





Who We Are

We Are A Global Sales Organization.

We Serve As Your B2B Enterprise Sales Professionals.

We Create Strategic Deals For Our Client Firms To Help Them Achieve HyperGrowth and Become The Next National Or Multi-National Enterprise.

Sales As A Service

Super Sales Guys and Gals is the only company providing Sales Professionals to companies to conduct Sales on their behalf via our unique Sales As A Service model.

Sales As A Service includes Ideal Target Market Identification, Prospecting, Presenting and Closing of Deals remotely using teleconferencing technology or in-person across any region, country or language at any time.

We bring our unprecedented depth and breadth of experience from Fortune, Fastest Growing and Most Innovative Companies across the Globe to Your Business.



Super Sales Guys & Gals

Value Proposition

Sales Professionals

Unprecedented Sales Knowledge and Sales Experience from Most Innovative, Most Profitable and Fastest Growing Companies

Scalable

Augment the Size of a Salesforce from One to Many in a Matter of Months.

Tailored

Target Market, Contact Lists, Pitch, Presentation, Qualification, Sales Process, Progress Reports, Bi-Weekly Review Calls & Reports

Flexible

Flexible Schedules, Terms, Rates, Commissions and Team Sizes to Fit Your Unique Needs.

Global

Sell in Any Country, Any Region Remotely or In-Person.

Our Process

01

Go big (or go home)

Identify what is unique about your firm and where that fits in the Fortune, Large and Medium Enterprises markets.

02

Target List

Create Target List For Your Review, Refinement And Approval of VP's and Directors For Your Target Market.

03

Reach Out To The Contacts

Provide you with status reports, call recordings and Key Performance Indicators on each contact.

04

Deliver Signed Contracts!

Articulate your value proposition, bring you into executive meetings with us to pitch your value to the Fortune, Largest and Medium Enterprises.

Clients & References

Oracle

SuperDan generated over +800% of objective at Oracle creating numerous relationships with Fortune, Large and Medium firms, public sector entities and many more as part of his sales efforts at Oracle. SuperDan has numerous VP's at Oracle with decades of experience as his references.

IBM

SuperDan works with various VP's at IBM by providing opportunities for IBM to include their products in fastest growing companies supported by Super Sales Guys and Gals creating win-win-win situations for all parties involved.

Microsoft

SuperDan works with various President's of Microsoft partners by providing opportunities for Microsoft to include their products in fastest growing companies supported by Super Sales Guys and Gals creating win-win-win situations for all parties involved.

Clients & References

Deloitte Technology Fast 500 - Multiple Firms

"The Deloitte Technology Fast 500 has been one of the most objective rankings for technology, media, telecommunications, life sciences, and energy tech companies for 25 years"

SuperDan worked with companies such as Maropost ranked #35 (2018) on Deloitte Technology Fast 500 as well as additional firms in the field of financial software solutions, IT solutions and others.

Top 5000 USA Inc - Multiple Firms

"Inc. 5000: The Most Successful Companies in America Inc.'s annual guide to the 5,000 fastest-growing privately held companies in the U.S.--and how they reached their lofty heights"

SuperDan worked with companies such as Ecology Mir Group ranked #42 (2018) on Top 5000 USA Inc. as well as additional firms in the field of communications and IT solutions.

Top 100 Global Venture Capitalists - Multiple Firms

SuperDan works with various Top 100 Global Venture Capitalist firms including but not limited to Peter Thiel (Chairman of Facebook - Co-Founder PayPal), Venrock (Rockefeller) and others in supporting the growth of their invested companies across diverse fields such as Healthcare, Artificial Intelligence and Automation.

Clients & References

MarsTQM - www.marstqm.com

Provides ETL process automation solutions. SuperDan is the VP of Strategic Sales generating numerous Strategic Deals including Top 10 Fortune level Banks, Top 10 Fortune Level Insurance Firms and more.

CEO - Praveen S.

