



Vision 2018

ENAVATE™

OUR CULTURE

Our People

ENAVATE's 1,000+ employees are passionate about their work, empowered to act and dedicated to finding the best solutions for the company's clients and partners. Rules are few. Professionalism is high. Friendships are deep. We're a multi-generational workplace, staffed from top to bottom with well compensated, 'A' level players who seamlessly work as a team across business units and geographic distance. If you want to promote team building, networking and cohesiveness, ENAVATE is the place you want to work.



Innovators. Winners. Thought Leaders.

Our Company

Providing the best solutions for our customers is the driving force behind everything we do. Our offices' open floor plan, our welcoming, energized atmosphere and our seamless technical infrastructure encourage collaboration and innovation. We set expectations high, reward generously and celebrate victories large and small.

**Fast-Paced. Globally Connected.
Seamlessly Integrated.**

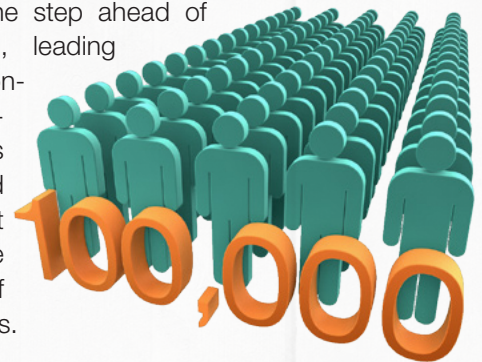
Our Leadership

Our leadership is cohesive, focused on a shared vision, strategic in their thinking and trustworthy in their actions. We walk our talk, and present ourselves with absolute transparency to our employees, customers and partners. We are a diverse group that individually embodies the core values of our company.

Visionaries. Accessible. Passionate.

THE BUZZ

The top player in our industry and Microsoft's leading partner – by these terms we are known in the marketplace. Thought-leaders in our field with more than 100,000 blog followers and five published books, ENAVATE is where high achievers want to work and where teams always seem one step ahead of the competition, leading professional conferences, mentoring tomorrow's leaders, and serving a client list that reads like a who's-who of global businesses.



Our reputation is solidly based in activities such as:

- Consistently sharing the platform with Microsoft at major events
- Being voted a *"Best Place to Work"* and *"Fastest Growing Company"*
- Hosting the annual Innovation Summit

Expert Skills. Forward-Focused. High-Achievers.

clients' needs and growth. Ours is the first and only number clients call when they need advice, recommendations or software solutions.



PARTNERS & CUSTOMERS

Our partners and customers are the core of everything we do. We maintain active, mutually beneficial relationships with 50 partners who sell our e-commerce and distribution platform. We serve 1,000 unique clients. Large or small, each relationship is important to us and we consistently provide the premier level of service that sets the bar for success in the industry. We have achieved a Net Promoter Score of 60 - the highest in our industry - which reflects that our clients would gladly provide a reference for our services. Our clients and partners rely on us to be the smartest, fastest and most knowledgeable people in the industry and we do not disappoint.

Reliable. Savvy. Big-Picture Focused.



PRODUCTS

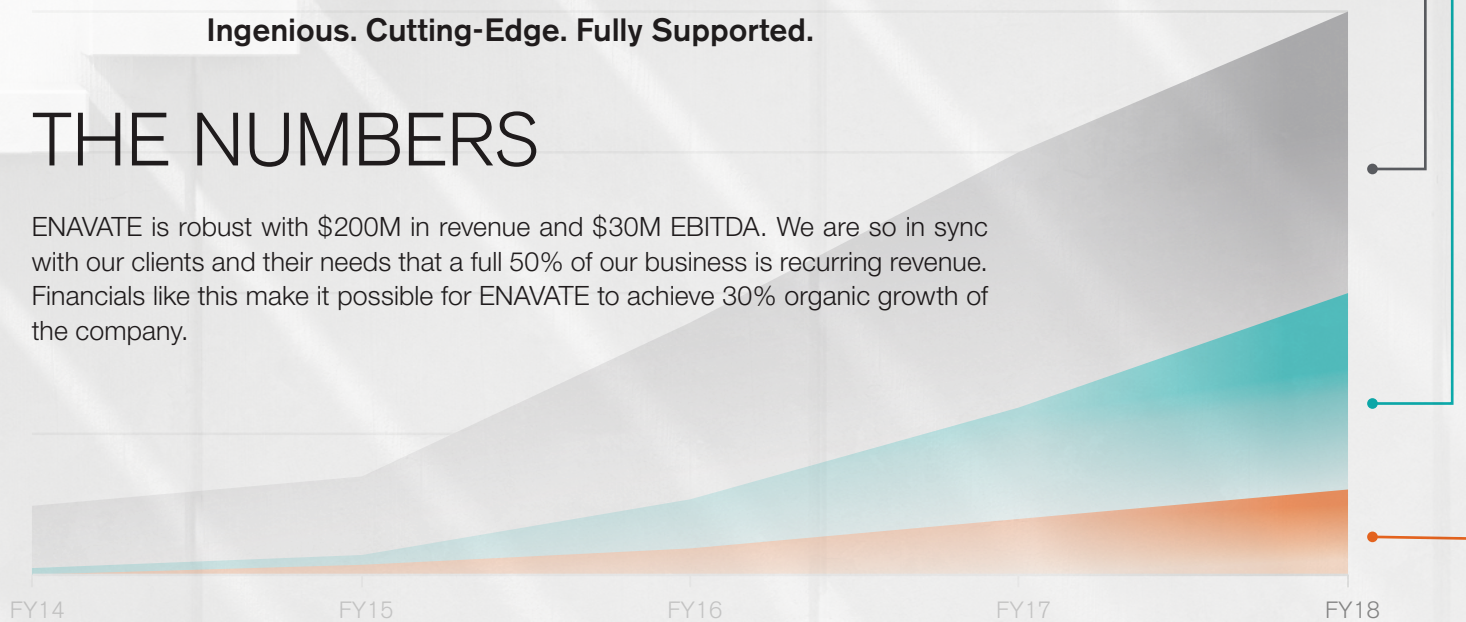
Our cutting-edge software and industry know-how allow us to propel our customers with the most innovative, advanced and fully integrated solution in their industry giving them true competitive advantage in the market. We are the #1 go-to team for Microsoft Dynamics AX, CRM and BI, and we can deliver cloud-based products between 90 and 120 days. We also reign as #1 in Global Systems Integrators capacity. We have the depth and breadth to meet our clients' needs and growth. Ours is the first and only number clients call when they need advice, recommendations or software solutions.

Ingenious. Cutting-Edge. Fully Supported.

\$30M EBITDA
50% Recurring Revenue
\$200M Revenue

THE NUMBERS

ENAVATE is robust with \$200M in revenue and \$30M EBITDA. We are so in sync with our clients and their needs that a full 50% of our business is recurring revenue. Financials like this make it possible for ENAVATE to achieve 30% organic growth of the company.



WHAT IS THE PURPOSE OF OUR VISION?

Looking forward into the future

...we clearly see the **character, composition and culture,**

...that will be ENAVATE on December 31, 2018.

“Great outcomes begin with a clear vision of what is possible and a driving passion to get there.”

Thomas Ajspur, Chief Executive Officer

Our Business

We are committed to providing

...**transformational software solutions and services** to our partners and clients worldwide, and

...**a vibrant, dynamic work environment** that is financially rewarding, intellectually stimulating and always fun.

Our Core Values

Family – We take care of our own

Innovation – We explore, evolve, and seek excellence on every level

Results – We are achievers who set high goals and reach them

Integrity – We are trustworthy. Our word is our bond

