

**We provide a unique set of next generation solutions that turn Office 365 into a Digital Workplace. Our solutions drive Office 365 ROI.**

- ✓ Started in 2012
- ✓ Microsoft ISV Partner, CityNext Partner, Cloud Solution Partner
- ✓ Over 1,200 installations worldwide
- ✓ Only Integrated Workplace Suite available on Office 365



## **ORGANIZATION**

- ✓ Strong financial position
- ✓ Experienced Owners (70 yrs combined exp)
- ✓ Located in Northern CA
- ✓ 25-30 Employees
- ✓ 20 Partners worldwide
- ✓ Deep SharePoint/MS Cloud experience

# INTRODUCTION TO SP MARKETPLACE



**SP Marketplace** started business in 2012 with the introduction of Microsoft's Cloud offerings. Our leaders, who themselves built successful businesses, experienced the challenges of a chaotic internal business infrastructure, saw that Office 365 was more than MS Office in the cloud, but rather a next generation business platform that could transform the way business is done. They seized upon the opportunity and built new collaborative business applications which span most business functions, using Office 365 and SharePoint. The result is a unique out-of-the-box business suite which delivers a true Digital Workplace experience on Office 365.

**SP Workplace Suite** for Office 365 and SharePoint, is an integrated set of portals and business applications built natively on Office 365 and SharePoint Online. Today over 1000 customers around the world use our products to extend Office 365 into a full operational portal structure anchored by an Intranet. Rather than throwing a large number of Office 365 tools at users, SP Digital Workplace Solutions on Office 365, provide users access to Office 365 features in the context of how they work. For organizations it delivers a consistent infrastructure for Communications, Documents, Internal Services and access to Business Processes.

The result is:

- ✓ Significantly improved adoption of Office 365
- ✓ Higher levels of employee engagement across the organization
- ✓ Empowerment of employees through a self-service model
- ✓ Higher staff productivity through process automation
- ✓ A consistent Internal Business Structure that bridges Siloed Departments

# SP MARKETPLACE LEADERSHIP

## **CEO:** Darrell Trimble

- Experience: 35 Years in Software Industry
- Summary: Software executive and serial entrepreneur driven to build successful, high-quality software companies. Over 30 years of experience with deep skills in product strategy, marketing, business development, sales, and operations. Knows how to build a successful company from the ground up. Founding team that took two companies public, and also a couple of turn-arounds in Silicon Valley.
- Previous Companies: Compuware, OpenVision (Veritas Software), Walker Interactive, OnDisplay (Vignette), CommerceOne

## **CTO:** Earl Libby

- Experience: 35 Years in Software Industry
- Summary: Broad and deep experience in software development and management. Was with large companies (IBM) and 4 different software startups. Architectural level design experience spanning mainframes, client server and cloud technologies.
- Previous Companies: IBM, Lotus Notes Consultant, Skillset, Hire.com

## **VP Sales:** Tom Frantz

- Experience: 25 Years in Manufacturing and Technology
- Summary: Business Executive with experience running small to medium organizations. Progressive career spanning sales of highly technical products in manufacturing to running sales organizations and to running a manufacturing company as COO. He understands the challenges applying technology to optimize business
- Previous Companies: Nor-Cal Products, Huntington Mechanical

# PHILOSOPHY

SP Marketplace's approach is to empower our customers to transform the way they do business utilizing the Office 365 platform as a Digital Workplace

## Philosophy:

- **Leverage existing Office 365** platform services, do not replicate them
- Follow and support the **Common User Experience** (look and feel) across Office 365
- Provide solutions that are a **no-code design and are 100% customizable** by business power users
- Deliver a proven out-of-the-box **best practice portal structure** design that ensures consistency across the organization
- Ensure that our solutions provide ongoing value by **supporting Office 365 changes** and new services in the future
- SP Digital Workplace Solutions provide the best combination of out-of-the-box software that is fully supported, with the flexibility of custom design for your specific needs.

