



IT NATION™

SECURE

hosted by  CONNECTWISE

Enhancing your Cybersecurity-Compliance-as-a-Service Business Strategy

Presented by ScalePad



IT NATION™ **SECURE**



Enhancing your Cybersecurity-Compliance-as-a-Service Business Strategy

Dan Fox

VP, Strategic Partnerships



Ray Mann

Channel Development Manager





Roadblocks to Revenue

How to Remove ~~Four~~ Roadblocks to Unlock Revenue
SIX



Eric Torres

Vice President, Channel

**BEST
REVENUE
OPPORTUNITY:
SCALEPAD**

datto
CON22
Washington, D.C.

datto CON22



ScalePad in 60 Seconds

- 2016 Launched as Warranty Master
- 2020 Rebranded to ScalePad
- 2021 Acquired Backup Radar
- 170+ employees today
- **11,000+** Partners
- **80+** Countries
- **900** New Partners in 2022
- Acquired 3 companies in 2023



Over **60%** of
the MSP 501
use **ScalePad**



April was
a big month for us...

 **ScalePad**

Acquired



Lifecycle Insights

Together, creating an
exceptional experience for
your clients.

What is driving MSP *Growth & Client Experience?*



ScalePad's MSP Business Growth Report



Link to Growth
Report

MSP Growth Report

Managed Service Providers
are adapting to automation



Proven Tactics of *Successful MSPs*



Automate



Standardize



Strengthen



Increase

How ScalePad Helps Your MSP Grow

Automate

Manual tasks, data collection, monitoring, business intelligence, and insights.



Standardize

Client & asset management, service delivery processes, risk mitigation, visibility, and reporting.



Increase

Efficiency, operational maturity, business continuity, service performance, sales, revenue, and profitability



Strengthen

Client communications & relationships, team collaboration, knowledge, and service consistency



ScalePad's products are
designed to address some of
the challenges MSPs face

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle
Management



Warranties,
Workstation
Assurance,
IT Asset Disposal



Backup
Monitoring &
Disaster Recovery



Business
Intelligence



Security &
Compliance



The primary challenges being faced by MSPs are how to effectively manage:

1. Clients' infrastructure lifecycle
2. Standardizing a vCIO process & strategy
3. Long-term partnerships with clients
4. Data protection & reporting
5. Business intelligence & analytics
6. Security posture for both you and your clients

Challenge #1

Managing & Servicing your client's
infrastructure lifecycle

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle
Management



Warranties,
Workstation
Assurance,
IT Asset Disposal



Backup
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Business
Intelligence



Security &
Compliance



 Lifecycle Manager

A Lifecycle Manager Partner



Has on average

~54

SMB customers

~1,400

Hardware Assets

15,000

Software Assets

\$2.6M

HW Asset Value

>1,200

Workstations

>70

Servers

>50

Network Devices

>17

Imaging, Mobile, IOT

64%

Critical infrastructure is at risk

The ScalePad Way

#findabetterway

Old world:

ANALYSIS PARALYSIS

- Manual data collection & correlation
- Tedious manual analysis
- Complicated, tough to understand proposals for clients

Confused clients

New world:

ACTION-ORIENTED

- Gather & correlate data from everywhere, automatically
- Instant insights, benchmarks & trends
- Bite-sized initiatives, proposals, & plans for clients

Decisive clients



ScalePad

Lifecycle Manager



Automate



Standardize



Strengthen



Increase

Data Collection & Analysis

Integrations

Clean Data

Insights

Asset Lifecycle Management

DMI

Initiatives

Client Connections

Scorecards

Roadmaps

**Profitable New Revenue
Streams**

Lifecycle Reports

Challenge #2

Standardizing a vCIO
process & strategy

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle
Management,
vCIO & Client
Success



Warranties,
Workstation
Assurance,
IT Asset Disposal



Backup
Monitoring &
Disaster Recovery



Business
Intelligence



Security &
Compliance



 Lifecycle Manager

 Lifecycle Insights

Together, delivering a better client experience



ScalePad
Lifecycle Manager

Asset Lifecycle Management & Services

Deliver a great IT experience, starting with the **assets** that clients use everyday and services to support them



Lifecycle Insights

vCIO/QBR Platform

Deliver a great IT experience, starting with better **client** engagement

The best of both worlds



- 1. Automated asset lifecycle management**
 - a. De-duped, clean data (DMI & Insights)
- 2. Simple, automated, client-friendly collateral (ALM focussed)**
 - a. HW reports
 - b. Scorecards & Roadmaps
- 3. Revenue-generating value-add services**
 - a. Warranty Services
 - b. Workstation Assurance
 - c. IT Asset Disposal



- 1. Client-friendly vCIO / QBR Templates**
 - a. Comprehensive details
 - b. Ready out of box
- 2. Total Cost of Ownership Budgeting**
 - a. Not only ALM, but for all IT
- 3. Customer Success Module**
 - a. Customer segmentation
 - b. Client adoption of stack
 - c. Stack opportunity

Together, delivering a better client experience



ScalePad

Lifecycle Manager



Lifecycle Insights

Deliver the QBRs clients deserve!!



