

17 July 2025

Platform demonstration

***** Speakers today ****



Brian GreenChief Revenue Officer

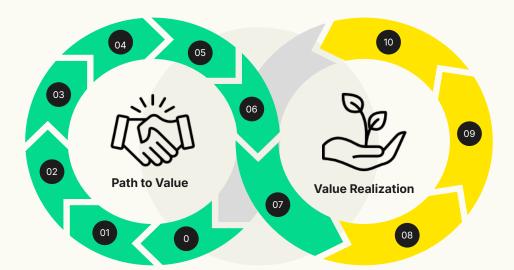


Joe BennBusiness Solutions Manager



We are implementing a scalable, standardised sales process and customer journey....

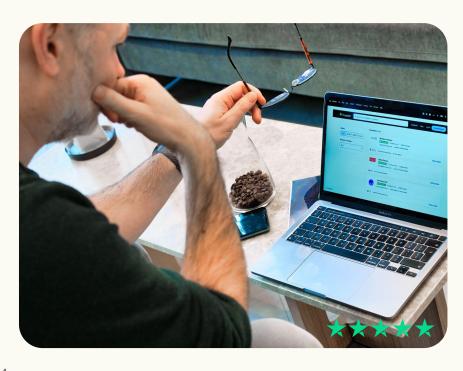
Customer **Discover Explore Evaluate** Buy **Implement** Adopt Renew **Journey** 03 04 05 00 01 02 06 07 80 09 10 **Sales** Detailed Circle of Solution Renew & Customer Execute to Launch Run & **Prospect** Opportunity Account **Journey** Discovery Influence & Definition & Expand **Planning** Outreach Evaluation Commit Close Health Operate & Vision Validation Validation







... based on demonstrating value to businesses



Data driven operating model

1 Customer data aggregation

2 Behavioral analysis

Demographic and firmographic synthesis

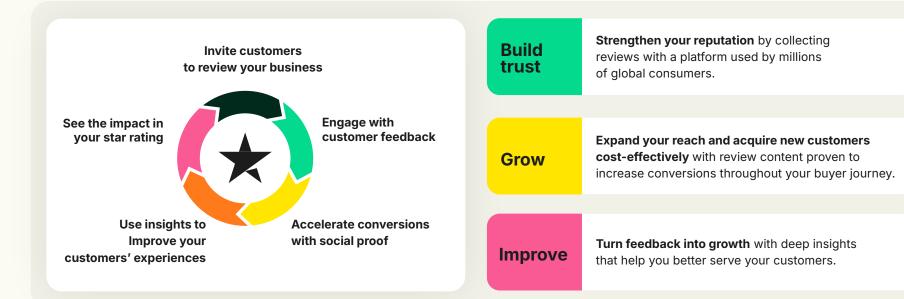
4 Predictive modeling

5 Continuous refinement





Large and small businesses are interested in building trust, growing and improving







HMV Customer story

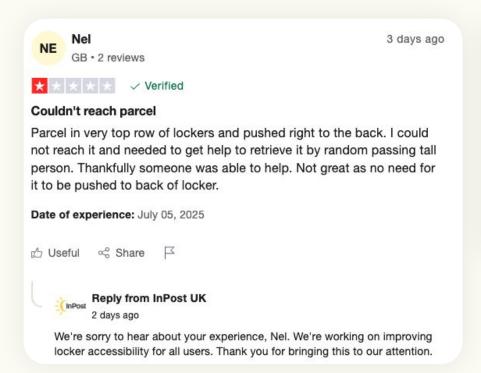


2



We have unique insights into consumer sentiment

Which we leverage through the sales journey





Ordered a 60th balloon bouquet in a box...

Date of experience: April 28, 2025

Platform demonstration



Any questions?

zendesk **Gartner**

Klarna

TUI TUI



easyJet

SEVERN TRENT

Sage

chime



P&O CRUISES



SONOS







РН: КТОВОХ









Western Union

experian.









NEXT











In summary

- Implementing a sales process based on demonstrating value to businesses
- We have unique insights into consumer sentiment
 - Helping to address the trust gap between C suite and consumers
- Opportunity is huge we have never been more relevant in world of AI
 - Need for consumer sentiment trust signal more important than ever

