

Description of Services (Email Marketing)

This document describes our Standard, Premium and Enhanced services. While all listed services are available, you may not need them all. Based on your subscription rights, our digital support team will provide the necessary services as needed. If you require additional support, our Enhanced service team can assist.

TECHNICAL SETUP & CONFIGURATION

Our digital support team will lay the technical foundation needed to setup and configure your email campaign manager. This starts with collecting all the necessary information needed to optimize your W3 Branded Microsite (hereinafter referred to as the 'website').

This includes:

Standard Services

Email Technical Setup
 Our digital support team will work with you to setup and configure your email settings within your W3 account using your SMTP credentials.

Premium Services

- Sales Representatives and Contact List Import
 Our digital support team will work with you to setup, collect and
 import your sales representatives and email contact list based
 on your W3 email marketing subscription limits.
- CASL / CANSPAN Compliance
 You will inherit the W3 CASL / CANSPAN compliance module to
 manage and monitor your marketing permission rights.

Enhanced Services

Contact Groups and Sales Rep Association
If you require assistance in setting up contacts groups and
aligning each contact with the appropriate sales rep, speak with
our digital support team for assistance.

EMAILCAMPAIGN SCHEDULING

Our digital support team will work with you to establish a campaign schedule that meets your objectives using vendor specific ready-tosend email campaigns.

Premium Services

Email Campaign Selection & Scheduling
 Our digital support team will schedule and send up to 4 email
 campaigns per month based on your email subscription limits.

Enhanced Services

Additional Email Campaigns and Messages
 If you require additional email campaigns and message sends, you can increase these limits by logging into your account and adding to your service subscription.

CONTENT SYNCHRONIZATION

The most successful websites are the ones that keep visitors coming back due to great content. To accomplish this, we've completed an extensive website build that's updated and maintained regularly to ensure your content efforts are always current and up to date.

Standard Services

• Branded Content Synchronization

This includes:

- ✓ Ready to send email campaigns
- ✓ High converting landing pages for all campaigns
- ✓ Branded website resources (when available)
 - Infographics
 - eBooks
 - Presentations
 - Videos
 - White Papers
 - Data Sheets
 - · Case Studies
 - Research Reports
 - Solution Guides and more (html, pdf, ppt, xls, videos and more)
- ✓ Call-to-actions (CTA's)
- ✓ Lead Capture System
- ✓ Images

CUSTOM CONTENT

Our digital support team can create, edit or add custom content as needed. Speak with your representative to learn more.

Enhanced Services

- Email campaigns
- Resources
- High Converting Landing Pages
- · Custom Forms, Special Events and more



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ONGOING CONSULTATION

Our team of highly trained digital specialists are here to help scale your business quickly, easily and cost effectively. Based on your requirements, our digital support team can custom create a marketing strategy that meets your goals and objectives.

Premium Services

Access to our team of digital specialists include:

- Digital Marketing Strategy
 Our digital support team will work with you to create a custom marketing strategy that meets your goals and objectives.
- Campaign audit results
 Our digital support team will be available to schedule monthly review calls to optimize your strategy to match your objectives.
 During this time, we'll review and evaluate your campaign progress and recommend the appropriate actions.

Enhanced Services

Our digital support team can custom create a plan that meets all your requirements.

Access to our team of digital specialists include:

On-call customer service
 Our digital support team is available by phone, email, online chat and via our support ticketing system.

SERVICE AND PERFORMANCE REPORTING

Our digital support team will provide you with access to your W3 Back Office Portal.

Standard Services

Technology dashboard (Login & Password to be provided)
 You will receive access to the W3 Back Office Dashboard where
 you can manage and monitor your email content and activities.

TRAINING & SUPPORT

Based on your service subscription, training and support services are provided by your W3 Authorized Agency Partner as follows:

Standard Services

 W3 Back Office Support Ticketing System
 Via your W3 Back Office, you'll have access to open, manage and submit support tickets 24/7.

Premium Services

 W3 Authorized Agency Partner Included with your subscription, your W3 authorized agency partner will provide an adequate level of training and support based on your subscription level.

Enhanced Services

W3 Authorized Agency Partner
 As a fully customizable solution and service partner, your W3
 Authorized Agency Partner can provide a suitable training and support package to meet your needs.