



# Statement of Work Supplement

**Onboard: Salesloft Testing Environment  
Setup Services**

## Summary

This is an addendum which supplements a Professional Services package offered by Salesloft with additional testing environment configuration Professional Services, as shown below.

## Scope

### Testing Environment Configuration

A dedicated Salesloft consultant will configure the Salesloft Testing Environment to mimic the existing production environment. Configuration includes:

- CRM field mappings
- Stages
- Account Management
- Salesforce Connector
- Automation Rules
- Disposition and Sentiments
- Email Settings

Configuration is limited to a maximum of one hundred (100 fields) across the Activity, Opportunity, Account, Lead and Contact object. Configuration is limited to a maximum of twenty (20) automation rules.

## Services Out of Scope

The following services are considered **out of scope** and will not be delivered by Salesloft under this SOW.

- Implementation, re-implementation or onboarding for a new or expanded Customer team.
- Sales strategy, and cadence design
- Salesforce advisory services not directly related to the provisioning and use of Salesloft features.
- Writing, troubleshooting or configuration of any custom code (e.g. Apex, API, Visualforce) or performance of other custom development.

- Migration of content from existing Salesloft instance to new

## Project Assumptions

This Appendix B-1 is subject to the same Project Assumptions (including Customer Cooperation requirements) as the underlying SOW.

The Professional Services covered by this Appendix B-1 shall be performed remotely, unless mutually agreed upon otherwise in writing.

All Professional Services will be delivered in English, and during US and/or UK time zone standard working hours.