MonsterTechnology - www.monstertechnology.net

Provides VoIP and IT Solutions. SuperDan served as the VP of Strategic Sales focusing on targeting the Top 150 Dealerships across the country with each deal in excess of 100K of Annual Recurring Revenue.

CEO - Collin M.

Corza Technologies - www.xilo.com

Provides insurance automation solutions. SuperDan serves(ed) as the VP of Strategic Sales generating deals across USA insurance firms.

CEO - Jon C.

30+ Additional References available...



INSIDE THIS ISSUE

1. New Deals (December, 2019)



Fortune and \$1B+ Enterprises

By SuperDan

1. New Deals This Month (December):

- Groupe DCM
- La Vie En Rose
- CAA
- EllisDon
- Groupe CanAM
- TAQA North
- DMTI Spatial
- GoAuto
- FortisBC
- Ledcor
- Armour Transportation Systems
- BGIS
- Wajax
- Alexander Dennis
- Heroux-Devtek
- Ryder Systems



Insurance
Travel
Roadside
Rewards



INSIDE THIS ISSUE

1. Summary of Interested
2. Upcoming Meeting with IBM
3. Next Steps/Strategy



Fortune 1000 Market

By SuperDan

1. Summary of Interested To Date
 - 31 Companies Interested (See Next Page List)
 - 23 Vice Presidents
 - 7 Directors
 - 1 CTO/CEO
2. Upcoming Meeting With IBM Innovation Group
 - Review Potential for Partnership - August 8th
3. Next Steps/Strategy
 - To Review Post IBM Meeting



All Interested To Date: By Company With Title

<div><div></div><div>Alorica</div></div>
VP Data, Analytics and Operations
<div><div></div><div>Apatics</div></div>
CTO - Health Care Big Data Analytics - at Apatics
<div><div></div><div>Bank of New York Mellon Corporation (BNY Mellon)</div></div>
Vice President and Lead Manager - Application development at Bank of New York Mellon Corporation
<div><div></div><div>BMO Financial Group</div></div>
VP and Head of Technology - Data, Analytics & AI
<div><div></div><div>BNY Mellon</div></div>
Vice President at BNY Mellon
Vice President, Data management & Quantitative Analysis
<div><div></div><div>Chubb</div></div>
Data Sciences & Analytics Leader Digital Transformation Data-Driven Mktg. Prescriptive Analytics People Analytics
VP, Data Audit, Chubb Group
<div><div></div><div>Ciena</div></div>
Director Software Development / Sr. Program Manager
<div><div></div><div>CNA</div></div>
VP Analytics, Predictive Business Applications at CNA
<div><div></div><div>Fidelity Investments</div></div>
Director, Data Analytics and Insights - Talent & People Analytics
<div><div></div><div>Fidelity Investments Services</div></div>
VP, Data Architecture at Fidelity Investments Services
<div><div></div><div>Fiserv</div></div>
Technology and Innovation Leader, Software Development, Financial Services, Financial Accounting
<div><div></div><div>JPMorgan Chase & Co.</div></div>
VP, Software Engineering at JPMorgan Chase & Co.
<div><div></div><div>Lincoln Financial Group</div></div>
Director of Reporting & Analysis at Lincoln Financial Group
<div><div></div><div>MetLife</div></div>
VP Global Technology and Operations at MetLife
<div><div></div><div>MiTek Industries</div></div>
Vice President of Software Development at MiTek
<div><div></div><div>Morgan Stanley</div></div>
Vice President at Morgan Stanley
Vice President, IT QA Manager, Wealth Management Technology
<div><div></div><div>Northrop Grumman</div></div>
Business/IT Program Leader
<div><div></div><div>OptumInsight</div></div>
Associate Director of Reporting, SAS Team Lead
<div><div></div><div>Q2ebanking</div></div>
Director, Application Development at Q2ebanking
<div><div></div><div>Rabobank N.A.</div></div>
VP/Manager Project Management Office at Rabobank N.A.
<div><div></div><div>Solera Holdings, Inc.</div></div>
VP Software Development at Solera Holdings, Inc.
<div><div></div><div>Swiss Re</div></div>
Head of Group Information Management at Swiss Reinsurance Company
Vice President Senior Information Manager at Swiss Re
<div><div></div><div>T. Rowe Price</div></div>
Assistant Vice President and Project Leader, Quality Assurance and Testing at T. Rowe Price
<div><div></div><div>The Hartford</div></div>
AVP Data Science at The Hartford
AVP, Enterprise Analytics Enablement at The Hartford
VP Commercial Data at The Hartford
<div><div></div><div>Xaxis</div></div>
VP Product Engineering, Demand at Xaxis



