




Solving our Customers' Challenges

Astreya Corporate Overview

May 2018

Who We Are



Astreya is a premier IT solutions provider, offering strategic and tactical services for some of the worlds most recognizable and innovative organizations.

What We Do

1

Founded in 2001 as a Staffing Company and Value-Added Reseller.

2

Managed Services and Professional Advisory Services.

3

Deliver Technology-enabled Services to fuel Digital Transformation.

4

Enable businesses to make better decisions, achieve operational efficiency and a competitive edge.

5

Innovate beyond the SLA and KPIs.

6

Bring insights to bear in our solutions

Our Mission

- ✓ We're passionate about **solving our customers' challenges**.
- ✓ We believe that the **integration of technology and service solutions** can transform the way businesses operate for the better.
- ✓ We act with a **sense of urgency and accountability** to our people and our partners.



Advantage



Focus and Clear vision

We believe it is better to do a few things great. Astreya is focused on managed service excellence across four core solution pillars.



World Class Talent

World-class talent acquisition and development, serving clients in approx. 35 countries. Astreya talent is hands on, responsive, insightful and nimble.



Innovative Technology

We are creative, Silicon Valley is in our DNA, our dedicated R&D team and COE brings innovative technology and tools to bear for our clients.

At-a-Glance



35 countries



800+
employees



100+
sites regularly staffed



800+
years of managed services
experience in market
leading firms.



125,000+
customer employees
supported



250+
Remotely supported
client locations



17
years of service excellence



4
focused solution pillars



500K
tickets managed
manually

Financial Snapshot

Executive Leadership



Edwin Miller | CEO

Edwin is a four-time CEO with 20+ years of experience as a technology industry executive and an executive consultant. He has successfully grown and transformed companies organically and through acquisition across both domestic and international markets. He is known for adeptly analyzing situations, identifying strengths and weaknesses in financial and business models, and guiding companies to make changes as needed to execute.



Bobby Land | VP R&D

Bobby Land leads the Astreya R&D team focused on Astreya's core solution pillars. Bobby is an industry veteran with 20 years' experience and brings an extensive record of innovation and leadership in managed IT services and software. Mr. Land's career has spanned across technology services, product management and development with leadership roles at well-known companies including IBM and T Systems.



Monica Hushen | CFO / COO

As CFO/COO Monica leads Astreya Finance and Operations and HR. Monica has 25 years' experience scaling global private and public enterprises, having held both Finance and Operations leadership roles. She previously held the CFO/Operations role for Wonder Workshop. Prior to that, Monica has led growth strategies for companies, such as NewRoads, uBeam, HashFast, Soundhawk, and ECS Refining. She has also held Operations / Finance leadership roles at HP, Palm, Apple, and GE.



Anita Nunes | VP Sales & Talent Acquisition

Anita Leads Astreya Global Sales and Talent Acquisition. Anita leads by keeping our customers and their needs front and center. She brings extensive knowledge in sales, marketing, networking, and data center services to Astreya. She has a B.S. in Business from Duquesne University and a Masters in Business from the University of North Carolina at Chapel Hill. Prior to Astreya, she successfully led professional services for Cisco and Milestone Technologies in senior leadership positions.



Jay Preston | SVP Global Delivery

As SVP of Global Service Delivery, Jay is responsible for driving successful customer outcomes across Astreya's entire services portfolio. Jay is a veteran of the technology industry having successfully grown both public and private companies. Jay served as a Director in the Services Sales organization at Cisco and was the EVP Sales & Marketing role for Milestone Technologies. Jay has a B.S. in Engineering from Cornell University and a M.S. in Engineering from Stanford University.



Tom Miller | CMO

Tom is Chief Marketing Officer at Astreya and leads all marketing and communication efforts. Tom is no stranger to rapidly changing environments and has 25 years of experience leading transformational teams. He previously was Vice President of national marketing, Gannett and USA TODAY. Prior to Gannett, he served as Director of Sales Strategy, AOL Media Network. He also held executive marketing roles at Havas, White & Partners, and Source Media.