Automate



Standardize



Strengthen



Increase

Data Collection & Analysis

ALM & Assessments

Client Connections
& QBRs

vCIO Engagement &
Profitable New Revenue Streams



ScalePad
Lifecycle Manager

**Asset Lifecycle Management
Automation**
Integrations (more depth & breadth)
Clean asset data (data engine)
Strategy: DMI, Insights, Initiatives
Services



Lifecycle Insights

vCIO toolset

- QBRs
- Risk assessments
- Budgets

Customer Success

CSAT integration

Challenge #3

Developing a long-term
strategy with your clients

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle Management



Warranties,
Workstation
Assurance,
IT Asset Disposal



Backup
Monitoring &
Disaster Recovery



Business
Intelligence



Security &
Compliance



 Lifecycle Manager

 Services Marketplace

 Lifecycle Insights

The Problem



64%

Critical infrastructure
at risk

Can't get the data manually -
takes too long

Don't have an effective process to
address risk & get client approval

Too painful to extend warranties
& refresh of assets

Manage Client Hardware Risk



The Opportunity: Average Revenue Opportunity Per Partner

\$821,238

Revenue Opportunity



\$643,778

Hardware Refresh



\$177,500

Extended Services

\$10,212,939

Total Partner Warranty Services
Sales (average 63% markup)

A Lifecycle Manager Partner



Has on average

~54
SMB customers

~1,400
Hardware Assets

15,000
Software Assets

\$2.6M
HW Asset Value

>1,200
Workstations

>70
Servers

>50
Network Devices

>17
Imaging, Mobile, IOT

>750
>4 years old (63%)

How do you **capitalize** on this opportunity?

The next evolution of
warranty services...

The next evolution of
warranty services...

Workstation Assurance

ScalePad's Workstation Assurance

Workstation hardware replacement

On failed hardware

Or accidental damage

Our Partners are replacing
~125,000 workstations
every single month

What are the challenges with asset disposal?

Lack of Automated & Standardized process

Security vulnerabilities

Environmental impact

2% of all items going into landfills is
IT equipment waste

2% of all items going into landfills is
IT equipment waste
Representing $\frac{2}{3}$ **of all toxic waste**

Services Marketplace - IT Asset Disposal

- Gives you a **simple, standardized disposal process**, for one device or hundreds
- **Protects your clients (and your MSP)** with certified data destruction
- **Provides an environmentally responsible** method of disposal

Certificate of Disposal & Data Destruction



Prepared for Devon Corporation
Disposal completed January 14, 2023

Disposal Guarantee

Beaver MSP hereby certifies that the devices in this report have been disposed of in an environmentally safe manner according to EPA guidelines. All drives and data have been erased to NSIT 800-88 Standards and/or physically destroyed.

Name	Manufacturer	Model	Serial
Abidjan	HP	HP ProDesk 405 G4	FW27GK7E
Addis Ababa	HP	HP ProDesk 405 G4	2RKYMJAS
Ahmedabad	HP	HP ProDesk 405 G4	05VAAXTE
Alexandria	HP	HP ProDesk 405 G4	GYP26J6B
Ankara	HP	HP ProDesk 405 G4	DFQJOPUJ
Atlanta	HP	HP ProDesk 405 G4	63LQB900
Baghdad	HP	HP ProDesk 405 G4	K3QZD1U9
Bangalore	HP	HP ProDesk 405 G4	2NY4HA8L
Bangkok	HP	HP ProDesk 405 G4	YKUS3SK0V
Barcelona	HP	HP ProDesk 405 G4	XVN1RHISH
Beijing	HP	HP ProDesk 405 G4	0K3DVJGN
Belo Horizonte	HP	HP ProDesk 405 G4	0J24YBXG





Your Impact

A Verifree-related description of the partner's trees planted or carbon offset as a result of the ScalePad Disposal process could go here at the end of the document.



Pledged with this order



 Automate	 Standardize	 Strengthen	 Increase
<p>Data Collection & Analysis</p> <p>Integrations</p> <p>Clean Data</p>	<p>ALM & Assessments</p> <p>DMI</p>	<p>Client Connections & QBRs</p> <p>Scorecards</p>	<p>vCIO Engagement & Profitable New Revenue Streams</p>
<p>Initiatives, Projects, Roadmaps, & Budgets</p>			
<p>Lifecycle Reports & QBR Reporting</p>			
<p>Insights, Asset Insights & Risk Assessment</p>			
<p>Cross-client Analytics</p>		<p>Customer Success</p>	
<p>Warranty Services</p>			
<p>Workstation Assurance</p>			
<p>IT Asset Disposal</p>			

Challenge #4

Managing and protecting your clients' number one resource, their data

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle Management



Warranties,
Workstation
Assurance,
IT Asset Disposal



Backup
Monitoring &
Disaster Recovery



Business
Intelligence



Security &
Compliance



 Lifecycle Manager

 Services Marketplace

 Backup Radar

 Lifecycle Insights

ScalePad's Backup Radar Partners in Aggregate

>11,000
Partners

WITH

>500K
SMB customers

MONITORING

>941K
Backups jobs daily

USING

>120
Backups systems

 **12%**
Backups fail daily

109,272
Backups jobs fail daily



A Backup Radar Partner has on average...



