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Federal Forum 2022

The Future of [Government] Work: Agile, Efficient, Effective

Mission Simplified with Low-Code App Dev Automation

1:30 p.m. – 2:05 p.m.



Gregg Aldana ServiceNow



Steven Lock-Campbell Department of Agriculture

Safe harbor notice for forward-looking statements

This presentation may contain "forward-looking" statements that are based on our beliefs and assumptions and on information currently available to us only as of the date of this presentation. Forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause actual results to differ materially from those expected or implied by the forward-looking statements. Further information on these and other factors that could cause or contribute to such differences include, but are not limited to, those discussed in the section titled "Risk Factors," set forth in our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q and in our other Securities and Exchange Commission filings. We cannot guarantee that we will achieve the plans, intentions, or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. The information on new products, features, or functionality is intended to outline our general product direction and should not be relied upon in making a purchasing decision, is for informational purposes only, and shall not be incorporated into any contract, and is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. The development, release, and timing of any features or functionality described for our products remains at our sole discretion. We undertake no obligation, and do not intend, to update the forward-looking statements.

Agenda

How Federal work is changing?

Who we are

Where we started

How we got here

Need for low code and ServiceNow Creator Workflows

Costs and savings



In the new economy, Federal Work has changed



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Digital imperatives to thrive during disruptions

Unprecedented disruption: COVID-19, new ways of working, shocks to supply chain, ESG...

SPEED	EFFICIENCY	EXPERIENCE
Accelerate digital leadership	Improve process efficiency & resilience	Compete on experience
Automate everything, fast	 Optimize and adapt processes quickly 	A Inspire the new digital workforce
Transform legacy practices	Augment to unleash human potential; minimize friction	Delight next-gen customers and employees

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What's slowing down digital execution



Shortage of tech skills and talent

Talent shortages in the U.S. have more than **tripled** in the last decade, with **69%** of employers struggling to fill positions.

ManpowerGroup

<u> The Employment Outlook Survey, 2021</u>



Legacy and silos hurting agility

By 2024, most legacy apps will receive some modernization investment, with cloud services used by **65%** of the apps to extend functionality or replace inefficient code.

DC FutureScape

Worldwide Cloud 2021 Predictions



Skyrocketing digital expectations

Employee experience is the **third-highest** key initiative critical to achieving corporate objectives and it has become increasingly vital to the success.

Workplace Insight

Employee experience is more important than ever

How organizations adapt



Empower more technologies

Lower barriers and fuel collaboration for **all people** to create



Modernize core systems



Simplify tech delivery at scale

Remove tech debt; bridge systems and legacy apps on a **modern** platform of action Consolidate point tools; empower business autonomy while safeguarding standards

• Creator Workflows

One common low-code hyperautomation platform

App Engine

- Low-code, process automation
- Accelerate innovation with low code app dev

Automation Engine

Integration, robotic process automation

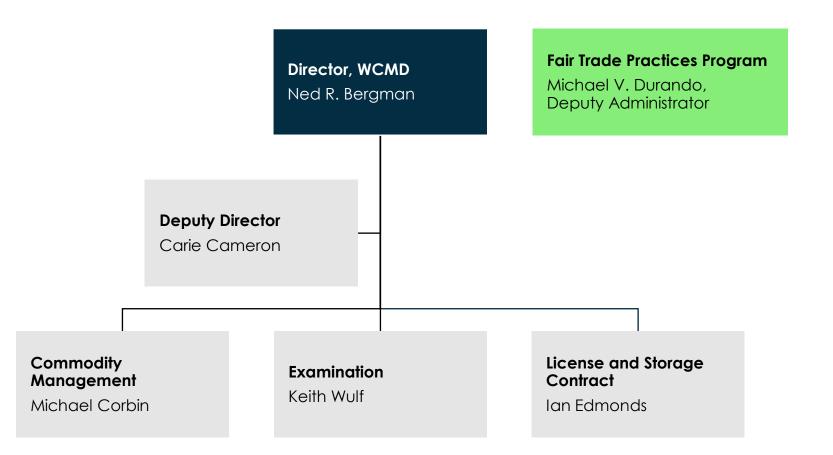
Automate tasks and connect ServiceNow
 to anything