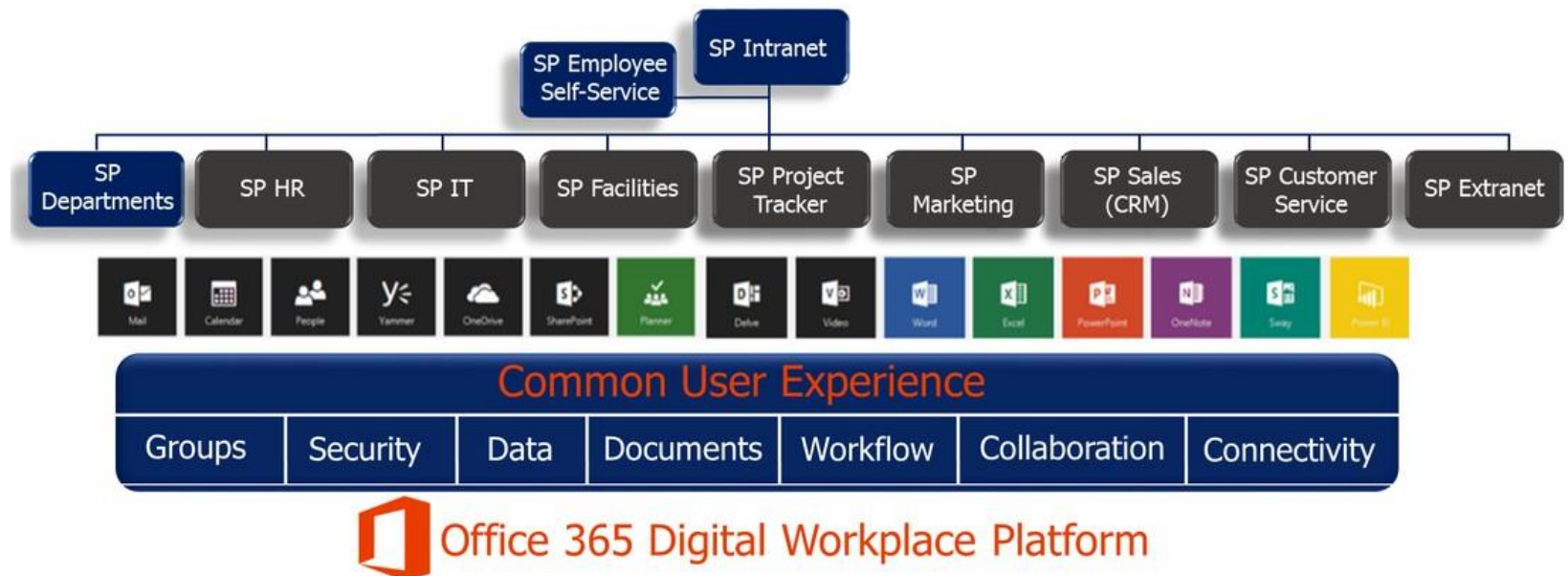
# SP WORKPLACE SOLUTIONS

Anchored by an Intranet, SP Workplace Solutions provides a consistent, cross-functional structure that lets employees be productive from anywhere, at any time, on any device while breaking down department silos.

Employees receive news and information, collaborate, and access internal services through a consistent workplace portal structure that comes together as a single, cohesive unit to redefine productivity and collaboration on Office 365 and SharePoint.

All SP Workplace Solutions are no code, 100% customizable modules built on SharePoint. They are designed to use a consistent user interface across Office 365 and SharePoint so that users achieve a seamless experience in the Digital Workplace.

## SP Digital Workplace Solutions Structure



# SP WORKPLACE SOLUTION PRODUCTS



Self-Service



Intranet



Extranet



Departments



HR



IT



Facilities



Marketing



Projects



CRM

# QUICK START SERVICE



Quick Start Deployment Service comes with the purchase of SP Marketplace operational portals. It is designed to help your business get the most out of its investment as quick as possible so your business can get back to what it does best - delivering great service to your clients.

Quick Start includes installation, setup, and basic configuration of the operational portal on the Office 365 platform or on-premise server. Using a proven process, SP Marketplace takes a business power user that is designated as an administrator through basic SharePoint training as well as a detailed walk through of the portal to learn about the way it operates and its features and functions. Additionally, our customer portal provides tutorials and resources for ongoing training and reference.

# CUSTOMIZATION SERVICE

SP Marketplace customization services turns your out-of-the-box operational portals into solutions that transform your business. Using a best practices approach, our service professionals work one-on-one with you to understand requirements, map those to the product, design a solution, and implement on your platform.



## Example: Divisional Intranet Structure

A client runs a holding company with several businesses wanting to update the Intranet to support the business model. SP Marketplace discussed the requirements and developed an Intranet structure for the main site of the business, as well as sub-intranets for each company. Additionally, the holding company provided shared services for human resources and IT across the business. The SP Marketplace team designed the site structure that supported the individual businesses while delivering shared employee portals in HR and IT filtered for each business.

## Example: Create Safety Department Portal

A construction company client wanted to turn SP Marketplace's generic SP Department Portal into a Safety Department. Our team sat down with the client's safety team and found that tracking and reporting on safety incidents was the most important part of their work. Our team at SP Marketplace converted the Department Portal Service Request application into an Incident tracking system. The Employee Portal became a MySafety portal, and we were able to set up reporting and dashboards to make safety audits a breeze.