~800

Backup jobs / day

3-5+

Backup systems

>90

Backup failures / day

- Can't do this well manually
- Vendor fatigue
- Human error

 Automate	 Standardize	 Strengthen	 Increase
<p>Backup Monitoring & Ticket Management</p> <p>Dashboards</p> <p>Integrations</p> <p>Intelligent Ticketing</p>	<p>Backup Oversight & Risk Mitigation</p> <p>Backup Auditing</p> <p>No Results Monitoring</p> <p>Reports</p>	<p>Client Communication & Connections</p> <p>Client-level Dashboards</p> <p>Scheduled Reports</p>	<p>Process Efficiency & Visibility</p> <p>Templates</p>

Challenge #5

Having the necessary business analytics
to drive operational maturity

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle Management



 Lifecycle Manager

 Lifecycle Insights

Warranties,
Workstation
Assurance,
IT Asset Disposal



 Services Marketplace

Backup
Monitoring &
Disaster Recovery



 Backup Radar

Business
Intelligence



COGNITION 

Security &
Compliance



Challenging business growth questions

How profitable is my customer?

Is my Tech utilization accurate?

Are my rates optimal?

When should I make my next hire?

Are our customers happy with the service they're getting?

ConnectWise PSA

- Business Intelligence
- Predictive Analytics



Automated Data
Collection & Analysis



COGNITION³⁶⁰
a ScalePad company



Actionable Insights &
Impact



Increase your profitability by at least 10-15%

Challenge #6

The increased pressure on improving the security posture for both you and your clients

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle Management



 Lifecycle Manager

 Lifecycle Insights

Warranties,
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 Services Marketplace

Backup
Monitoring &
Disaster Recovery



 BackupRadar

Business
Intelligence



COGNITION 

Security &
Compliance



 controlmap

Cybersecurity Landscape

Data breaches up 68% YoY across industries, including regulated industries that MSPs serve, such as healthcare, finance, government and more