Future-ready digital foundation

- ✓ Build fast; with focus on Experience
- \checkmark Connect to anything
- ✓ Automate anything

Organization chart



Warehouse and Commodity Management Division Program Portfolio



- United States Warehouse Act
- 2
- Commodity Credit Corporation Storage Agreements



- Economic Adjustment Assistance for Textile Mills
- 4
- Special Competitive Provisions for Extra Long Staple Cotton
- 5 Compliance Examination Management
- 6 Commodity Credit Corporation Inventory Acquisition, Management, and Disposal

Project Partner





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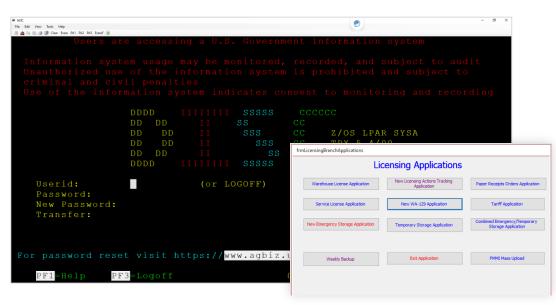
Premier



Veracity holds a Customer Satisfaction Score of 5 out of 5 with ServiceNow.

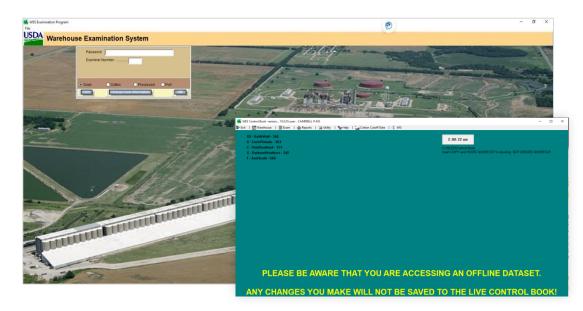
Where we started

USWA Licensing, Storage Contracts and Financial Review



- COBOL Mainframe to Production in 1984
- Replacement estimate \$130m (2015)
- MS Access as Shadow-IT
- Limited availability and accessibility

