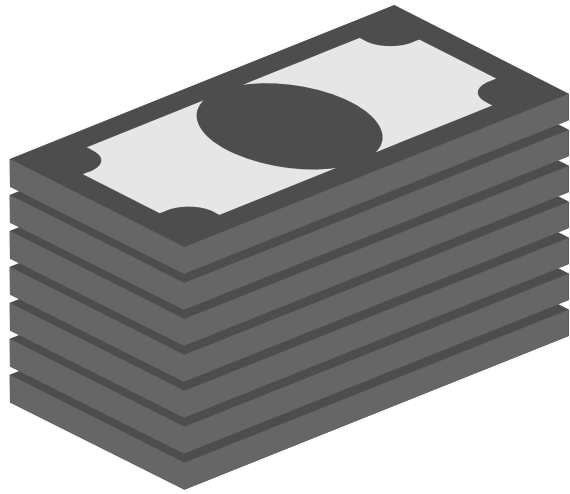


evolve'17  
CONFERENCE

# Periscope 360°- What's Going On

Chris Kennedy – Chief Operating Officer



# Our Purpose:

Eradicate Waste To Maximize  
the Value of Every Dollar Spent

Who's Who?

# Brian Utley

## CEO



**Founded Periscope in 2000**  
**Leads overall strategy and vision**  
**for Periscope**

**Active thought leader at**  
**conferences, in publications**

**He used to have really long hair**  
**(at least that is what he says)**

# Chris Kennedy

## COO



**Joined Periscope in 2005**

**VP of Services for 10 years**

**Assumed COO role – Dec 2015**

**Responsible for execution of  
services, technology, product &  
Support**

**Thinks Mad Men is the greatest TV  
show ever and frequently quotes  
Don Draper in emails and  
“motivational” messages**

# Dave Nelson

## CFO



**Joined Periscope in 2015**

**Leads our finance, HR, legal  
teams**

**Previously CFO/COO at multiple  
technology startups**

**Big fan of Austin's live music and  
lives downtown for easy access to  
the scene**

# Cesar Gonzalez

## CTO



**Joined Periscope in January**  
**Restructured our Engineering**  
**(Product, Dev, ITS) team**  
**CIO/CTO experience at several**  
**startups, including**  
**CreditCards.com**

