



Matt Vagnoni <matt.vagnoni@gmail.com>

Your Success: iComply + Communities

2 messages

Ben Beisswenger <bbeisswenger@salesforce.com>

Tue, Mar 10, 2015 at 11:36 AM

To: Matt Vagnoni <matt.vagnoni@gmail.com>, Wendy Jones <wejjones@gmail.com>

Dear Wendy and Matt,

Thanks for the time yesterday - Wendy it was such a pleasure learning more about your background in education and technology!

We are honored to be part of the amazing work you are doing, and we look forward to a partnership to help you realize your vision, and deliver on your mission at scale.

I wanted to provide next steps from a licensing / technology provisioning standpoint:

1) Confirm that your Organization is a registered 501c3 (or is working with a 501c3 sponsor)

- To work with our Foundation's donation and discount, we'll first need to have you:
- Begin a [Free Trial](#)
- Complete the [Online Application for the Power of Us Donation](#)

2) Concept (Next ~2 weeks?)

- As discussed, it sounds as though you have done your research and it is spot on:
- Communities makes sense because of the security, scaling, and authentication.
- Our technology handles the auto scaling, data storage, and security off loads cost

3) Pilot (Next ~90 Days)

- At this point we'd want to provision you with a yearly contract for licenses
- I recommend the lower login blocks (EG \$200/month), which would give room for your first school/district
- Highly recommend staying in touch with ImagineCRM during this pilot

4) At Scale (Next ~year)

- We would want to further discuss the structure of the Community(-ies) to lock in your strategy
- I have discussed with my manager giving some leniency on our "bursting" policy due to the seasonality (EG allowing ~3 million logins/month with the 1 million logins/month purchased)
- A multi-year contract may be of the most benefit for the partnership

To move forward on my end, I'd hope to confirm that everything under (1) is all set - is that something we can confirm in the next couple days?

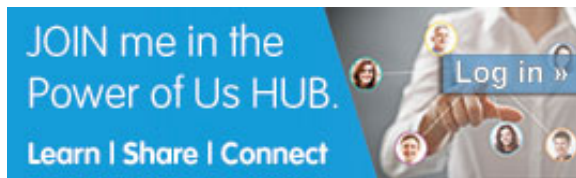
My Best,

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BEN BEISSWENGER

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Wendy Jones <wejjones@gmail.com>

Tue, Mar 10, 2015 at 12:02 PM

To: Ben Beisswenger <bbeisswenger@salesforce.com>

Cc: Matt Vagnoni <matt.vagnoni@gmail.com>

Ben - thank you for the the time yesterday. Matt and I both came away with fresh ideas and confirmation that Salesforce was the correct platform for iComplyK12.org.

The outline you provided is exactly what we need to bring the timeline and financials of the business plan together. We are heads down this week finalizing the demo, so it will be early next week before I can discuss any next steps in detail.

I may have mentioned that I am in Cupertino today, depending on your location, if you and/or your Manager have time today I might be able to drive up for quick face to face.

Let me know,
Wendy
[314-614-1977](tel:314-614-1977)

Wendy
[314-614-1977](tel:314-614-1977)

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