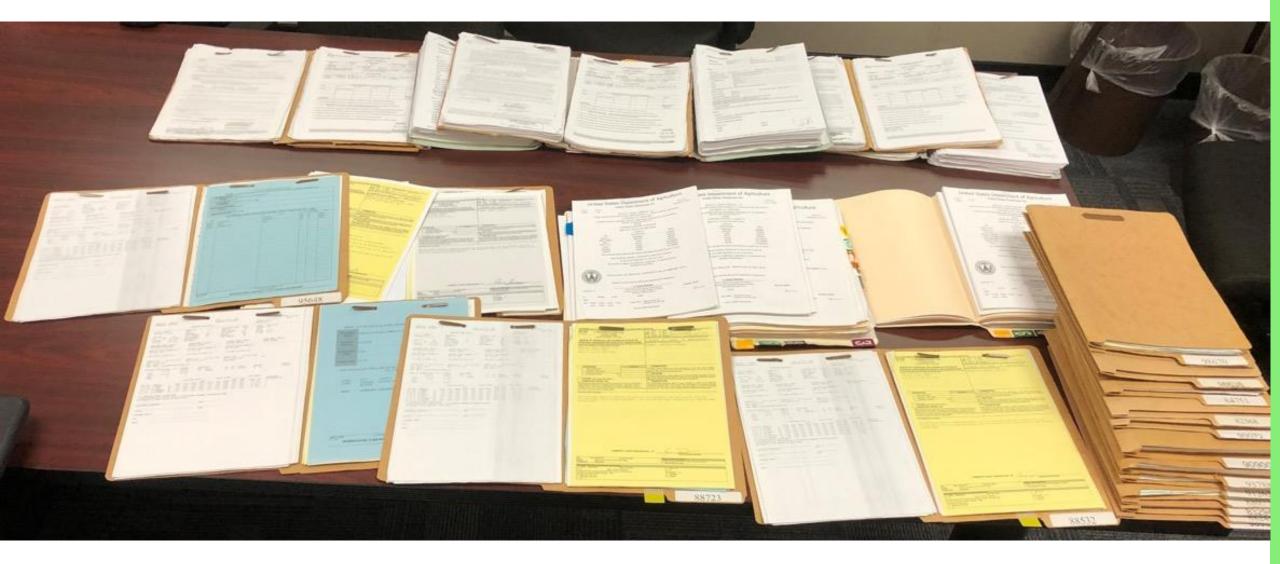
Warehouse Examinations



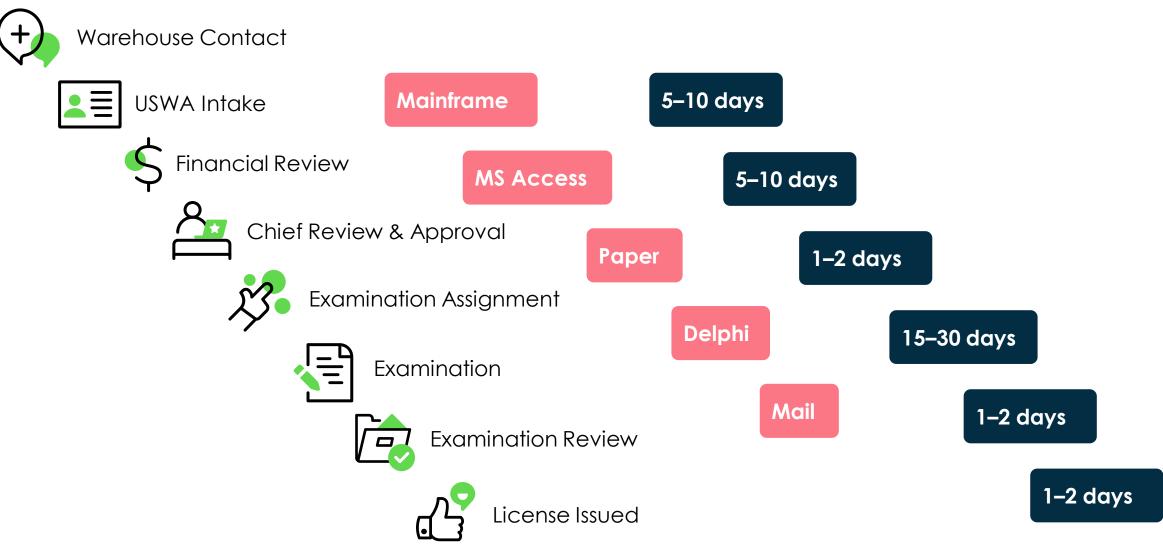
- HQ: Database on Shared Network Drive
- Field: Distributed Databases
- High security risk
- Heavy reliance on Mail

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Paper-heavy processes



Legacy flow



Roadmap

Phase 1	Phase 2	Phase 3	Phase 4
 Platform Foundation Control Book (HQ) Exams (Field) Admin Functions End User Guides and Guided Tours 	Cotton Programs • EAATM • ELS	Licensing • USWA Licenses • Service Licenses • Financial Review • Assurance and Bonding • Emergency Storage	Time and Expense and O&M Examiner Time Tracking Expense Tracking Comprehensive Training Instance Migration Performance Reporting
		IntegrationsElectronic Provider	

- Finance
- Data Lake
- Box

Current flow



License Action

< E License Action LICA0001083			1 1 100	Update Cancel Action	Complete Action
Number	LICA0001083	Status	In Progress		
* Request Type	Original	Assigned To	STEVEN CAMPBELL		Q (j)
Follow up Date	04-12-2022	Date Assigned	02-11-2022		
Follow-On License Action		License Action Determination	None		~
License, Business Entity and Warehouse					
License	3-10215	٢			
★ Business Entity	Demo Company, Inc.				G
Warehouse	Demo Warehouse				G
Documents					
Financial Statements	Yes 🗸	WA-50	Yes		~
Operating Agreement/By-Laws	N/A 🗸	WA51-2 Received	Yes		~
Articles of Incorporation/Organization	Yes 🗸				
Warehouse Receipt Order	No	WA-70	Yes		~
License Agreement Sent	None 🗸	WA-90	N/A		~
License Agreement Received	None 🗸	WA-91	None		~
Fees, Lease and Tariffs					
Lease Received	N/A 🗸	Tariff Received	Yes		~
Examination Request					
Examination Request	EXMR0002017	\bigcirc			