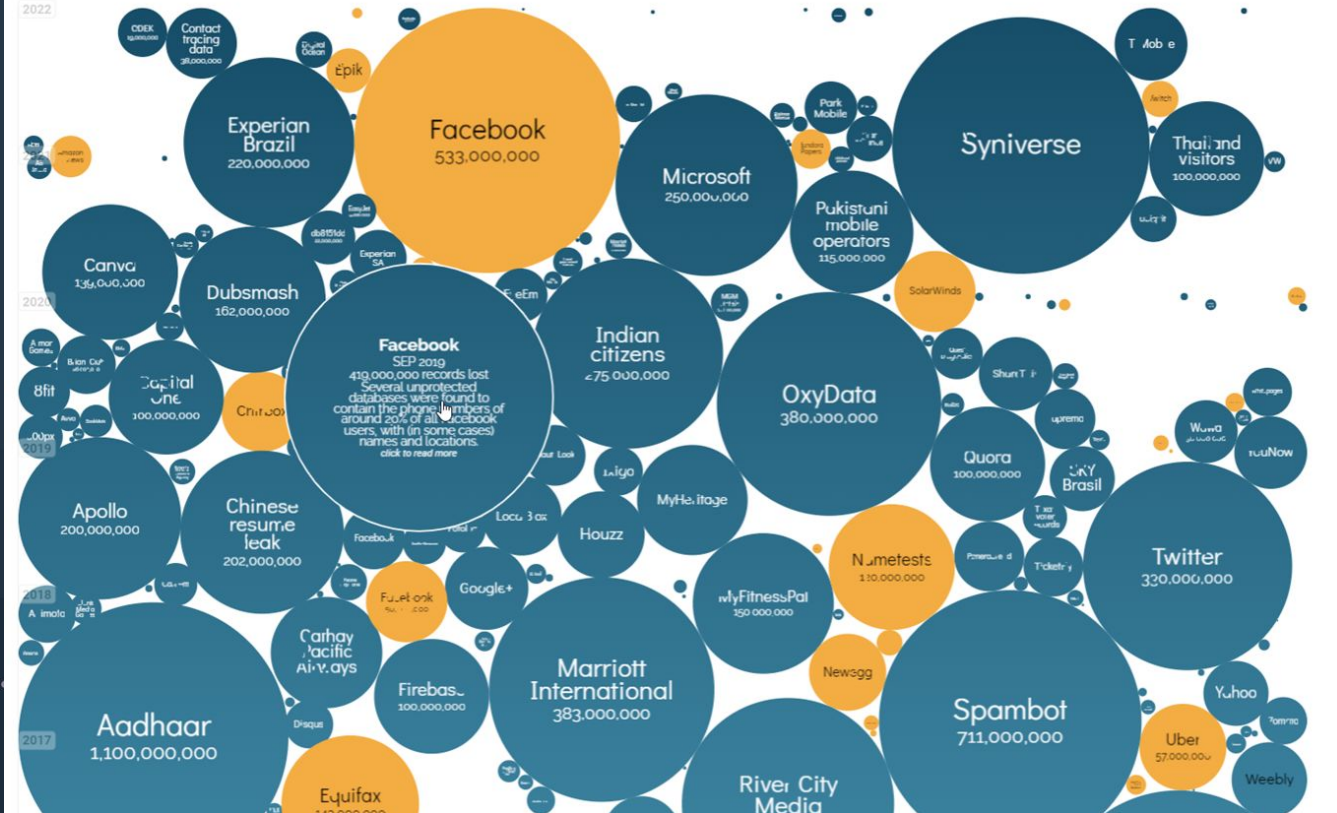
World's Biggest Data Breaches & Hacks

Selected events over 30,000 records

UPDATED: May 2022

size: records lost filter

search...



Compliance Landscape

- Financial services
- Health care (HIPAA)
- Retail (PCI)
- Tech + Energy + Utility
- Manufacturing + Auto
- Government Cyber - Privacy (State / Fed / EU / Australia / Canada and more)



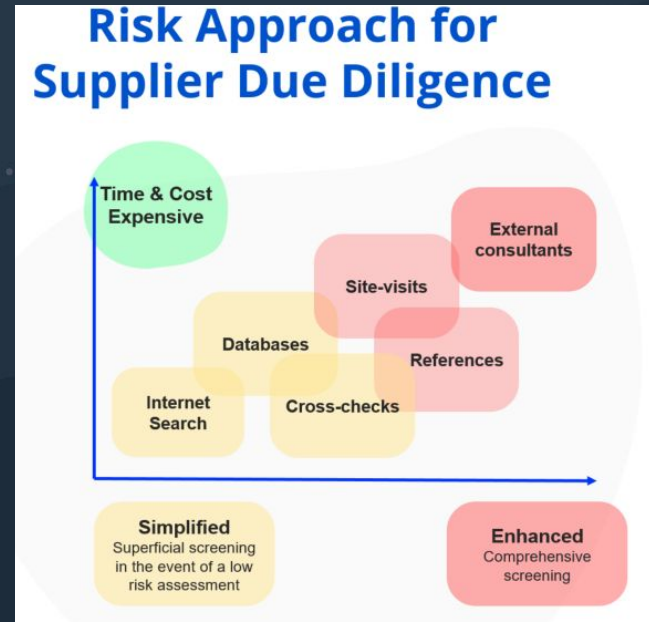
The Business Opportunity



Regulation + Requirements = Business Opportunity
All are increasing upwards

Vendor Due Diligence

Vendor due diligence is a **huge driver** for cybersecurity compliance including: SOC 2 / ISO 27001 / CMMC / UK Cyber Essentials and many more...



Business / Cyber Insurance:

- **Insurance premiums are up**
 - Discounts up to 30% to 40% off premiums for MSPs who can demonstrate their security posture
- **Qualifications are more stringent**