Monster VoIP

8-Week Update
December 30th , 2018

INSIDE THIS ISSUE

1. KPI's
2. Successful Outcomes
3. Q1 2019 Pipeline

Top 150 Dealership Groups

By SuperDan

The Super Sales Guys and Gals “SSGG” - SuperDan worked the Top 150 Dealership Groups from Nov 15 to the date of this update.

1. KPI's

Top 150 Dealership Groups List:

- ✓ 11 interested out of 140 contacts

2. Successful Outcomes To Date and In Progress

- ✓ Top 150 Dealership Groups:

- 11 interested (discussions/evaluating)
- See Activity Records (Highlighted)
- Decision Maker Call Recordings (Separate E-Mail - Sent on Fri 2018-12-21 5:16 PM)
- Total Opportunity Potential = \$1.375M

- ✓ 2 Sold - November, 2018:

- Nam Tech (Top 5000 USA)
- Auberta Consulting Services (Referral)

- ✓ 2 In Progress:

- Johnson Motors - 4 dealerships
- OfficeZilla (Top 5000 USA)

Pipeline Breakdown:

1. Dealership Market Opportunities:

- a. Fitzgerald Auto Malls - (301) 881-4000 - Travis Robert (IT Director) = 19 dealerships - ~\$11,000 Monthly
Recurring/\$132,000 Annually - Mid January Touch Base 2019
- b. Curry Automotive - (914) 725-3500 - Bruce Weinberg (IT Director) = 11 dealerships - ~\$6,600/ Monthly
Recurring/\$79,000 Annually - Touch Base Q1 2019
- c. Gillman Cos - (713) 776-7000 - Caesar Carillo (IT Director) = 10 dealerships = 10 dealerships - ~6,000 Monthly / \$72,000 Annually - Touch Base Q1 2019
- d. Findlay Automotive Group - (702) 558-8888 - John Stephe (IT Director) = 31 dealerships - ~18,600/Monthly/\$225,000 Annually - Touch Base Q1 2019
- e. Earnhardt Auto Centers - (480) 893-0000 - Shawn Smith (IT Director) = 24 dealerships ~\$14,400 Monthly/ \$172,500 Annually - Touch Base Q1 2019
- f. Serra Automotive Group - (205) 836-6775 - Jonathan Bates (IT Director) = 39 dealerships - ~\$23,400 Monthly/\$280,600 Annually - Open for Vendor Review May/April, 2019
- g. Galpin Motors Inc. - (818) 787-3800 - Andy Graff / Doug (CEO at Strategic Source) = 7 dealerships + New Market Partner Opportunity - \$4,000 Monthly/ \$50,300 Annually-
Following Up With Partner CEO (Douglas Austin at Strategic Source)
- h. Fletcher Jones Automotive Group - (702) 739-9800 - Paul Fedel (IT Director) - 18 dealerships - ~\$10,800 Monthly/\$129,500 Annually - End of January Call to Move Forward
- i. Premier Automotive - (504) 940-0000 - Riley Thompson (IT Director) - 22 dealerships - \$13,200 Monthly/\$158,300 Annually - Advised to contact Corp Director - Q1 2019
- j. Criswell Automotive - (301) 948-0880 - Neil (Marketing Manager) = 11 dealerships - ~\$6,600 Monthly/ \$79,150 Annually -Touch Base Q1 2019