Global Footprint

Solution Pillars



Experience



Banking, Financial
Services, & Insurance



Retail, CPG,
Transportation &
Government



Manufacturing
& Hi-Tech



Healthcare,
Life Science &
Services



Energy,
Natural Resources Utilities
and Engineering &
Construction



Global Media &
Telecom

We support some of most
innovative companies on
earth and many Fortune
500 brands

Business Strategy



**Increase Value Through
Differentiation And
Innovation**



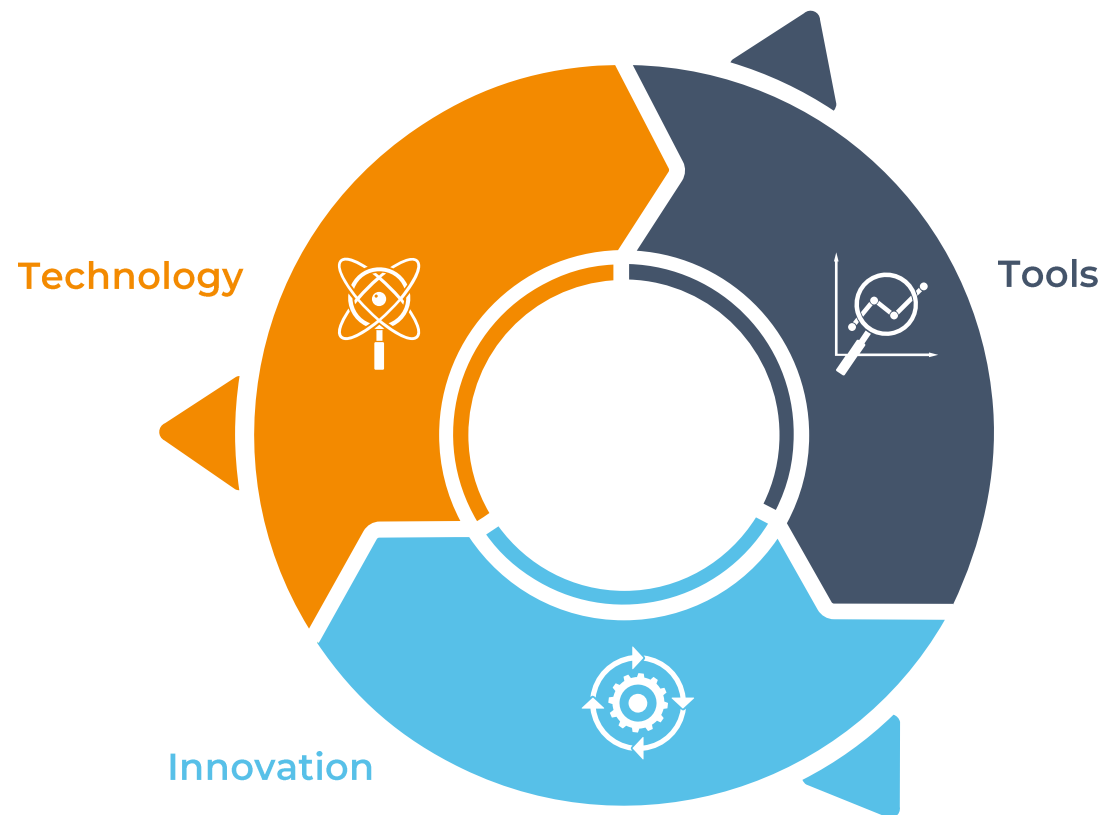
**Invest In Our People -
Nurture Innovation, Skills
And Leadership
Development**



**Reduce Operating Costs
Standardization of
Delivery and Automation**

Research & Development

- ✓ Operates as a shared resource to support Astreya services and innovate with customers
- ✓ Eighteen R&D Professionals, Silicon Valley style innovative culture, focused on disruptive technologies, tools and emerging trends
- ✓ Leveraging Innovation, Technology, and tools for Astreya's three Solution Pillars



