



Statement of Work Supplement

Onboard: Additional Training Group

Summary

This is an addendum which supplements a Professional Services package offered by Salesloft with additional training and enablement Professional Services, as shown below.

Plan

User Workflow Discovery Audit

Ideal Attendees: Manager, 1-2 users (1 role per session) (optional)

The following tasks will be completed during this virtual, 1-hour workshop.

- Review Customer's strategic objectives for the use of Salesloft.
- Review current sales processes, related touchpoints, technologies and data sources.
- Identify Customer's main focus for cadences

Enablement Review Workshop

Ideal Attendees: Sales Enablement, Project Lead(s)

The following topics will be covered during this virtual, 30 minute workshop.

- Identify specific topics for user training sessions
- Prepare custom user training agenda including initial login, site navigation, process overview, and features to be covered.

Deploy

Deploy Workshops: End-User Training - Fundamentals & Advanced

Ideal Attendees: End users for specific role(s)

The menu below provides examples of topics that can be covered during the virtual workshops. This consists of a 1-hour virtual session for Fundamentals training and a 1-hour virtual session of Advanced training workshops.

Training workshops are capped at 30 users each.

You will work with your consultant to determine what should be covered in each training and how it should be covered with your users.

- Salesloft Introduction
- Salesloft Dashboard
- Template Creation
- Snippet Creation
- Cadence Creation
- Personal Settings
- How to Import (based on use case) and properly add people to cadences using best practices.
- Executing steps determined by use case
- Salesloft Best Practices
- Deals
- Conversations
- Salesloft Integrations
- Scenario-based motions
- Ad Hoc Engagement

Deploy Workshop: Team Q&A

The following topics will be covered during this virtual, 1-hour Q&A workshop. It is intended for Customer's Salesloft end-users (e.g. the sales team) and Administrators.

- Open forum discussion on best practices, workflows and any necessary troubleshooting.
- Review overall health of CRM settings, if applicable.

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.

If the Additional Training Group is purchased with an Onboarding project statement of work, the timeline of this engagement will align with the timeline of the contracted Onboarding project plus an additional two (2) weeks. If this SOW is purchased without an Onboarding project to accompany this Additional Training Group scope, the timeline of this SOW will be four (4) weeks.