Total Dealership Groups Opportunities Value (Currently):

- ✓ \$114,600 Monthly
- ✓ \$1,375,200 Annually
- ✓ Calculation Used at 40 employees per dealership @ 14.99 per line



AN OPERATING UNIT OF IMP AEROSPACE & DEFENCE



INSIDE THIS ISSUE

1. New Deals (October)
2. New Deals Incoming
3. Next Steps/ Strategy



BOMBARDIER
AEROSPACE

Aerospace and IT Markets

By SuperDan

1. New Deals This Month:

- Bombardier (30 Aircraft Painters)
- Bombardier (10 Upholsters)
- Alpine Helicopters (Aircraft Maintenance Engineers - Continuous - Bell 407 Exp.)
- Cascade Aerospace (AME's)
- Longview Aviation (AME's)
- Penad - (BI-Developer and CTO)
- Healthcare of Ontario Pension Plan Board (Product Manager - BI and Reports)

2. New Deals Incoming - Aerospace:

- Flying Colors
- Bombardier USA
- Longview Aviation
- De Havilland

3. Next Steps/Strategy

- Lead Gen Process (Competitive Advantage)
- Remote Support Teams (2 Current + 2 New)
- Managing Partner - Super Rebecca Delivering Engineering Market & Oversees Sales



