

# Fixed Fee Implementation Services

## Accelerate first-time to value with a flawless implementation and onboarding experience

Your team partnered with People.ai to pave a path to better pipeline performance and revenue generation. Working with our professional services team can help you get down that path faster and further.

Our Fixed Fee Implementation Services offer an array of product deployment options designed to quickly prepare your environment and your teams to leverage People.ai technology. Entrusting the expertise of our consultants and project managers gives you a smooth, dependable deployment and onboarding experience – to your complete satisfaction, with no business disruption.

Each deployment option is available a la carte with clearly defined deliverables, timelines, and resources. This includes planning sessions with your teams to align product usage to key use cases and desired outcomes.

We also provide configuration assistance and enablement sessions for selected product capabilities to accelerate first time to value while priming your teams to deliver better pipeline performance and revenue growth.

### Key Service Benefits

Accelerate initial time to value by:

- Deploying People.ai into your environment – quick, error-free, and with a validated setup
- Seamlessly onboarding new users, shortening the onramp to improved GTM productivity
- Tapping into our training curriculum that's fueled by best practices cultivated from hundreds of customer deployments
- Working with a dedicated team of People.ai experts that enhance your knowledge and proficiency
- Getting an expansion-ready framework that scales, no matter what lies ahead

# What Implementation Packages Are Available?

Glad you asked! Below are the options that will get you up and running fast, so your teams can get onto more important matters – like winning over your most promising prospects and opportunities.

|   |   |
|---|---|
| One-time, Fixed Fee Implementation Packages | 1. <b>Data Foundations</b> (Includes one 2-year lookback data pull)   |
|   | 2. <b>Account Intelligence</b>  |
|   | 3. <b>Opportunity Intelligence</b>  |
|   | Please contact your People.ai account team for pricing information. For more information about each option, refer to the next page. |

## Why Should You Partner with People.ai Professional Services?



### Our Experience

**250+**

Enterprises and counting have relied on us to deploy and optimize their People.ai technology



### High Satisfaction

**95%**

Of customers give us a 5-star rating for our implementation and onboarding services



### Faster Time to Value

**5x**

Accelerated time to first value (TTFV) that customers experience when partnering with us

“Working with People.ai was a first-rate experience. Expertise and diligence were second to none. They could not only support their platform, but helped us adapt ours and navigate the choppy waters of works councils and IT security teams.”

Product Owner for Global Leader in Industrial Software

# Implementation Package Details

Looking for more information on the service and training options from the previous page? You've come to the right place. Here is what the various implementation packages entail.

| Package  | Description  |
|--|--|
| <b>Data Foundation Implementation Service</b>          | Product deployment and implementation for Data Foundations includes the following five steps: <ol style="list-style-type: none"><li>1. Business discovery sessions to align product usage to your primary uses cases</li><li>2. Go-to-market discovery sessions for custom data configuration</li><li>3. Technical Integration assistance with your CRM and email service</li><li>4. Admin training for the People.ai web application</li><li>5. User data validation to ensure quality of data matching prior to CRM auto-creation of activities and contacts</li></ol> |
| <b>Account Intelligence Implementation Service</b>     | Deployment and implementation for Account Intelligence includes the following steps: <ol style="list-style-type: none"><li>1. Assistance with managed package installation</li><li>2. Account relationship maps configuration and enablement</li><li>3. Configuration sessions for account scorecard creation</li><li>4. Configuration sessions for product whitespace templates on the account object</li><li>5. Videos for account planning enablement</li></ol>   |
| <b>Opportunity Intelligence Implementation Service</b> | Deployment and implementation includes the following four steps: <ol style="list-style-type: none"><li>1. Assistance with managed package installation</li><li>2. Opportunity relationship maps configuration and enablement</li><li>3. Configuration sessions for the creation of scorecards that align to your opportunity qualification methodology (e.g., MEDDPIC, BANT, Value Selling)</li><li>4. Videos for opportunity scorecard enablement</li></ol>   |