tracking
pharmacist
supply
utility
rma
rn
engineering
physicians
charity
chemical
healthcare
digital
retail
iot
industrial
north
advice
internet
behavioral health
calibration
media
regional
automation
manufacturer
equipment
vaccine
organ
operations
chain
technician
major
cable
controller
cyber
programmable
defense
workflow
testing
clothing
pharmaceuticals
medical
systems
print
based
services

The Enable Consulting Advantage