**Founder of national engineering**  
**competition, Extreme Engineering**

# Jean Clark

## President NIGP Code



**Joined Periscope in 2014**

**Leads our NIGP services,  
including code management,  
consulting, and thought  
leadership**

**Previously CPO for State of  
Arizona**

**Awarded NIGP's Albert H. Hall  
Memorial Award in 2011, the  
highest form of recognition  
offered by the Institute**

**Caught a 6 lb. trout on a fly rod in  
Greer, Arizona**



# Mark Didlake

## VP of Sales



**Joined Periscope in 2014**  
**Leads our eProcurement sales efforts to government agencies**

**Fraternity pledge brother of Matthew McConaughey**

# John Kanarowski

## Senior VP and GM of Supplier Services



**Joined Periscope in February  
Leading our BidSync supplier  
solutions business**

**Previously he worked in go-to-  
market roles at Workday, Oracle,  
Zerista, Merced Systems, and  
Siebel Systems**

**Member of Dartmouth ski team**

**Lisa Novak**  
**Director of Human**  
**Resources**



**Joined Periscope in September!**

**Leads Periscope's HR and  
organization development  
activities**

**Focused on designing internal  
programs that align with our  
strategy and drive employee  
engagement and growth**

**Does not like coffee or chocolate**

# Chris Jacoby VP of Transformation Services



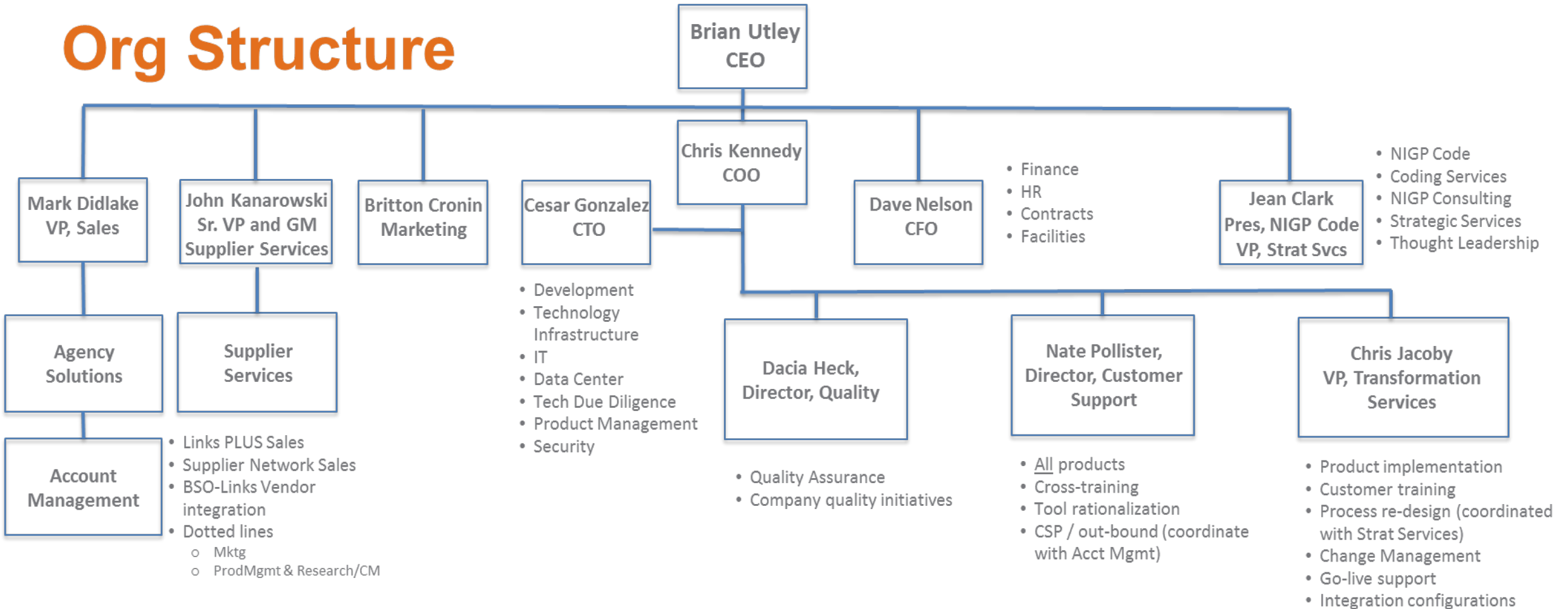
**Joined Periscope spring 2016**

**Leads our implementation  
services teams and  
partnerships/alliances**

**Previously worked with CGI and  
Sierra Systems**

**Held the record in eastern Iowa  
for 18 months of Domino's  
delivery without having to give  
away a free pizza due to late  
delivery**

