

# CERTEMY<sup>®</sup> Corporate Resume



## Locations

- West Coast office and corporate headquarters in Los Angeles, California
- East Coast offices in New Jersey and Florida



## Department Contacts

- Customer Support — (866) 907-4088 or support@certemy.com
- Sales — (866) 883-4207 or sales@certemy.com
- Accounting — (714) 803-3667 or accounting@certemy.com



## Years in Business

- Founded 2017



## Funding

- Privately-held
- Backed by Tippet Venture Partners, part of Sutter Hill Ventures, one of the oldest and most prestigious venture capital firms in Silicon Valley



## Leadership

- Zorik Gordon, CEO
- Oleg Shvarts, President
- Shawn Cantor, Chief Operating Officer
- Michael Kline, Chief Financial Officer
- Malcolm Lewis, Chief Marketing Officer



## Employees

- 25+ across Customer Success, Product Development, Sales, and Marketing



## Industry Affiliations

- Institute for Credentialing Excellence (ICE)
- The Council on Licensure, Enforcement and Regulation (CLEAR)
- Federation of Associations of Regulatory Boards (FARB)
- Association of Test Publishers (ATP)



## Target Markets

- North America
- State occupational licensing boards, National regulatory bodies, Professional certification boards, Employers of credentialed professionals



## Customers

- 70+ throughout the United States and Canada
- Our smallest customer manages 200 credentialed professionals
- Our largest customer manages 124,000 credentialed professionals



## Product

- Software-as-a-Service (SaaS) credentialing and compliance management platform



## Pricing

- Predictable all-in-one annual software licensing subscription
  - Includes implementation, training, and support
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## Core Modules

- Workflow automation
  - Database management
  - Document management
  - Digital candidate application/enrollment
  - Continuing Education (CE) management, including CE Marketplace
  - Computer-based testing (CBT) integrations
  - Association Management Software (AMS) integrations
  - Learning Management Systems (LMS) integrations
  - Electronic signatures and attestation
  - Public registry
  - Reporting
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## Problems We Solve

- Processing paper applications
  - Repetitive phone calls and emails from applicants and licensees
  - Printing and mailing licensure cards and specialty certificates
  - Inability for licensees to track renewal deadlines and CE certificates
  - Manually auditing licensees and tracking compliance with CE requirements
  - Dependence on mail to receive payments and applicant information
  - Inability for licensees to easily update contact information
  - Manually updating the public registry/roster of licensees on the board website
  - No common system of record to track communication and information submissions
  - Difficulty responding to report requests from board members or state officials
  - Wasted time compiling mailing lists and processing verification requests
  - Endless inquiries seeking approved CE providers and courses to meet board requirements
  - Difficulty facilitating effective communication between supervisors and supervisees
  - Inability to access applicant and licensee information away from the board office
  - No mobile-friendly access to board forms, applications, or requirements
  - Managing information via email and other unsecured platforms
  - Difficulty sharing licensing data and documents with other systems and regulatory entities
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## What Sets Us Apart

- Regulatory and certification industry expertise
  - Lowest cost of ownership with predictable all-in-one pricing
  - Simple, mobile-friendly user experience
  - All-in-one platform for every aspect of credential processing and enforcement
  - Rapid deployment in as little as 30 days
  - Ability to change workflows in minutes without programming or change fees
  - Industrial strength data security and privacy
  - Out-of-the-box integrations with websites and complementary systems
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*"Certemy allowed us to reduce our admin costs by 50% while growing revenues by 30%.  
The software has already paid for itself."*

Van Burnham, Executive Director, MHACBO