HOOPP
Healthcare of Ontario
Pension Plan



XILO

8-Week Update
Aug 1st, 2019

INSIDE THIS ISSUE

1. KPI's
2. Completed Items
3. Upcoming Items
4. Carry Overs
5. Performance Analytics

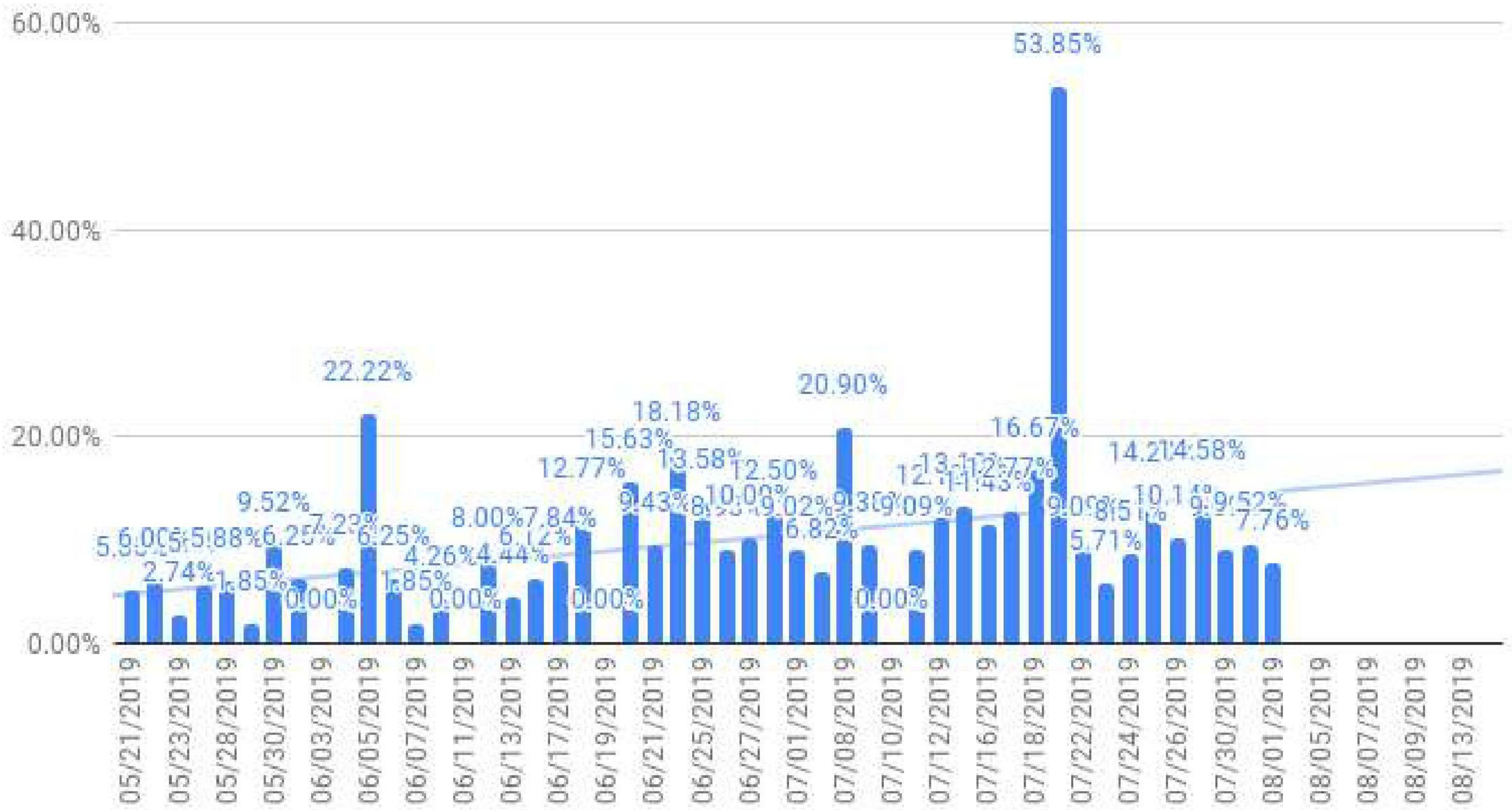


Independent Agencies Market

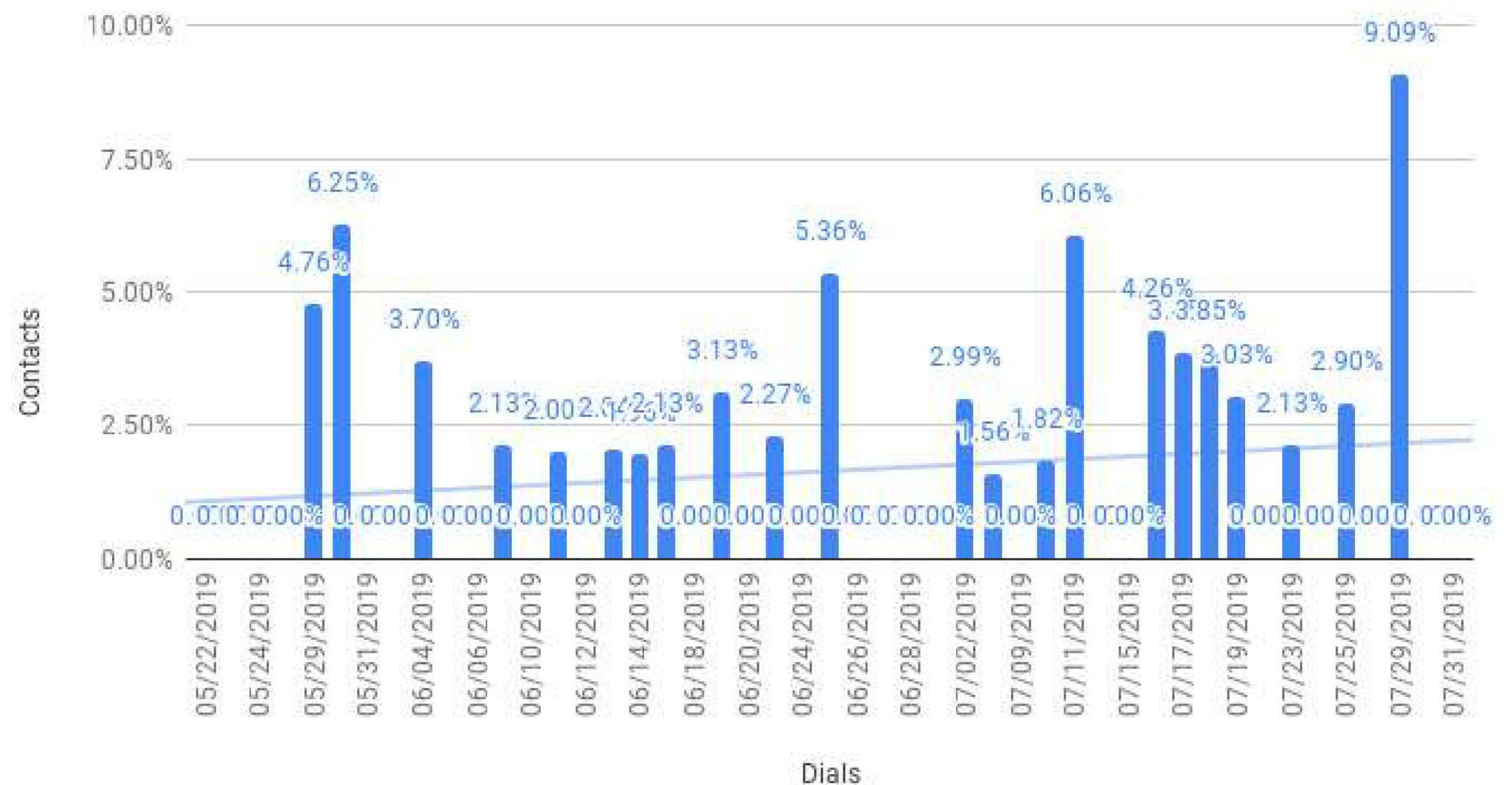
By SuperDan

1. KPI's (To Date)
 - 2670 Dials /Avg. 55/day
 - 260 Prospects Spoken To / Avg. 5/day
 - 36 Meetings Set / Avg. 1/day
 - 27 Demos /Avg. 1 Demo / Every Other Day
 - 2 Sold / Avg. 1 Month
2. Completed Items (To Date)
 - Qualification Methodology LIVE
 - Presentation Methodology LIVE
 - CRM and Marketing Automation LIVE
 - New Contact List (~1000 Leads) LIVE
 - Cold Calling Resource (Will Require)
3. Upcoming Items/ Under Review
 - Target List Refining
 - Goal of 10 Demos/ Week vs. Current of 5
 - Goal 1-2 Sales / Week
 - Sales Process Improvement/Refining/Scaling
4. Carry Overs from Previous Update
 - VoIP System

Dials to Contacts % Per Day (To Date)

