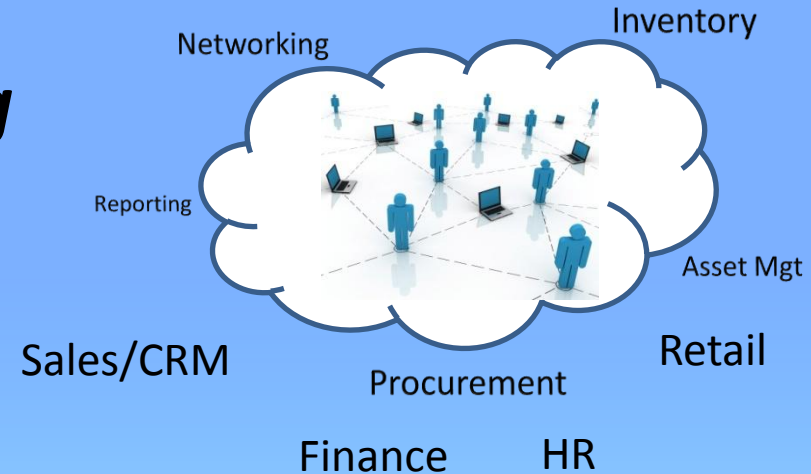




# Salesforce.com

## 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*