Cyber / E&O Insurance: Security Controls



MFA – Multi-Factor Auth



Backup off site + data recovery testing



**Security Patching +
Email / DNS Filtering**



Encryption enabled



Next Gen AV + EDR



Security Awareness Training

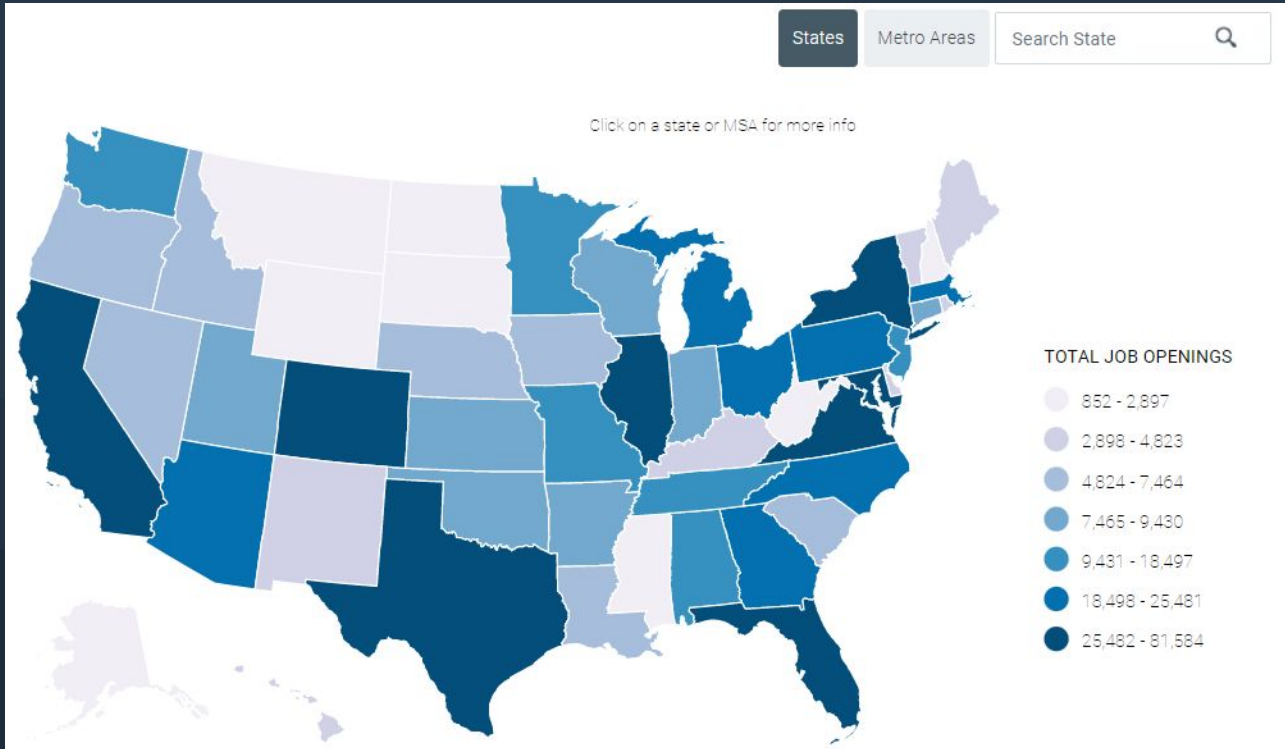
MSP Security Services vs Framework Controls



750,000+

open security jobs according to cyberseek.org

MSPs can fill this gap as MSSPs



National level

TOTAL CYBERSECURITY JOB OPENINGS ⓘ

755,743

TOTAL EMPLOYED CYBERSECURITY
WORKFORCE ⓘ

1,112,410

SUPPLY/DEMAND RATIO ⓘ

High Supply

Low Supply

68% National average

GEOGRAPHIC CONCENTRATION ⓘ

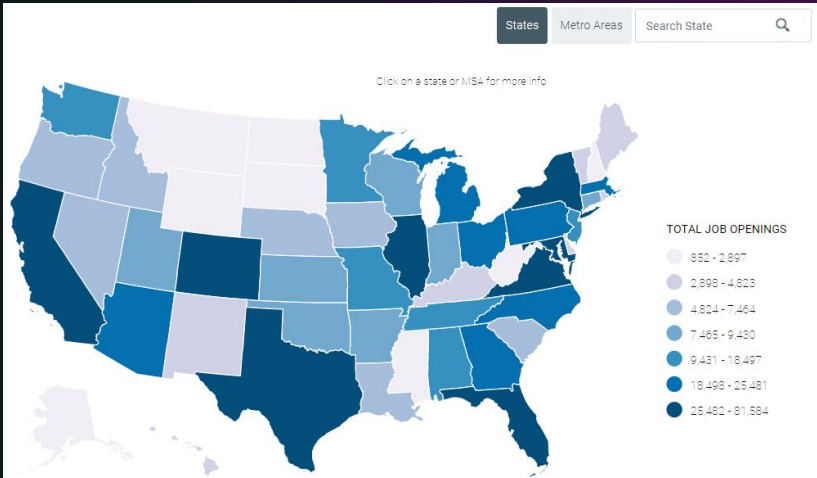
Average

LOCATION QUOTIENT

National average
1.0

TOP CYBERSECURITY JOB TITLES ⓘ

- Cybersecurity Analyst
- Software Developer
- Penetration & Vulnerability Tester
- Cybersecurity Consultant
- Network Engineer
- Cybersecurity Manager
- Systems Engineer
- Senior Software Developer
- Systems Administrator



**Cybersecurity Professionals:
YOU are in HIGH demand!**

Source: [cyberseek.org](https://www.cyberseek.org)



90%+ of MSPs are not compliant

What does it mean to you as an MS(S)P

01

Take steps to
secure +
compliant

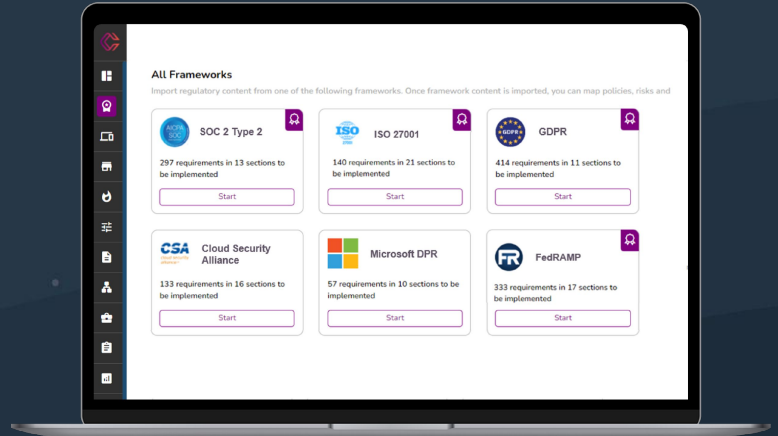
02

Help your
customers
secure +
comply

So, what is ControlMap?

