

ORDER FORM



611 Gateway
Blvd. Floor 2

Attn: LeadIQ, Inc.
South San Francisco, CA
94080

ORDER FORM for

Customer Name: **AppDynamics LLC**
Offer Valid Through: **May 30, 2020**
Proposed by **Annie Roche**

Company Name: **AppDynamics LLC**

Company Address: **303 Second Street, North Tower 8th Floor**
San Francisco, California 94107

Account Contact

Name: Annie Roche
Email: Annie@leadIQ.com
Phone: 603-686-2757

Billing/Payables Contact (for invoices)

Name: Accounts Payable
Email: accountspayable@appdynamics.com
Phone: n/a

Customer Information

Contract Start Date: **April 1, 2020**

Contract End Date: **March 31, 2022**

Billing Frequency: **Two-years, pre-paid**

Payment Terms: **Invoice Date: April 30th, Net 60**

Services	Start Date	End Date	Qty	Unit Price	UOM	Discount	Total Price
LeadIQ Enterprise Licenses	April 1, 2020	March 31, 2022	232	\$65.00/unit/month	USD	48%	\$361,920
One-Time Implementation	April 1, 2020	Upon completion	1	\$18,000	USD		\$18,000
Total Price					USD		\$379,920

Product	Description	Enterprise
Campaign Building	Build prospect lists and map campaigns to Outreach - Chrome Extension (recommended) for individual or HTML page capture - Account search via verified database with technographics	X
Email Data	Email data + verification status	X
Premium Data	Direct + mobile phones	X
Out-of-the-box Integrations	Connect to Salesforce, Outreach.io, SalesLoft, Hubspot, and Google Apps	X
Admin Configuration	Manage seats and allocate team credits	X
Salesforce and Outreach Duplicate Detection	Avoid adding duplicates to Outreach from LeadIQ	X
Access to LeadIQ Database	Access to internal database of pre-verified leads and contacts	X
CSV Uploader	One click, dynamic import: - Match leads based on title and company name - Enrich contact information from incomplete lists	X
Custom field mapping	Flexibility to map data points to certain fields in Salesforce and Outreach	X
Job Change Notifications	Real time notifications when prospects and customers change jobs	X
Advanced Admin and Dashboard Controls	Access to in depth usage analytics about your LeadIQ users, used for coaching and developing prescribed usage behaviors	X

Dedicated Customer Success	1x1 Support, feature education, user adoption, recommendations, and configurations	x
Priority Support	Accessible to all users. To include bug fixes, updates, and new features	x

Terms and Conditions

1. **Service:** LeadIQ, Inc. shall provide access to the licensed software and services offered via the leadiq.com website to Client, as per the service description above.
2. **Term:** Service shall begin on the Order Start Date. Service shall continue until the Order End Date.
3. **Charges:** Client shall be charged the Service Fee plus any applicable taxes and fees.
4. **Contract Renewal:** Client should be aware that upon renewal of the Order Form, the Service Fee may be subject to change but an increase in rate will not exceed 3%. Company will always notify Client of upcoming Order renewal and any change in Service Fees.
5. **Cancellation:** Client may cancel by providing written notice to either LeadIQ Customer Support or the LeadIQ representative listed on the Order Form. If Client cancels within fifteen (15) days of the Order Start Date, Client shall be fully refunded the initial Service Fee payment.
6. **Additional Conditions:** The signatory to this Order Form represents and warrants that it has the authority to legally bind Client. The parties acknowledge and agree that this Order Form is governed by the Lead IQ, Inc. SaaS Agreement by and between AppDynamics LLC and Lead IQ, Inc. dated on October 31, 2019.

Purchase Order Info

Is a Purchase Order required for the purchase or payment of the services in this Order Form?


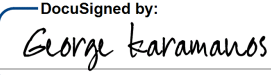
[☐] No [☒] Yes

If Yes, Please Complete Below

PO Number: PO number will be communicated after contract execution

Signatures

I certify that I am authorized to execute this Order Form on behalf of the Customer.

LeadIQ	AppDynamics LLC
Name: Annie Roche	Name: George Karamanos
Title: Account Executive	Title: General Counsel
Date: March 20, 2020	Date: March 27, 2020
Signature:  DocuSigned by: 4A56DC913E8947C...	Signature:  DocuSigned by: EADD3AC1FF6B486...

