

CERTEMY[®] 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
- Professional certification boards, State occupational licensing boards, National regulatory bodies, 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
-



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
-



Problems We Solve

- Processing paper applications
 - Repetitive phone calls and emails from applicants and certificants
 - Printing and mailing certificates
 - Inability for certificants to track renewal deadlines and CE certificates
 - Manually auditing certificants and tracking compliance with CE requirements
 - Dependence on mail to receive payments and applicant information
 - Inability for certificants to easily update contact information
 - Manually updating the public registry/roster of certificants 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 certificant 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 certification data and documents with other systems and regulatory entities
-



What Sets Us Apart

- Certification and regulatory 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
-

*"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