# Org Structure



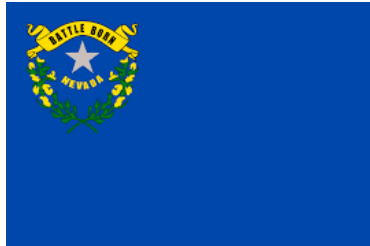
New Customers

# BuySpeed

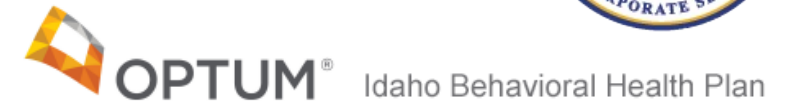
POWERED BY Periscope

# BidSync™

POWERED BY Periscope



**PORT HOUSTON™**  
THE INTERNATIONAL PORT OF TEXAS

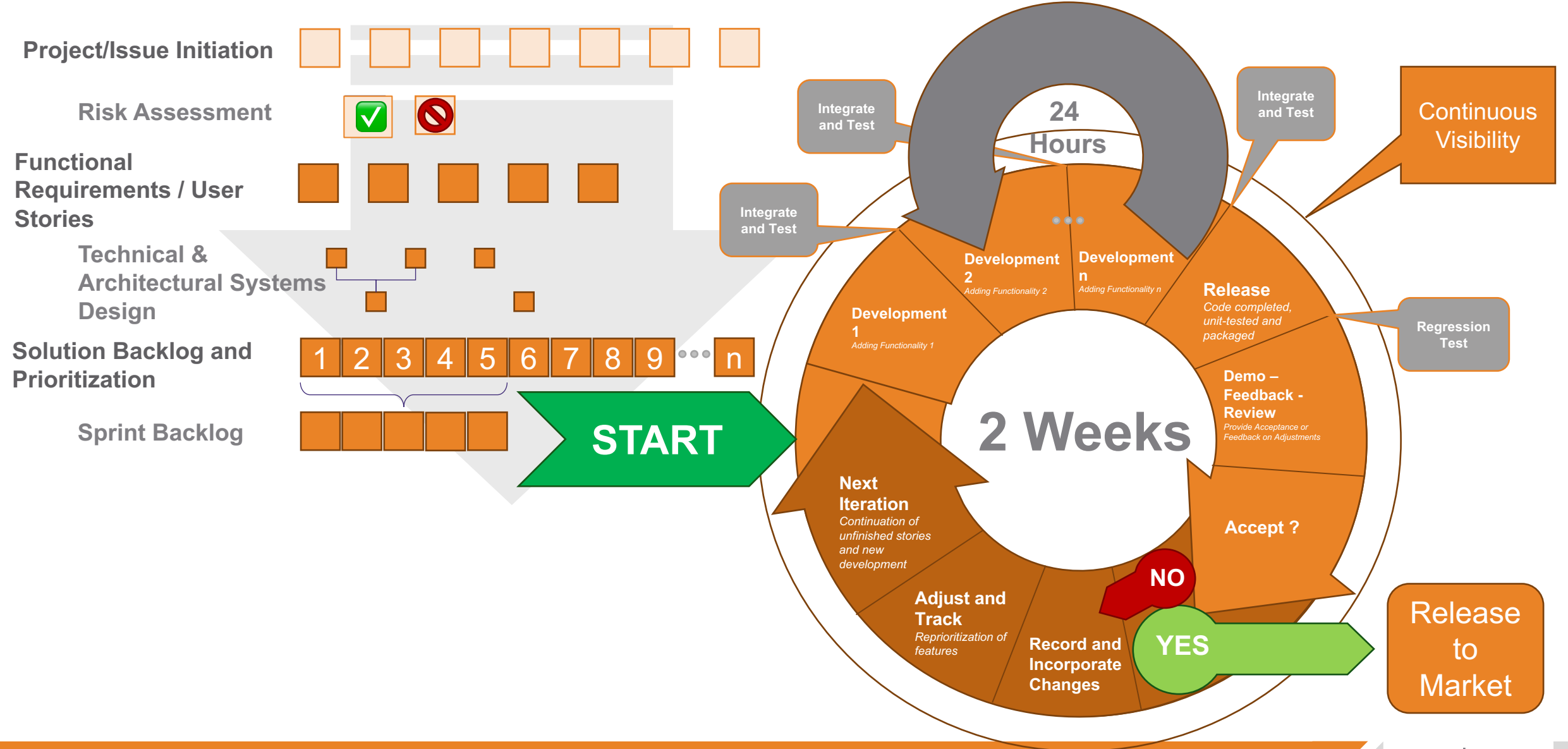


# What's New at Periscope?





# Our SDLC – Agile Development Process



# Periscope Development - Two Week Sprints

FRIDAY	WEEKEND	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
<ul style="list-style-type: none"><li>• TRIAGE</li><li>• GROOMING</li></ul> <ul style="list-style-type: none"><li>• DEV SPRINT X STARTS</li></ul>		<ul style="list-style-type: none"><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• CLIENT HEALTH</li><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• PRE-SPRINT PLANNING</li><li>• SPRINT X DEV</li></ul>

FRIDAY	WEEKEND	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
<ul style="list-style-type: none"><li>• TRIAGE</li><li>• GROOMING</li></ul> <ul style="list-style-type: none"><li>• SPRINT X DEV</li></ul>		<ul style="list-style-type: none"><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• RETROSPECTIVE</li><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• SPRINT PLANNING</li><li>• SPRINT X DEV</li></ul>	<ul style="list-style-type: none"><li>• DEMOS</li><li>• SPRINT X DEV</li></ul>

# Engineering Team Structure

Unified and cross-trained development and QA teams

Development and QA teams organized to provide ongoing and dedicated focus on specific areas

Allows us to focus on customer-driven needs while also building out innovation

		a	b	c	d	e
		Platform	Suppliers	Agencies	Integrations	UX + DevOps
AS-IS	1 BUYSPEED		Primary	Primary	Primary	
	2 BIDSYNC SOURCE			Primary		
	3 BIDSYNC SUPPLIER		Primary			
TO BE	4 ARGO	Primary				

