

iMessage
6/18/21, 5:19 PM

Hey SB-it's Neil call me back if I have a few

6/23/21, 12:32 PM

You should text / call molly too

Will do

6/23/21, 4:29 PM

Hi Neil, couple things to discuss when you have a chance. Main thing is: ohio DPS (BMV) we have a day and time that works for demo with CIO and want to confirm with you. Also want to discuss NJ turnpike (great call with a Tom) and can discuss Molly (UiPath) call I had earlier today.

6/23/21, 7:24 PM



Just getting to airport from back to backs

Let's chat in morning

7/5/21, 11:10 AM

Hi Neil, Bobby Kovey is asking how many state govts we are in and also how many DMVs. He's prepping folks in ohio for an internal meeting tomorrow. I don't know these exact details but will reply when I hear from you.

7/5/21, 12:18 PM

Found the answer. All set!

7/5/21, 2:08 PM

Yeah, I believe it's about 16 or 17 states, and approximately half for DMV.

7/14/21, 9:46 AM

You joining?

Sent KB this this morning.

Hey KB, it's Steve B. Not feeling great. Heading to drug store then back to hotel so I'm good for later. Had a tough night, but am good enough. Just need a little time. Need to miss this morning unfortunately if that's cool

Few other know I asked to tell KB and know I've had a couple bad days but pushing through it. Just can't push it

Al good, KB just told me

Miss you but get better

7/15/21, 9:25 AM

How you doing?

Joining this morn?

Joining virtually unfortunately. Just hopped on. No fun. I'll be good just in the thick of it

Read 7/15/21

10/6/22, 6:56 PM

Hi Neil! Steve Boerner here. I'm reaching out to see if you'd be open to me picking your brain about something non PayIt related...more related to career advice and the path you took. Easier to explain over the phone.

I'm OOO tomorrow but free otherwise. If you're up for a 15 minutes call, I'd enjoy catching up and asking some questions

10/6/22, 8:03 PM

Of course!

We leave for Europe Saturday eve - want to try me c 2 ET?

Perfect. I'll call you then. Thanks in advance

You the man!

How bout the eagles? Talk soon

Attachment stored in iCloud:
tmp.gif (Image)

10/8/22, 1:29 PM

Hi Neil, still good to talk in 30 minutes?

10/8/22, 2:56 PM

Neil, thank you again for the time and insights today.

If you need my personal email for any introductions, please feel free to use:

Stephen.Boerner@gmail.com

10/8/22, 4:05 PM

Check your email

Liked "Check your email "

hmm I don't see an email. I'll keep refreshing

Got it! Have a great trip thanks again

Liked "Got it! Have a great trip thanks again "

10/17/22, 4:39 PM

How's it go w Kirby? Commit to your new gig?

10/18/22, 7:56 AM

I'm scheduled with Kirby for next week. Offer letter still in the works. Full go once it arrives



10/25/22, 5:26 PM

Great call with Kirby. Gave great advice for a pre series A CRO. He said to focus on velocity, RevOps doesn't have to be perfect, hire someone to help build that post series A, and vary strategy to align with the company stage through exit, velocity first, momentum second

Delivered

10/25/22, 7:44 PM

Nice