Q: What is ControlMap?

A: ControlMap is an automated **control center** to run end-to-end **cybersecurity compliance operations**.



Automation first



Multi-client



Multi-framework

35+ frameworks
across industries
and countries



Jumpstart Frameworks

My Frameworks

Showing 25 frameworks

ISO-27001

Compliant (3 of 140)

Partially Compliant (17 of 140)

In Review (1 of 140)

Not Compliant (118 of 140)

Not Applicable (1 of 140)







2%
3 / 138 COMPLIANT

Overview Assessment Objectives Mappings

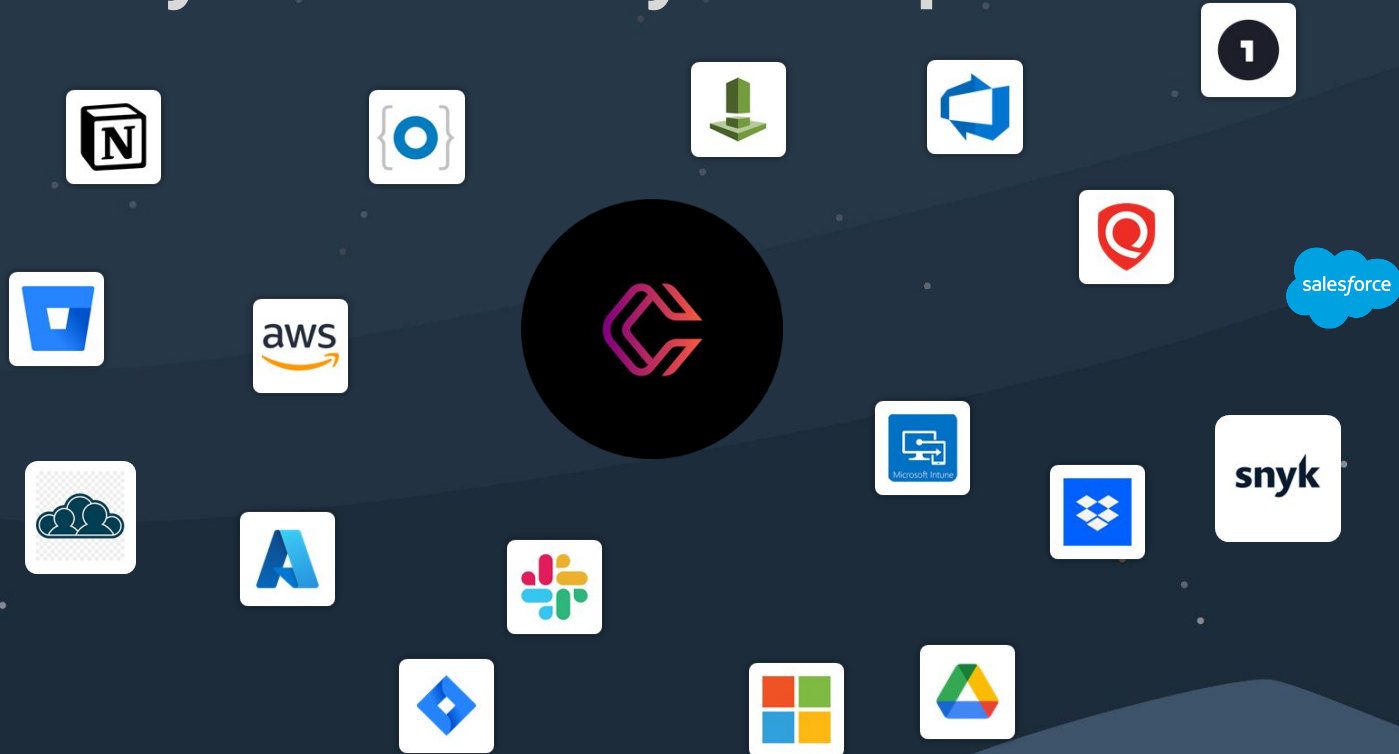
FEDRAMP MODERATE

Compliant (16 of 333)