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Examination Request

< Examination Request EXMR0002017			🖉 🔨 ooo Update Save	Start Financial Review
(i) Enter Examination Request details and press	Update to return to the License Action.			
U.S. DEPARTMENT OF AGRICULTURE Agricultural Marketing Service		* Request Date	02-11-2022	
Request for Examination/Financial Review		Request Status	New	
		Number	EXMR0002017	
Warehouse Operator and Operat	ion Location			
★ Business Entity	Demo Company, Inc.			\bigcirc
★ Request Type	Warehouse Exam			
Storage Agreement Type	Q.	License Type	Federal	
Storage Agreement	Q.	* License	3-10215	Ū
Successor Agreement				
Warehouse Code	8-5578 Q			
Warehouse Location	1400 Independence Avenue, Washington, DC, DC, 20250		Q	G
Routing				
To Financial Review	\checkmark			
To Examinations				
★ Request Examination Type	Original	Priority Request		
Remarks				
Remarks from Exam Request	Created from License Action LICA0001083			

Financial Review

Financial Review FNRV0001072			<i>№</i> √ °
Number	FNRV0001072	Status	Complete
Business Entity	Demo Company, Inc.		
Examination Request	EXMR0002017	3 Review Date	02-11-2022
Financial Analysis		Auditor	STEVEN CAMPBELL
		Financial Statements Date	12-31-2021
Outcomes			
Meets Minimum ?	\checkmark		
Remarks from Exam Request	Created from License Action LICA0001083		
States of Operation	DC		
Comments			
Activity			
Activities: 3	SC STEVEN CAMPBELL Status Complete was Open		Field changes • 02-11-2022 11:56:13 just now
	SC STEVEN CAMPBELL		Field changes • 02-11-2022 11:56:08 just now
	Financial Statements 12-31-2021 Date		
	Meets Minimum ? true was false		

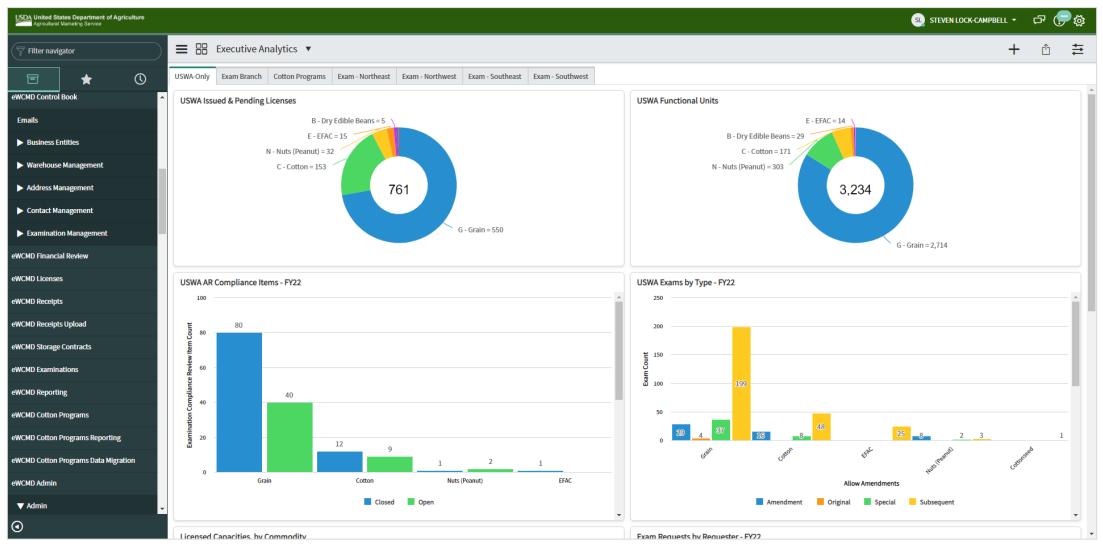
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Examination