# Issue to Resolution Process



IDENTIFY

TRIAGE

GROOMING

CLIENT  
IMPACT

PLANNING  
PRIORITIZE

USER  
ACCEPTANCE

QUALITY  
ASSURANCE

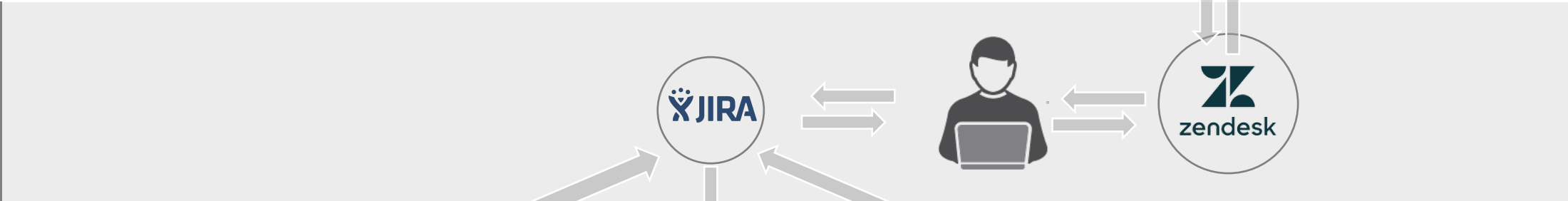
SPRINT  
DEVELOP

RESOLUTION

# Support – How does it work?



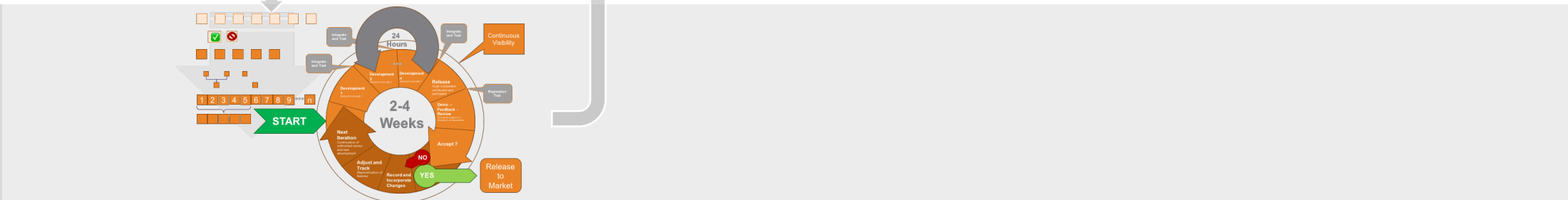
SUPPORT



SWAT or PRODUCT



DEVELOP

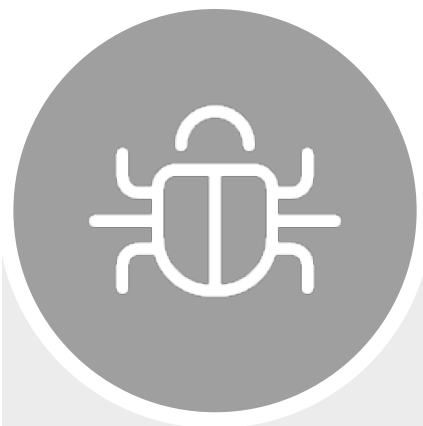


# SWAT Team – SoftWare Action Team



## Technical Debt

Ability to dedicate time to cleaning up code that prevents future enhancements or was a quick patch with a more robust solution that has been delayed to be implemented.



## Complex Code Gaps

Due to the complexity of the code base there are occasional need for deeper analysis to determine the proper fix for sporadic issues. The need to delve into complex use cases is provided.



## Process Improvement

Identify issues due to processes or policies that cause disconnection to the intention of a particular solution or integration. Complex workflows and data transitions are evaluated to arrive to a resolution.



## Recurring Issues

Provide solutions for issues that happen over and over again. Often these issues are quickly solved but requires more time to identify root cause and a more complex solution in order to keep from happening again.

# What Else Is New in Engineering?

## Periscope Platform

Development of our next-generation platform

Using latest technologies

Provide a single, combined platform for all customers

## Security Focus

Comprehensive FISMA audit

Ongoing security testing

New BuySpeed Security Release approach

## Cloud Solution Evolution

Ongoing efforts to optimize cloud infrastructure

Focus on improving performance while also reducing costs

Linked to Periscope Platform

## Product Management

Product managers realigned under CTO

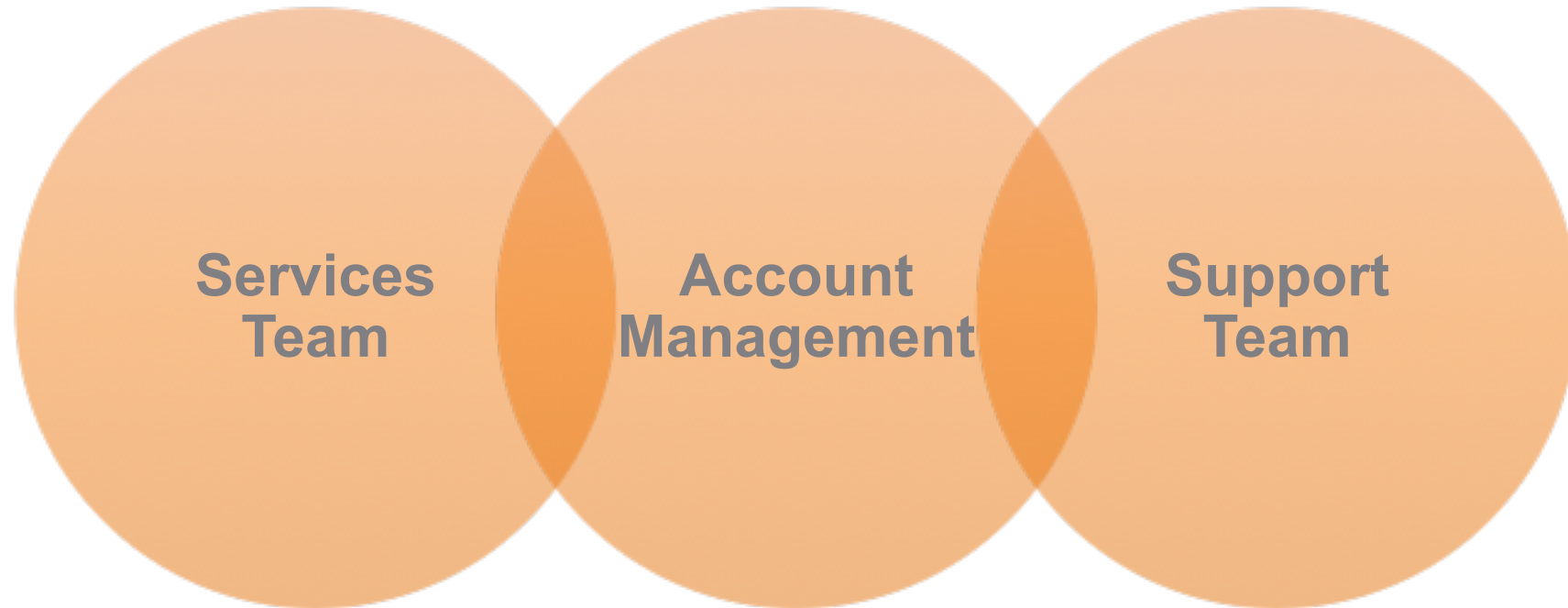
Provides better connection between product direction and teams responsible for execution