## Example: HR Modernization Wrap HRIS

Recently a customer purchased SP HR Portal with onboarding and policy management. The client ran an older HRIS system, which worked well for HR staff but did not provide the employee facing self-service they wanted. They wanted to wrap their HRIS with the SP Marketplace HR Portal solution. Our team worked with the client's human resources team to define what they envisioned by self-service, and ended up setting data integration for employee data between the existing HRIS, payroll and the MyHR portal. Also, the client automated onboarding as well as policy acknowledgements as part of the business solution by SP Marketplace.



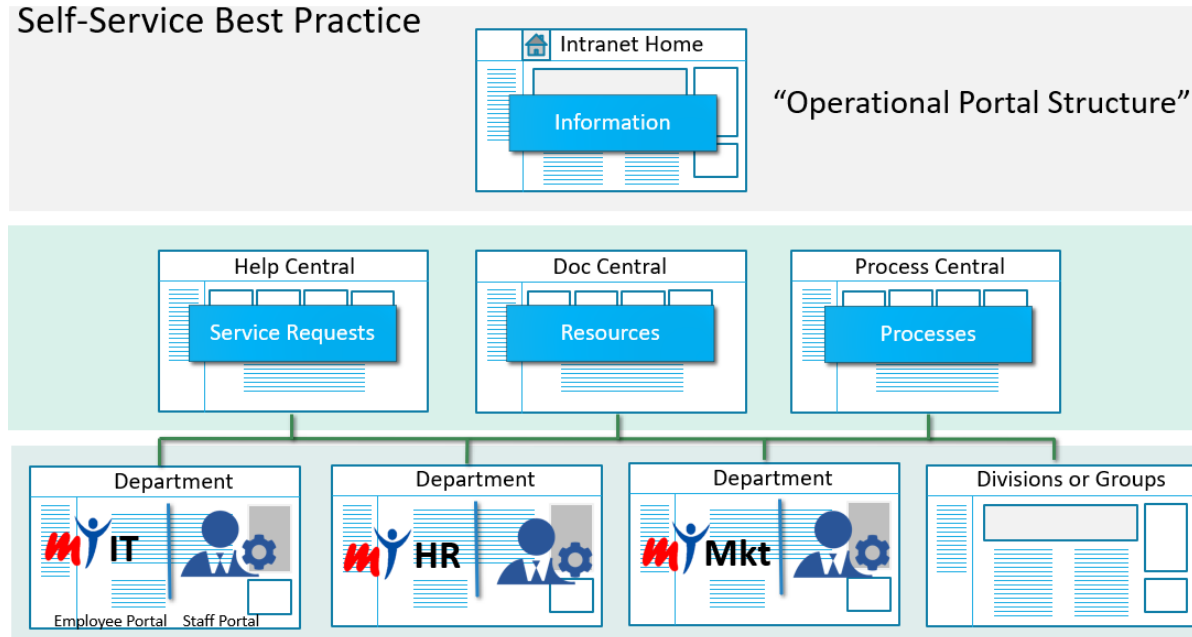


# OPERATIONAL PORTAL STRUCTURE DESIGN SERVICE

Moving to a Digital Workplace is more than just a change in technology. It is transforming the way you do business, defining a strategy, priorities, and a road map to evolve your business in phases.

SP Marketplace Business Transformation Services provide businesses with a road map, implementation plan, and SMB Best Practices to help realize the full potential of a Digital Workplace on Office 365 using SP Marketplace Workplace Solutions. After more than 1,000 implementations, we have discovered what works and what does not when it comes to transforming businesses.

## Self-Service Best Practice



- Business Transformation Roadmap
- Operational Portal Structure Design
- Communications (News etc) Design
- Document Structure Design
- Self-Service Design
- High Level Project Plan and Phases

# BUSINESS INTELLIGENCE SOLUTIONS AND SERVICES

Every SP Digital Workplace operational portal delivers business dashboards out of the box. We combine this with Business Intelligence Consulting that can combine our information with other sources to create Executive Dashboards for our customers.



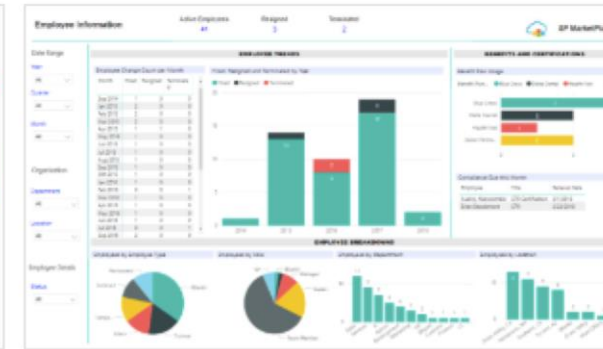
IT

Capture data directly from the help desk cases list, see historic trends, analyze by category, type and staff. Filter views by time frame, category and more.