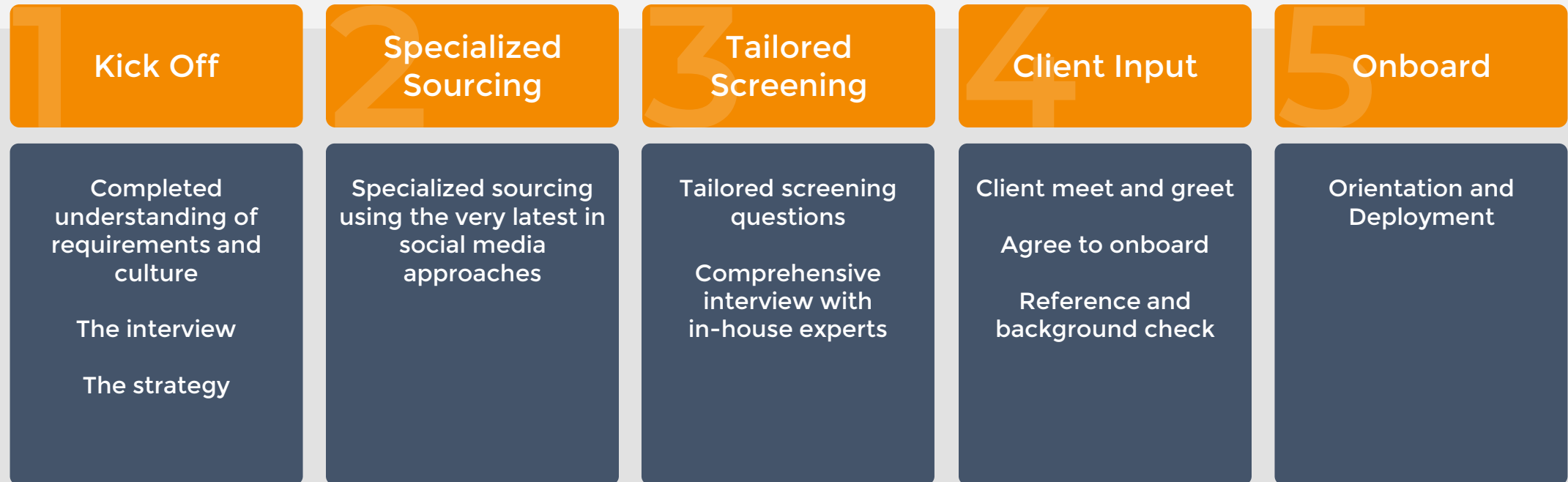
Talent Acquisition

We provide great people with exceptional abilities to assess, build, manage and maintain complex technologies... Period.

- ✓ At Astreya, our talent acquisition process and methodology is the hallmark of our success
- ✓ We screen to the exact requirements, utilizing the latest technology to source the best, right-skilled resources possessing the technical capabilities and cultural fit for the engagement
- ✓ We encourage our staff, through our Employee Referral Program, to refer former colleagues as well as apply themselves for personal and career advancement
- ✓ Our entire process filters candidates to efficiently grow and increase the value of your team
- ✓ Astreya, an Equal Opportunity Employer, celebrates diversity and is committed to creating an inclusive environment for all employees
- ✓ One of the highest scores we receive in our annual employee satisfaction survey is in the area of inclusion, supporting employees to be themselves
- ✓ Astreya offers a comprehensive benefits package for all employees worldwide
- ✓ Included are health and welfare as well as paid holiday and vacation time off so that employees can have balance in their lives
- ✓ We continuously review our benefit packages to ensure Astreya is competitive and a preferred employer

Talent Acquisition

A Proven Recruiting Process



Training & Development

Training / Professional Development

- Continuing Education Assistance program for training, with reimbursements
- Programs includes technical and professional topics: Networking (Cisco/Juniper), ITIL, Project Management, Certification exams
- Emerging Leaders Program - a formal 3 month program for new leaders to learn and develop leadership and management skills

Performance Management

- Annual, formal performance reviews, including peer/customer feedback
- Employee surveys, allowing resources to anonymously provide direct response to Astreya performance

Core Values

- Astreya defined our fundamental company values with the acronym “PACE”: Passionate, Adaptability, Creativity, Excellence
- These core values are exemplified by our team members and recognized with our employee recognition awards

The Extra-Mile Award (monthly)
Astreya Wall of Fame (quarterly)

Center of Excellence

1. Process
2. Analytics
3. Service Delivery
4. Project Management
5. Technical Writing
6. Training
7. HR
8. SME
9. IT Tools

