



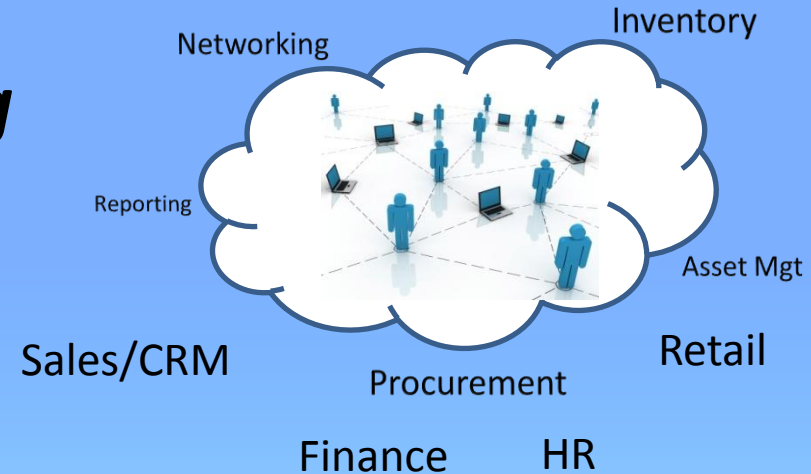
Salesforce.com

Enterprise Cloud Computing

- **Founded in 1999**
- **HQ in San Francisco**
- **4,200 Employees**
- **Global company with offices in 22 countries**
- **Annual Sales – Approx. \$1.5b USD**
- **72,000+ customers**

- **One of the fastest growing companies in the Technology Industry.**
- **Revolutionized the ways that companies collaborate and communicate with their customers across sales, marketing, and service.**

- **Fortune's 100 Best Places to Work (#44)**





Global Program 18 Months Old



Corporate Travel (2009)

- ***One Global T&E Policy***
- ***One Global Travel Agency***
- ***One GDS, Online booking tool, Car supplier and hotel program.***

Meeting and Events (2010)

- ***Regional Meeting Managers***
- ***5 approved Event Agencies***
- ***Standard MSA, SOW and contract addendums***
- ***Focus on Sales and Marketing***

Leveraging SFDC's

\$42M USD in Corporate Travel
\$50M USD in Meeting & Events



The value Add





The Value Add

CUSTOMER SERVICE

Drive cost efficiency and customer satisfaction via simplified applications, policies, etc.

Meeting and Events

Corporate Travel

Procurement

*Leveraging suppliers, streamlining contract review, Negotiating ,
DATA!*



Fair Skies Ahead