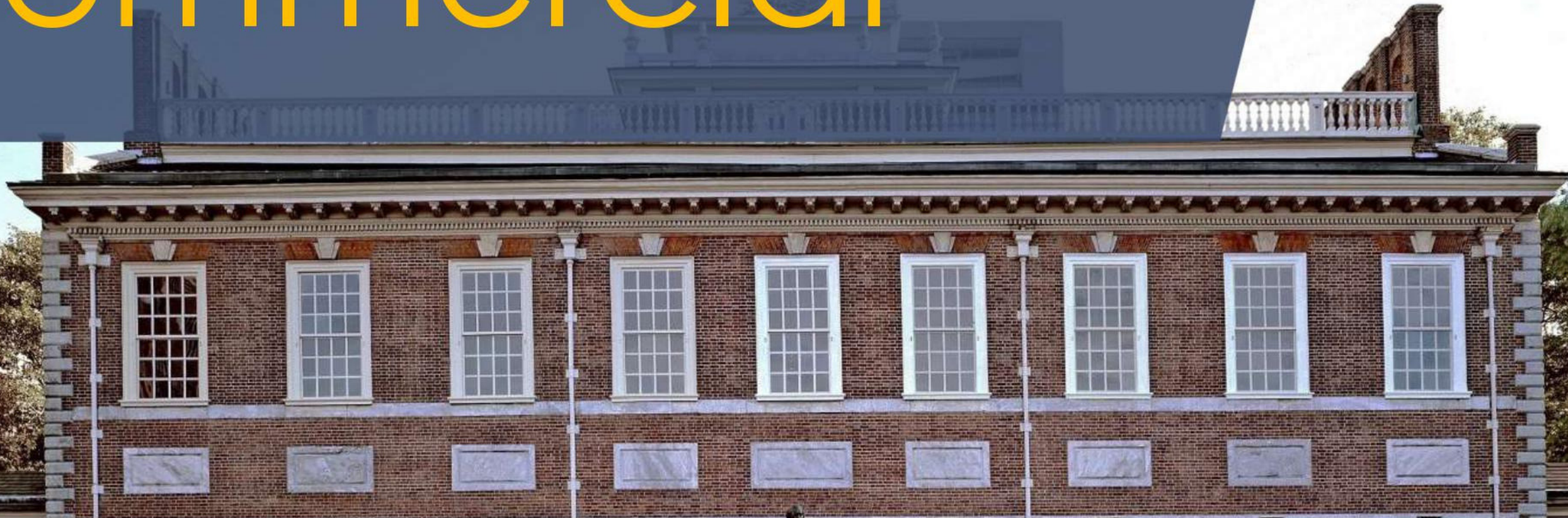


Dials to Demos % per Day (To Date)



Sovereign Commercial

6-Week Update
Dec 15th , 2018



In-House List

By SuperDan

The In-House List consists of companies that indicated they handle facility maintenance internally.

The Super Sales Guys and Gals “SSGG” worked the list since Nov 1 to the date of this update.

INSIDE THIS ISSUE

1. KPI's
2. Successful Outcomes - To Be Determined
3. Lessons Learned

1. KPI's

- ✓ 3 Qualified Meetings out of 333 contacts
- × 107 Confirmed - Not Interested
- ✓ 5 Interested - Follow Up - Jan 2019

2. Successful Outcomes - To Be Determined (TBD)

- Toyota Industries - Raymond Corp = TBD Jan 2019 = 3-5 cleaners to start, 1m sq. ft. facility
- Goodyear Tire & Rubber Co - TBD Jan 2019
- Oakhill Veneer - 1-2 people - TBD Jan 2019
- Giorgio Foods - TBD Jan 2019

All communication details in Excel Activity Log



TOYOTA
TOYOTA INDUSTRIES CORPORATION



SINCE 1928
Giorgio
AMERICA'S FAVORITE MUSHROOM



RAYMOND
RUN BETTER. MANAGE SMARTER.



GOODYEAR

Lessons Learned

1. **Year-End Rush, Inventory Counts and Vacations:**
Decision-making focused elsewhere requesting follows up post Year-End
2. **Manufacturing Facilities Most Viable Targets To Date:**
Three past-qualified meetings were manufacturing operations including couple of follow-ups post Year-End.
3. **Facilities Directors or Head Quarters Are Primary Contacts.**
4. **Numerous Decision-Makers are at HQ located outside of PA in-house list locations** as revealed by asking “Who Makes the Decision?” - “Corporate located in...”
5. **School Districts, Retirement Residences, Universities.**
Complicated decision-making process involving several layers (unions, superintendents, facility directors, etc.)
6. **Numerous “in-house” accounts have only 1 or 2 people cleaning hence not viable.**



Attached New Potential Target List

Manufacturers ONLY

**50(75%) to 200+ (25%) Employees Located
in PA**



“The greatest victory is that which requires no battle.”

— SUN TZU, THE ART OF WAR

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Super Dan

A stylized, cursive handwritten signature that appears to be 'RA' with a long horizontal stroke extending to the right.

Super Rebecca

A stylized, cursive handwritten signature that appears to be 'SM' with a long horizontal stroke extending to the right.

Super Mike