# **Tigerpaw Quick Facts**

#### **Our Customers**

Our customers are companies with between 5 and 250 employees in North America and Australia that sell and service technology solutions. They depend on Tigerpaw to manage their sales pipeline, track their projects and fulfill orders, manage their service departments, control their inventory, and handle all of their billing and payment processing. They need and appreciate the depth of our products and the integration points we have with the other key solutions they use in their operations.

Our user base is 35,000 strong throughout 3,500 companies across the globe.

### **Our National Conference**

Tigerpaw's National Conference Is held in locations throughout the United States. Our 450-500 attendees experience three days of educational sessions including best practices, Tigerpaw training and industry information.

#### **Our Industries**

Although the company was initially started in the telecom industry, the value of the software quickly became apparent in other verticals and we now serve multiple industries including: Point-of-Sale, IT, HVAC, Telephony, Security, AV, Managed Print, and ATM Repair.

## Our Geographic Scope

Primary: North America (US and Canada) and Australia Secondary: International - customers in 28 countries in regions including the Middle East and Europe

#### **Our Partners**

We actively work will over 150 business partners through integrations, consulting and a variety of activities that create value for our users. We attend over 20 industry events to connect with customers and create awareness around our software. Several of our key partners even use our software internally for their own operations.

#### **Our Team**

Our executive management team comes from diverse backgrounds, bringing years of business experience to the table as well as a commitment to our team and our customers. That commitment is demonstrated in a number of ways, including a creating a great product and fostering a challenging and fun work environment.

- Our current Management Team has more than 82 years of experience in our industries working with service providers
- Our Software Architects have more than 200 years combined developing code
- Our Training & Education team has more than 65 years of experience providing training in a variety of industries

Our employees are passionate about solving business problems and helping businesses grow. They understand our clients' needs at a deep level, and are able to articulate Tigerpaw's value to address those needs. Our employees are able to provide thoughtful insight to our customers on how to improve their efficiency and bottom line using the products we create. Tigerpaw's employees know that our customer's success is our success.

