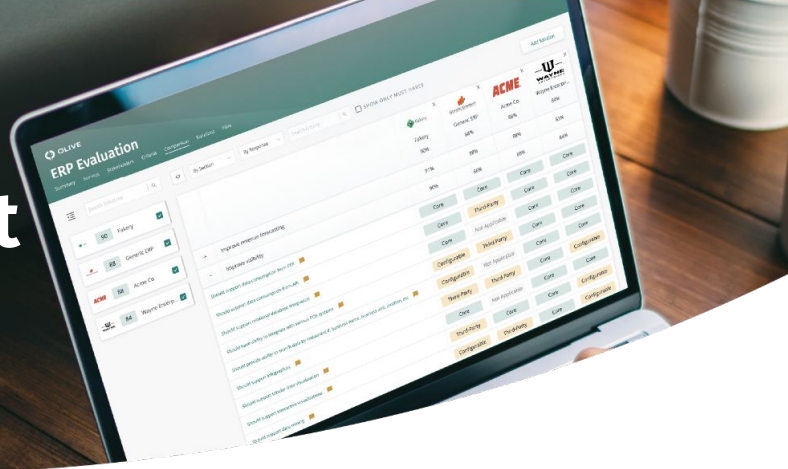




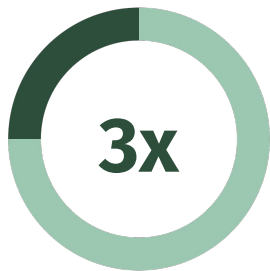
Return on Investment

Streamline Technology Evaluations



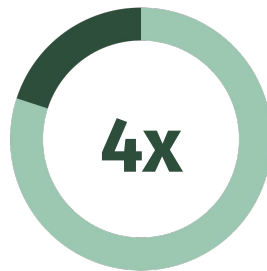
Olive is an end-to-end technology evaluation platform tailor-made for streamlining the software selection process.

Perform complex technology evaluations **quickly**, while engaging more stakeholders and solution vendors. Olive Consultants gain consensus on requirements with clients and stakeholders, invite and engage with vendors, and compare solutions to these requirements to identify the **best fit**. These are some expected benefits:



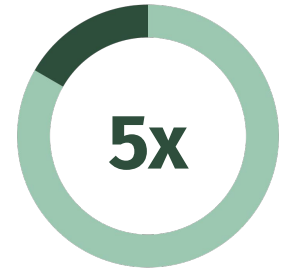
Less Time To Implementation

With our project and requirement templates¹ & collaboration tools, our customers focus on strategic work, empowering stakeholders and potential vendors to engage **within days**, not weeks².



More Stakeholder and Vendor Engagement

Through in-app collaboration and light-touch surveys, our customers drive broader consensus, typically including **15-30** stakeholders³ compared to **4-8** before Olive.



More Solutions Evaluated

With a manual process, it is common to only have the time to evaluate **4-5** potential options. Our customers find that they can regularly evaluate **20-30** options⁴, with less work.

Spend up to 66% Less Time on Technology Evaluations

- ✓ 80% of requirements are completed within **3 days** of project start with project and requirement templates, **70% decrease**⁵.
- ✓ 80% of ratings are completed within **3 days** of project start using project and requirement templates, **70% decrease**.
- ✓ 80% of vendor responses are captured within **28 days** of project start. **60% decrease**.
- ✓ Using a template, **80%** of vendor responses are captured within **11 days** of project start. **60% decrease**.
- ✓ **50%** of Olive consultants evaluate **16+ solutions** per project. **60% more solutions evaluated**.
- ✓ The average number of requirements in an Olive project is **339**.
- ✓ The average project generates **1142 responses** from vendors⁶.
- ✓ The average project reuses **64%** of its requirements from libraries provided by Olive.
- ✓ Excluding the Olive libraries, the average project reuses **71%** of remaining requirements from other projects from the same consultant.

1 - One technology company was able to compile their requirements **within an hour** by leveraging our templates compared to their standard of **3 days**
 2 - An online retailer was able to complete their technology selection roadmap in **6 months** compared to their previous plan of **2 years**
 3 - One large brick and mortar retailer was able to include **178 external stakeholders** across **6 evaluations** with a core team of **8 project leads** in **10 months**
 4 - A large consulting firm evaluated **37 potential options** in **4 weeks**, with **15 additional stakeholders** in a project that took **8 weeks** from kickoff to selection
 5 - Benefits are calculated based on the average standard project time reported by customers before using Olive
 6 - One project generated **18,594 vendor responses** within **39 days** of project kickoff across **12 solutions** and **309 criteria, 11 stakeholders** and **3 admins**