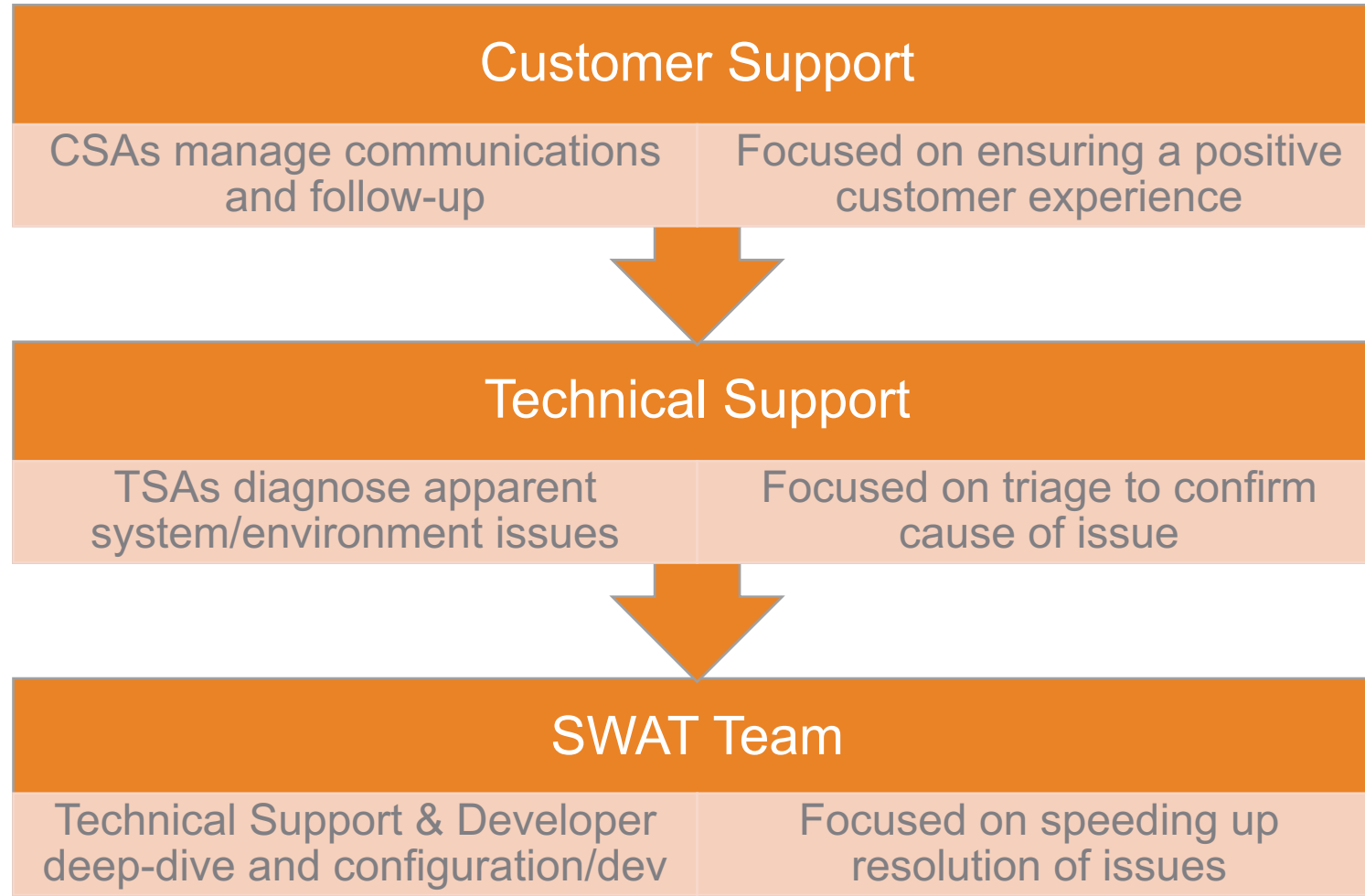
# Quality Initiatives



# Supporting You



# Supporting You



# Driving Change



# Our Approach to Sustainability

## THE OBJECTIVE:

Prepare “Core User Group” to Take Ownership of System and Sustain Momentum

## Achieved By:



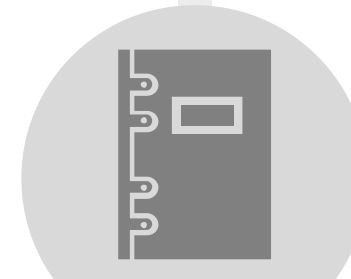
Attack Learning Curve Early



Core Team Training

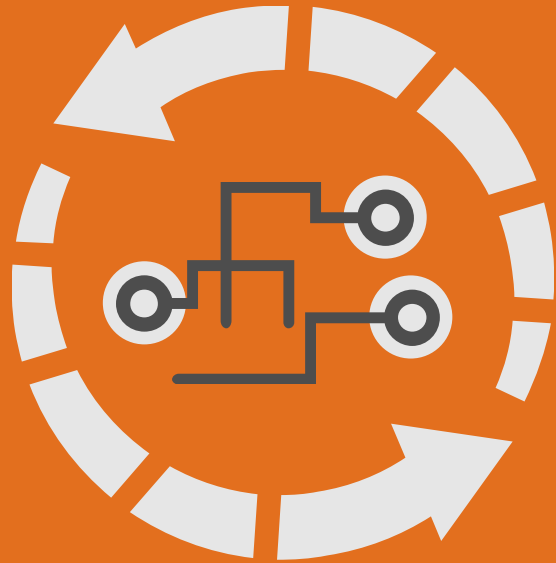


User Acceptance Testing



Training Manuals & Materials

# Strategic Direction



# Our Approach:

Empower Entire EcoSystem