Facilities

Capture data directly from your Work Order system. Analyze work by facility, asset, category and more. See trends over time periods.



HR

Data is captured from the HR Service Requests, and the Employee lists. See what activity you have had over the last year, quarter, month. Analyze employee information, hiring rates and attrition.

# EXTEND YOUR SOLUTIONS TO GO BEYOND THE BASE PRODUCT

SP Marketplace Solution Packs are pre-defined customization services for different operational portals to take its functionality beyond the basics.

## Internet Portal Add-ons



**Social Media Pack** - Install and configure a blog site to use as a newsletter with news feed to Intranet. Install social network feed(s) for Twitter, Facebook, or LinkedIn. Optionally add Yammer discussions.

Price: \$ 795

**Content Catalog Pack** - We work with you to create custom content items available in the organization and MyLinks catalog. Includes custom icons, content links, and more. Price \$495

## Service Desk Add-ons



**Advanced User Correspondence** - Add built-in user correspondence function to send and capture email correspondence with requester. Price: \$695 (already included in IT)

**Web Form Ticket / Case Capture** - Capture cases and tickets from email or on your website with a web form. Price: \$695

**Case Escalation and SLA Management** - Set up custom case escalation and alerts using conditions and notifications. Price: \$1250

## HR Portal Add-ons

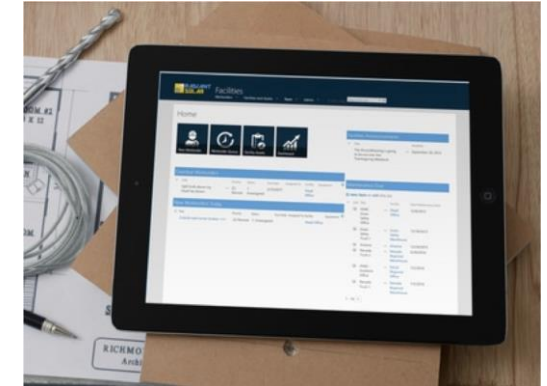


**Web Form Applicant Capture** - Capture application data and resumes from your website into SP HR Hiring applicants list and resume library. Price: \$795

**New Hire Web Page** - Capture new hire employee record information from a web form into SP HR Portal. Also provide a place to upload new hire documents. Price: \$1295

**Organization Chart** - Add an organization chart app to your HR or Intranet page. Populates from Employee Directory or O365 users. Price \$495 + app part

## Facilities Portal Add-ons



**Email and Web Form Ticket / Work Order Capture** - Capture cases and tickets from email or on your website with a web form. Price: \$695

**Preventative Asset Maintenance** - Adds the ability to schedule preventative work orders for Assets. Create PM schedules for categories or types of assets. Auto generate work orders. Price: \$1495

# TRAINING SERVICES

To help drive adoption SP Marketplace provides an online library of to-the-point video training courses for our products and Office 365 that raises user productivity to new heights and drives adoption of software like no other training can. More than just an online library, you can assign curriculum by role, track usage and target



### SP Workplace Academy

SP Digital Workplace product training for Admins, Department Staff, and End-Users. It includes:

- Basic SharePoint Training for each level of user
- SP Marketplace Product Module(s) training
- Includes role base curriculum and completion tracking

Price: \$495 per SP Marketplace Module



### SP DIY Academy

Designed for Power Users, this course empowers your team to do their own customizations. It includes:

- SharePoint Power User Course
- In Depth SP Product Module Courses
- SP Marketplace Tools Training
- Basic Business Process Analysis

Price: \$1995 for Online courses and live mentoring sessions.



### Office 365 Academy

Adoption in the Digital Workplace starts with an understanding of Office 365 and its services. This curriculum includes 17 distinct courses including:

- Office 365 Online Overview
- Outlook Online
- MS Office Apps Online
- Skype for Business
- OneDrive, Delve, Groups, Yammer and more

Pricing based on number of users

# CUSTOMERS

## Over 1,200 installations worldwide

- 75% North America
- 25% Africa, Australia, Europe & UK
- Over 100 Local Governments
- Over 200 Non-Profits

With over 1,200 deployments, our customers come from all over the world, from all types of industries, but with one common goal: **To Transform Business**

SP Marketplace works with customers to reach this goal through a Digital Workplace on Office 365 and SharePoint. We show them how to go beyond transforming business by providing operational portals to improve collaboration, streamline business operations and processes, and offer a consistent look and feel across all departments.



# CUSTOMER EXAMPLES

