



ORDER FORM

for Akamai

PREPARED BY


Andrew Ho

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Sales Impact Academy

| SIA Statement of Work | |
|---|----------------|
| Engagement Content: Prospecting to the Enterprise Collectively <ul style="list-style-type: none"> • Conduct one (1) 30-minute Executive Alignment Call • Conduct one (1) 30-minute Review Call • Customize content based on feedback & learning from Akamai way • Deliver one (1) 30-minute virtual or recorded engagement for Akamai's SKO event • Deliver one (1) 30-minute feedback or Q&A session post-delivery <p>Content to be distributed using the SIA platform.</p> <p>Administer Event Feedback Survey</p> | \$9,450 |
| Total | \$9,450 |

Wireframe presented so far:



Prospecting to the Enterprise Collectively

- ❑ **MODULE 1 (15 mins)**
 - ❑ Prospecting is a Team Sport
 - ❑ Target Account Lists
 - ❑ Establishing an Operating Rhythm for the AE/SDR Approach
- ❑ **MODULE 2 (10 mins.)**
 - ❑ Persona-Based Targets for the AE
 - ❑ Tips/Tools/Tricks
 - ❑ Specific Examples
- ❑ **MODULE 3 (5 mins.)**
 - ❑ Success Stories & Wins
 - ❑ Resources for Further Learning

| Terms | |
|-------------------------|---|
| Start Date: | 12/20/2022 |
| End Date: | 03/20/2023 |
| Contract Special Terms: | N/A |
| Payment Terms: | Invoice upon receiving a signature, net 30 days |

ORDER FORM DETAILS

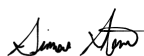
| Billing Details | |
|------------------------|--|
| Billing Address: | Akamai Technologies Inc, 145 Broadway, Cambridge, MA 02142, USA |
| Finance Contact Email: | APayable@akamai.com |
| Finance Contact Name: | Accounts Payable |

The Services provided under this Order Form are governed by Sales Impact Academy's [Terms and Conditions](#) the terms of which are incorporated into this Order Form.

I hereby confirm that I am an authorized signatory for Customer and that by signing this Order Form, I am entering into a legally binding contract.

For and on behalf of:

Akamai Technologies



Name: Simone Stewart

Title: VP-Programs & Enablement

Date: 12-20-2022

For and on behalf of

Sales Impact Academy Limited



Name: Andrew Ho



Title: Head of Global Sales

Date: 12-20-2022

SIA uses sub-processors to perform its obligations under the Agreement. A list of the sub-processors currently used by SIA may be found [here](#). By signing this Order Form, the customer hereby agrees to and authorizes the use of sub-processors for the processing of its personal data by SIA.

Signature Certificate

Reference number: 2BRVJ-NUC5Y-JHDQC-FJ5FG

| Signer | Timestamp | Signature |
|---|--------------------------|---|
| Andrew Ho Email: andrew.ho@salesimpact.io Sent: 20 Dec 2022 18:36:07 UTC Viewed: 20 Dec 2022 18:12:45 UTC Signed: 20 Dec 2022 18:36:32 UTC | |  IP address: 75.80.39.116 Location: San Diego, United States |
| Simone Stewart Email: sistewar@akamai.com Sent: 20 Dec 2022 18:36:07 UTC Viewed: 20 Dec 2022 18:38:52 UTC Signed: 20 Dec 2022 22:03:05 UTC | |  IP address: 76.151.100.103 Location: Baltimore, United States |
| Recipient Verification: ✓ Email verified | 20 Dec 2022 18:38:52 UTC | |

Document completed by all parties on:
20 Dec 2022 22:03:05 UTC

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