FLOQAST IMPLEMENTATION SERVICES STATEMENT OF WORK

The Implementation Services consist of services to assist Customer in setting up and deploying the Services and are dependent on the unique needs of each customer. Customer acknowledges and agrees that Implementation Services, while primarily performed by FloQast, or a third-party subcontracted by FloQast to perform the Implementation Services, require the active involvement of Customer.

Basic Statement of Work. Implementation Services may include the following stages, subject to change based on Customer's systems and organization.

1. **Document Requests.** Customer to provide FloQast Customer's close checklist and list of accounts reconciled.
2. **Prepare Mapping Document.** FloQast will use Customer's documents to prepare a "Mapping" document in Excel to illustrate the FloQast setup. This stage may require several requests for information before the next stage.
3. **Mapping Approval Call**. Customer and FloQast shall meet to review the Mapping document and for Customer to approve it before the next stage.
4. **Setup.** FloQast shall provide Customer a link to its profile and the credentials for accessing cloud storage and the accounting system. Once Customer has logged in, FloQast can and shall begin the setup process. FloQast will notify Customer when FloQast has completed the setup process and the Services is available for Customer's use.
5. **Team Onboarding Session.** FloQast will provide an onboarding and training session with Customer before Customer's first close using the Services. FloQast will discuss best practices during that session and be available for questions and answers.
6. **Close Optimization Session**. FloQast will hold a "Customer Success Call" with Customer after Customer's first close using the Services. FloQast will review the setup and Customer's use and will address any questions, concerns or feature requests Customer may have.

[End of FloQast Implementation Services Statement of Work]