Jump start ISO-27001 from

 <p>AICPA SOC</p> <p>SOC 2</p> <p>Jump Start</p> <p>77%</p> <p>Select</p>	 <p>TISAX</p> <p>TISAX (TRUSTED INFORMATION SECURITY ASSESSMENT EXC)</p> <p>Jump Start</p> <p>59%</p> <p>Select</p>	 <p>FR</p> <p>FEDRAMP MODERATE</p> <p>Jump Start</p> <p>78%</p> <p>Select</p>
 <p>HIPAA</p> <p>HIPAA SECURITY RULE (05-17-2022)</p> <p>Jump Start</p> <p>39%</p> <p>Select</p>	 <p>CSA</p> <p>cloud security alliance</p> <p>CSA-CCM V3.0.1 (07-21-2022)</p> <p>Jump Start</p> <p>93%</p> <p>Select</p>	 <p>GDPR</p> <p>GDPR (03-11-2022)</p> <p>Jump Start</p> <p>26%</p> <p>Select</p>

Automation & Integration Approach for Cybersecurity Compliance



30+ Integrated systems

35+ Compliance frameworks

50+ Pre-built templates and documents

100+ Pre-built compliance checks

10,000+ Projected MSP clients





Controls & Evidence

Risk Management

Policies & Procedures

Vendors

Compliance Portal & Assets

Built for MSPS

Opportunity for MSPs / MSSPs / vCISO / Security Consultants

Offer a compliance as a service solution offering

01

Develop incident response, breach remediation, communication plans

04

Install necessary cybersecurity solutions

02

Review third party vendor risk, data stored and security controls

04

Conduct risk assessments and penetration tests

03

Security Awareness: train employees on cybersecurity best practices

06





Become your client's **vCISO**

Sticky, recurring revenue streams + Improved Cybersecurity Posture



Provide a structured, systemized and repeatable approach to Cybersecurity within a Platform Offering



Convert one-time cybersecurity conversations into a continuous MRR service



New recurring revenue:
\$3-5k/mo on avg
\$10k/mo and higher depending

NIST & Government Cloud

NIST CSF Framework is voluntary guidance, based on existing standards, guidelines, and practices for organizations to better manage and reduce cybersecurity risk.


OSCAL: Open Security Controls Assessment Language

CMMC (NIST 800-171.R2)

FedRAMP (NIST 800-53.R4)

Privacy + Risk Sets





It's **simple, turnkey** nature combined with powerful pre-loaded content packs quickest wins and the best jumpstart."

"Competitors aren't providing **risk management-based controls** or full-scale policy management like ControlMap."

What our customers say...

"Their **control mappings**, hands down, make ControlMap the best platform for addressing more than one framework."

"Extremely helpful in finding auditors that know their software and **cost us less money overall.**"



Customer Case Study

“We sold **way more** compliance as a service than we expected.”

PLUSONE
TECHNOLOGY


How?

- Created a short video explaining the FTC safeguards deadline and how to become compliant
- Created a security badge that links back to the ControlMap trust portal to display compliance

The Platform



Risk Management

**ControlMap**

Risk Register


Showing 40 Risks

Search for controls, policies etc

View by: Risk


Id	Risk Name	Owner	Status	Department	Category	Treatment	Controls	Inherent	Current	Target
RSK-1	Phishing	JG	Assessed	Marketing	Awareness and Training	Reduce	A5.1.1			
RSK-2	Ransomware	SH								
RSK-3	Malware	SH								
RSK-4	Misconfiguration of employee endpoints	SH								
RSK-5	Employee owned devices (BYOD) exploitation	SH								
RSK-6	Misappropriation & Misuse of devices	SH								
RSK-7	Data theft from Laptops and other employee owned devices	SH								

Risk Sets

**Common Risks**


These are common risks such as Phishing and Ransomware which all organizations face.

[Import](#) [View Risks](#)

**Cloud Risks**


Common risks which apply to companies using cloud infrastructure such as AWS and Azure.

[Import](#) [View Risks](#)

**App & API Dev risks**


OWASP Top 10 and other risks which apply to companies building SAAS applications or cloud APIs.

[Import](#) [View Risks](#)

**Up & Coming risks**

These risks are not very common but likelihood of these risks is on an uptrend.

[Import](#) [View Risks](#)

**SCF Risk Catalog**

Risk catalog provided as a part of Secure Control Framework 2022.2

[Import](#) [View Risks](#)

Assessments

Common Assessment

Search for controls, policies etc



DF

Assessment Grade

Based on how you have answered the assessment questions, this grade (F to A+) gives you an indication on your overall Cybersecurity Posture. ⓘ

[How is this calculated ?](#)



[Go To Questions](#)

Answering Progress



Yes: 3 / 537

No: 0 / 537

Partially: 1 / 537

Not Applicable: 0 / 537

Not Answered: 533 / 537

Answering Progress For Frameworks ([Supported frameworks](#) ⓘ)



ISO-27001

Answered: 3 / 201



SOC 2

Answered: 1 / 268



NIST CSF

Answered: 1 / 119

← ISO 27001

Overview **Assessment** Objectives Action Items Findings

All Objectives > Context Of The Organisation

Answered- 2 of 29 (Yes - 1, No - 0, Partially - 1, NA - 0)

Question	Answer	Applies to	Evidence	Observations	Actions
<input type="checkbox"/> CCC-01.1: Are risk management policies and procedures associated with changing organizational assets including applications, systems, infrastructure, configuration, etc., established, documented, approved, communicated, applied, evaluated and maintained (regardless of whether asset management is internal or external)?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not Applicable <input type="checkbox"/> Don't Know		--	--	...
<input type="checkbox"/> CCC-01.2: Are the policies and procedures reviewed and updated at least annually?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not Applicable <input type="checkbox"/> Don't Know		--	--	...
<input type="checkbox"/> CEK-01.1: Are cryptography, encryption, and key management policies and procedures established, documented, approved, communicated, applied, evaluated, and maintained?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not Applicable <input type="checkbox"/> Don't Know		--	--	...