Connect Buyers & Suppliers

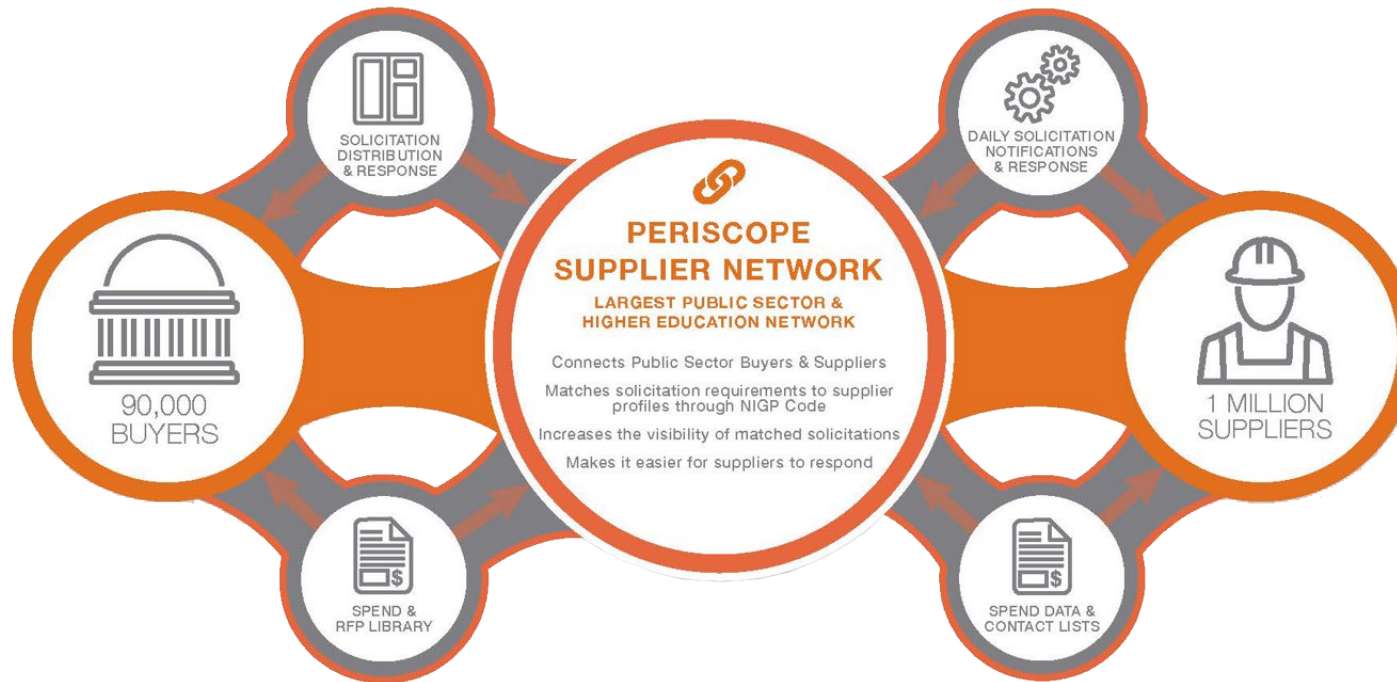
Enhance the ERP

Simply Integrate with Everything

Implement for Sustainability

# Periscope Supplier Network

## How Public Sector Buyers and Suppliers Connect



### BUYER BENEFITS



- Access To Almost 1 Million Suppliers From A Single Location
- Increase Competition For Improved Pricing And Services
- Promote The Growth Of Local Businesses By Providing More Business Opportunities
- Ease Solicitation Tracking And Online Response For Existing Suppliers

