

Customer Reference Opportunities

Workato is excited to work with you as a partner in driving automation and AI within your team and company. We would like to promote our mutual success within Workato and beyond.

Please review the following potential reference options with your Workato AE/CS manager:

☐ **Logo only usage**

Mentioned as a Workato customer on www.workato.com & customer materials)

☐ **Internal reference for potential customers**

Confidential conversation with a potential customer organized by your Workato sales executive or customer support lead.

☐ **Sales highlight slide package**

Customer facing slides that tell the story of your Workato solution. Used by our direct sellers for inclusion in customer discussions.

☐ **Web case study**

A story on your challenge, solution and journey with Workato. Published on Workato.com and shared externally via social media.

☐ **Video interview**

A zoom or live webinar interview with a Workato host. Stored on the Workato Youtube channel and promoted via social media.

☐ **Digital or live event**

Participate and share your customer journey story at a live event, trade show, customer briefing and/or webinar.

Customer contact name

Date

Workator AE/CS manger

Date