Policy Library & Management

Policies

Showing 49 Policies


Id ↑	Title ↑	Owner ↑	Contributor	Cont
<input type="checkbox"/>	POL-20	Acceptable Use Policy	AF	DF PG PT

Select policy template

<input type="checkbox"/>	Acceptable Use Policy	Manage in ControlMap	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>
<input type="checkbox"/>	Access Management Policy	Manage in ControlMap Link to external system Upload a document	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>
<input type="checkbox"/>	Antivirus Policy	Manage in ControlMap	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>
<input type="checkbox"/>	Application Security Policy	Manage in ControlMap	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>
<input type="checkbox"/>	Asset Management Policy	Manage in ControlMap	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>
<input type="checkbox"/>	Availability Policy	Manage in ControlMap	<input type="button" value="🔗"/>	<input type="button" value="⬇"/>

Id ↑	Title ↑	Owner ↑	Contributor	Controls	Objectives	Status ↑	Review Date
POL-20	Acceptable Use Policy	AF	DF PG PT AF SH	AT-01 AST-1	ISO-27001: A6.1.1 TX-RAMP SE: CA-02 TX-RAMP SE: CA-07 +48 more	Approved by Vinod UX on 03-17-2023	08-26-2022 Overdue
POL-21	Availability Policy	AF			PCI DSS (0: 7.1.1)	In Progress Last approved by Albert Frontman on 03-09-2023	09-30-2022 Overdue

Cloud Security & Compliance

←  AWS DEMO Not Running ▶ Run Once

☑ Compliance Checks 🔗 Access Review 📄 Assets 🔗 Connection 🕒 Schedule 👁 Watchers 📄 Logs 🆘 Help

Automated scan results

16
✔ Passed

17
⚠ Failed

22
❌ Error

[No Title]

☑ Compliance checks

Following compliance checks are performed by connector regularly to ensure that your aws environment is healthy. Click on the scan result column to view all historical scans and evidence collected during the scans.

Check	Controls	Objectives🕒	Scan Results	Enable	Actions
Avoid the use of the "root" account	A9.4.4 : Use of privileged utility programs	ISO-27001: A9.2.1 ISO-27001: A9.2.2	❌ Fail	<input checked="" type="checkbox"/>	⋮
	IAM-4 : Privileged & elevated access requires ap ...	ISO-27001: A9.2.3 +39 more			
	IAM-4 : Privileged & elevated access requires ap ...				
Ensure IAM password policy prevents password reuse	IAM-5 : Secure authentication using atleast user ...	ISO-27001: A9.2.2 ISO-27001: A9.2.4 ISO-27001: A9.2.1	<input type="checkbox"/>	⋮	

Product & Market Category Strategy

MSP & Client Success

Asset Lifecycle Management



 Lifecycle Manager

 Lifecycle Insights

Warranties,
Workstation
Assurance,
IT Asset Disposal



 Services
Marketplace

Backup
Monitoring &
Disaster Recovery



 Backup Radar

Business
Intelligence



COGNITION 

Security &
Compliance



 controlmap

Together, creating an
exceptional experience for
your clients

ScalePad

Mid-Year Ignition MSP Event

June 15th
3 Live Sessions

- 10am EST - 7am PDT
- 1pm EST - 10am PDT
- 8pm EST - 5pm PDT



For Registration &
Information



Your ScalePad Team Is Here!



Dan Fox
VP, Strategic
Partnerships



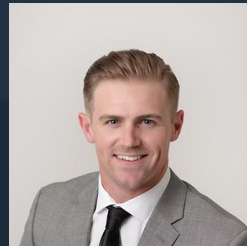
Ray Mann
Channel Development
Manager



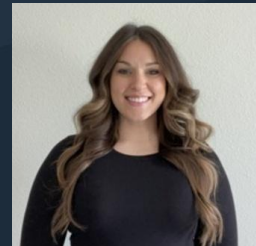
Jeff Dryall
Solutions Engineering
Manager



Christy Perez
Partner Success
Manager



Jeremy Whitmire
Account Executive



Kaitlin Johnson
Onboarding Specialist

ScalePad Thank You!



For Additional
ScalePad Product
Information or Demo

Ray@ScalePad.com

Don't forget to fill out your

SESSION SURVEY