### SUPPLIER BENEFITS



- Access To Solicitations From 90,000 Public Sector Organizations
- Build Better Relationships & Joint Solution Offerings
- Manage Solicitation Tracking & Certification In One Place
- Education, Tools & Support To Win More Contracts



# Alternative Implementation/Funding Model

- **No Cost eProcurement Modernization**

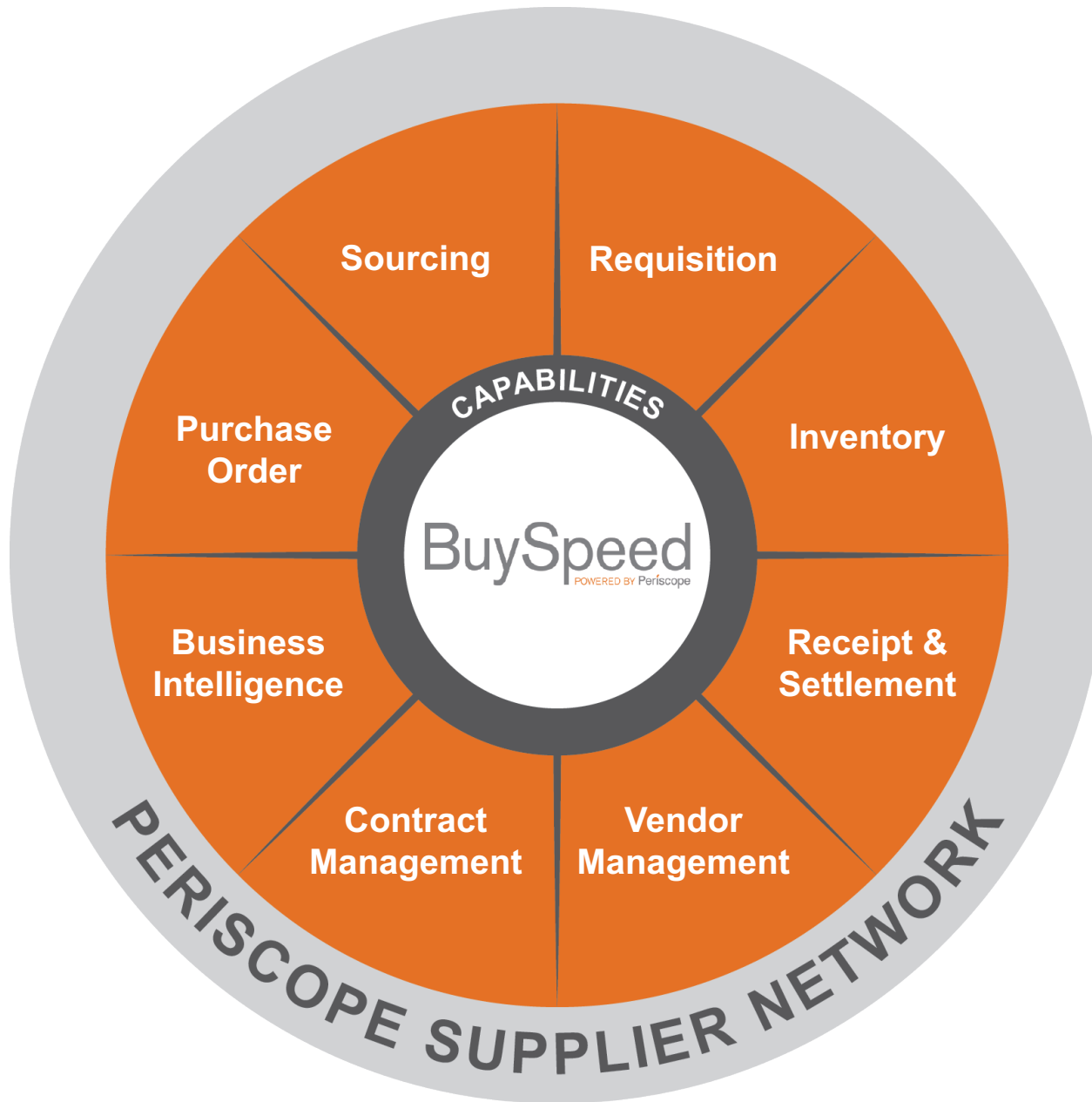
- 1% convenience fee collected for spend off state-wide contracts (Periscope provides a revenue share-back once established threshold is achieved)

