



GOLD
CLOUD ALLIANCE
PARTNER

ENABLEPATH

CORPORATE
OVERVIEW

TO THE CLOUD

Tap into your team. Tap into your customers. Tap into your potential.

At EnablePath, we are more than Cloud consultants; we are a team of business professionals with a proven ability to harness the Cloud, turning data into relationships and business growth. In the fast-paced world of mobile technology, where consumer behavior is driving Cloud strategy, Salesforce.com continues to innovate and adapt. EnablePath is on the frontline of this innovation, helping our customers understand and leverage the Cloud to succeed in their markets.

Fast Facts:

- › Salesforce.com GOLD Cloud Alliance Partner
- › Founded in 2006, with an average 65% growth rate year over year since inception
- › 800+ clients and 2,000+ successful engagements
- › Strong management team led by former business owners, F500 executives, all former salesforce.com customers
- › Experienced consulting team that understands business process and technology integration
- › Based in the Southeast, supporting clients domestically and internationally with customers in 30 states and 6 countries
- › Exclusively focused on the salesforce.com product suite and ecosystem, does not represent competing CRM applications
- › Salesforce.com Certified consultants and developers representing 67+ certifications and over 2500+ projects collectively
- › Strong relationships with key ecosystem partners for 360° Cloud stack transition capabilities

Core Values:

- › We believe the **customer** should be at the center of our universe and their needs should constantly drive our decisions and priorities.
- › We believe **high-quality** can be consistently achieved; we are all responsible for responding quickly, managing client expectations and focusing on results.
- › We believe **our team** is our most important asset; we are all responsible for finding, developing, and supporting talent.
- › We believe **continuous improvement** promotes sustainability; we are all responsible for proactively improving our own skills and processes to increase productivity.
- › We believe **fiscal responsibility** promotes profitable growth; we are all responsible for growing revenue and managing costs.

EnablePath Cloud Services:

Cloud Strategy & Transition Consulting Business Process/Productivity Consulting Salesforce.com Implementation Services:

- › Sales Cloud
- › Service Cloud
- › Marketing Cloud
- › Legacy Data Migration
- › Data/ERP Integration
- › Custom Development
- › VisualForce/APEX
- › Customer & Partner Portals
- › Site.com
- › Work.com
- › Database.com
- › Mobile App Development
- › Touch Platform
- › Onsite/Remote Training
- › AppExchange Product Expertise

Salesforce.com Managed Services:

- › Implementation Support
- › Administration/Configuration
- › Development
- › Data Services
- › End User Training

Ancillary/Supporting Platforms:

- › Google
- › Amazon

Salesforce.com Certifications

› Administrator	24
› Sales Cloud	13
› Service Cloud	10
› Developer	19
› Advanced Developer	1
Total	67





Representative Customer List by Industry of our 800+ customer base.

<p>Financial Services</p>	<p>Services</p>	<p>High Tech</p>	<p>Healthcare & Life Sciences</p>	<p>Hospitality</p>
<p>Construction & Real Estate</p>	<p>Media & Advertising</p>	<p>Utilities</p>	<p>Manufacturing</p>	<p>Other</p>

Customer Satisfaction Means Everything:

Number one on EnablePath's published Core Values Statement is this - "We believe the customer should be at the center of our universe and their needs should constantly drive our decisions and priorities." To us, these aren't just words. We live this everyday, constantly attuned to our customer's feelings around effective solution design, project progress, overall performance and, above all, how well we are communicating and managing expectations.

Our consultants and delivery personnel are compensated in part by how satisfied our clients are with project results. At the completion of every project, we ask for feedback to ensure that we are taking appropriate steps to monitor and improve our performance. On a survey scale of 1-5, we are proud to maintain an average satisfaction rating of 4.8/5.0. However, at EnablePath, we will continue to strive for a perfect 5.0!

"Enablepath got us on the right path. Our company was to the point of ditching Salesforce. You took the time to understand our needs and identified our frustrations. You have gotten our program off the ground now. Our company was in the middle of one of the largest acquisitions we had ever undertaken, with new personnel coming on board, changing rolls. You guys embraced our opportunity!"

Kenny R. Fuquea - Santek Waste Services

Our Solution Partners:

- › Marketo
- › Pervasive
- › AppExtremes
- › SpringCM
- › Accounting Seed
- › DocuSign
- › Zuora
- › AppBuddy
- › Jitterbit
- › Act-On
- › Informatica
- › GoodData
- › CRM Fusion
- › Vertical Response



ENABLEPATH

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About EnablePath:

EnablePath is your partner in the cloud. We are a leader in cloud based consulting and a trusted Salesforce.com GOLD Cloud Alliance Partner. Over the years, we've enabled hundreds of clients to rise above the competition. Working with organizations, ranging from healthcare providers to manufacturers, EnablePath has crafted industry specific solutions in over 2,000 unique CRM projects.