1. The Astreya COE operates as a shared service resource across Astreya
2. Its goal is to connect, cultivate and organize Astreya expertise across service functions to support excellence in all we do
3. Astreya COE leverages Pillar offerings and expertise to enable Service Programs

COE Team:

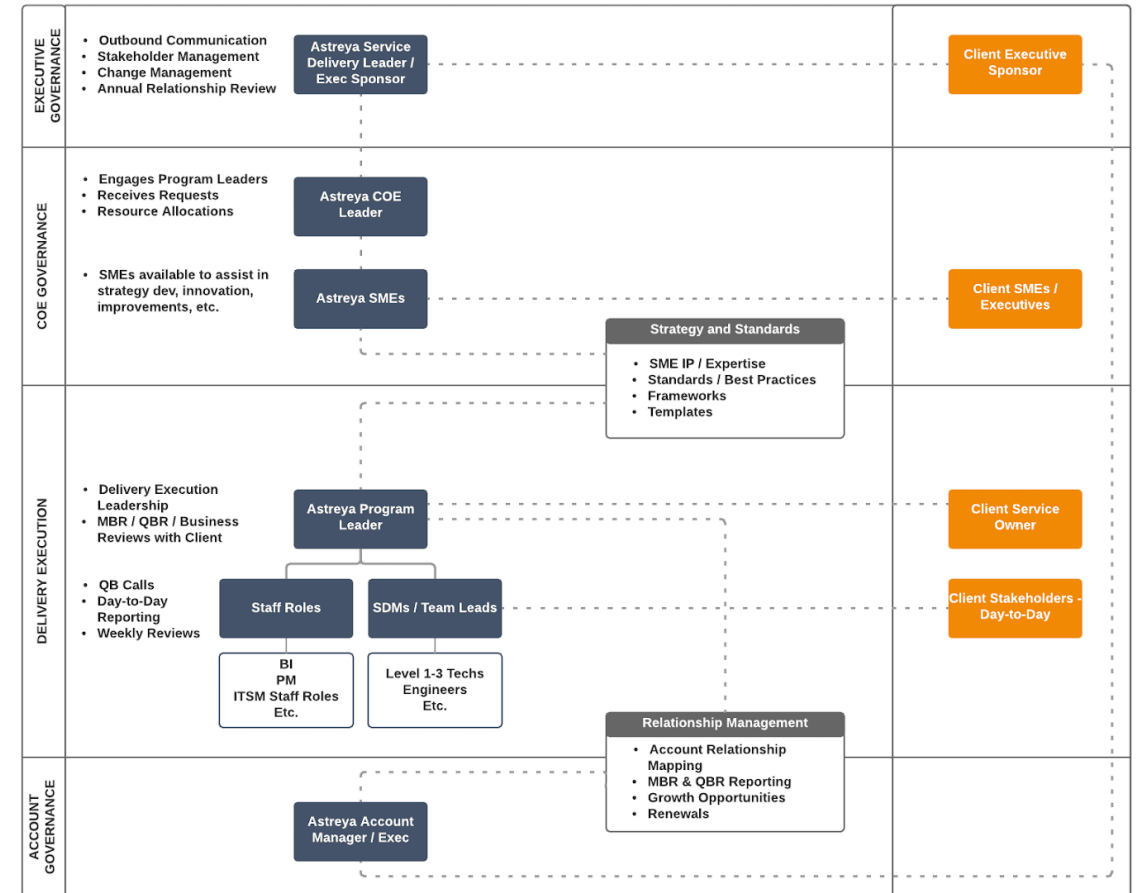
Tech Writers - 18
Trainers - 31
Data Analysts - 18
Process Experts - 11
Project Managers - 43
Cloud / DC Talent - 10
Asset Management
Experts - 10
IT Support Experts - 14

Program Governance

ASTREYA GOVERNANCE MODEL / RELATIONSHIP MAP

Astreya COE | May 8, 2018

- ✓ The overall governance model represents the structure used to deliver and monitor performance
- ✓ It is a multi-level model which provides transparency into the operations and strategy of both parties and with the appropriate stakeholders
- ✓ There is a regular cadence for the reviews and reporting to ensure tight linkage across both parties



Summary / Next Steps

- Summary
- Next Step
- Summary
- Next Step
- Summary