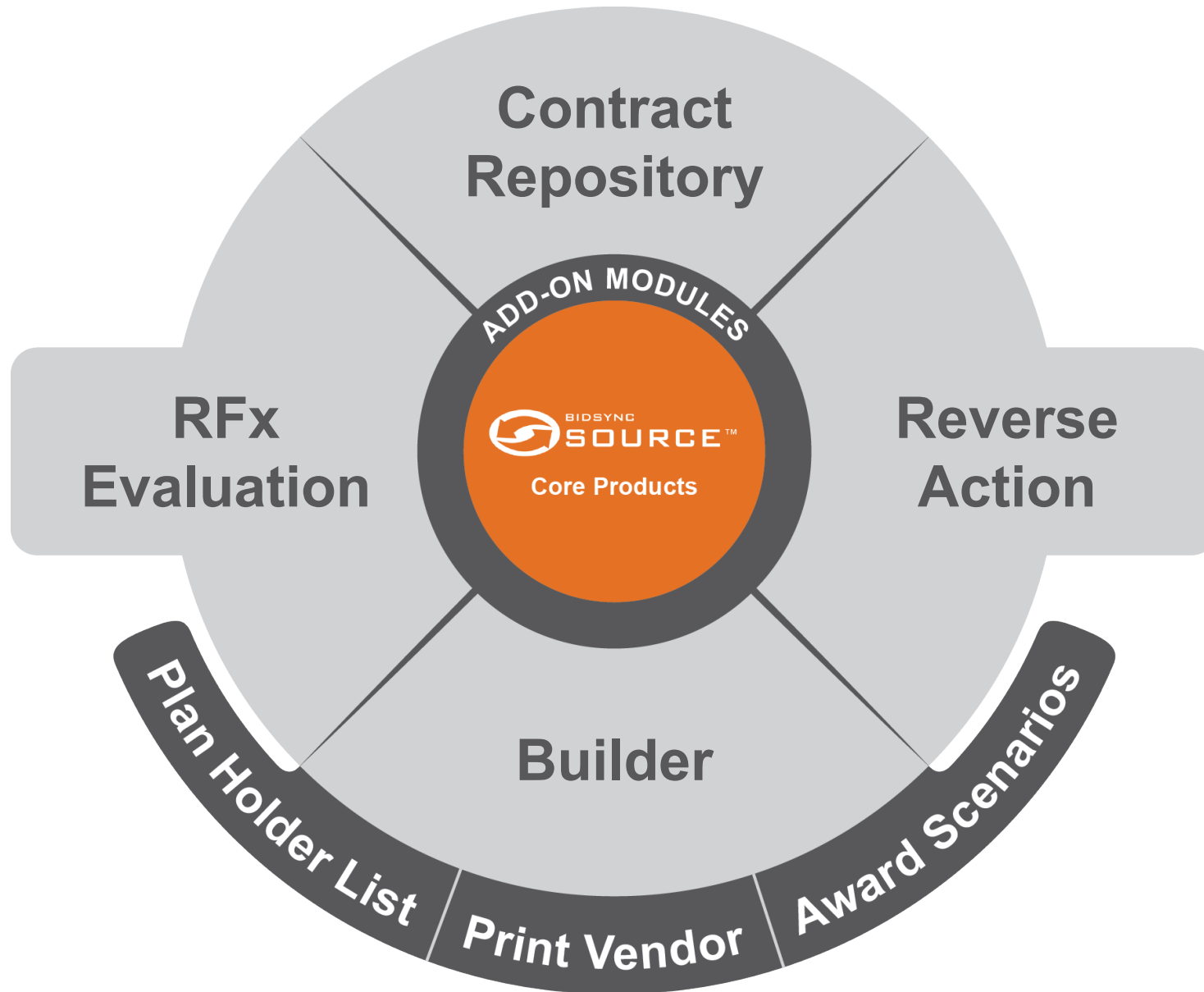
- **Alleviate State Resource Responsibilities**

- Other states who have mastered eProcurement programs employ teams of 25+ for system management, vendor engagement, and marketing to local political subdivisions.
- Periscope manages eProcurement transformation and associated program to ensure internal and external success.

- **Periscope will provide the resources and expertise to manage:**

- Strategic Sourcing
- Contract Rationalization/Spend Analytics
- Vendor Support
- Vendor Enablement
- Vendor Outreach
- Continual Training
- Marketing of Statewide Contracts to poli-sub
- Training Poli-Subs on eProcurement System
- Convenience Fee Collection





# Periscope HOLDINGS INC PLATFORM