(j) Examination EXM0021019 Created Successful	lly.				
Warehouse Examination Detail					
Number	EXM0021019	* Exam Type	Original	Q	G
Examination Authority	USWA	✓ Examination Request	EXMR0002017	Q	i
License	3-10215 C	Warehouse Code	8-5578	Q	(i)
Examination Source		* Commodity	G - GRAIN	Q	6
★ Business Entity	Demo Company, Inc.			Q	6
★ Warehouse	Demo Warehouse			Q	G
Status and Progress					
Examination Status	New				
Cut-Off Date		Begin Date/Time		i	
Cut-Off Time		End Date/Time		i	
Assigner		Assigned Date		i	
		Exam Hours			

Management Insights



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Low code solves need for speed

Make digital transformation easy and intuitive using App Engine

Increase LOB and IT's velocity to deliver new apps and workflow

Expand beyond traditional IT and enable citizen development

500M

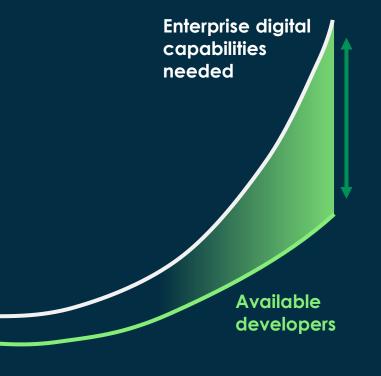
New business apps in the next 5 years

1.4M

Shortage of software developers in 2022

70%

Of all app dev activity by 2024 will be on lowcode platforms



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THE FORRESTER WAVE

Enterprise Service Management

We are a low-code platform leader

Gartner and Forrester rank ServiceNow's App Engine as a leader

☆ Low-Code Application Development





Enterprise Service Management (ESM)



Challengers Contenders Strong Performers Leaders Stronger offering BerviceNov BerviceNov Hassian Vesker current offering Wasse Broadcom BBA Wesker current offering USU BBA Freshworks Broadcom EssyVista BBA

Market presence

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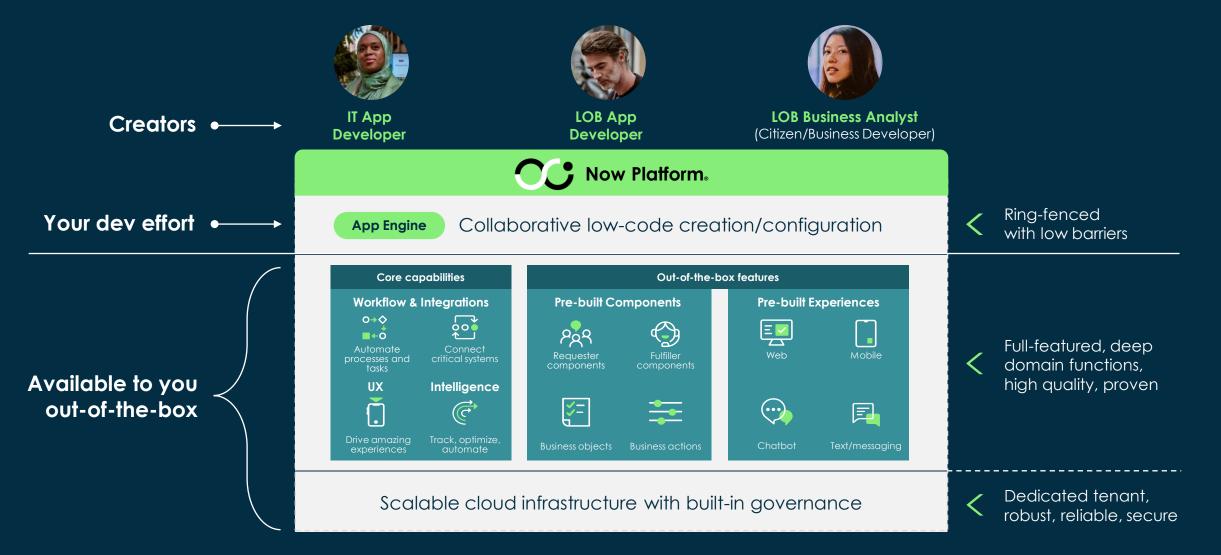
Whatever businesses are facing, let's workflow it

The Now Platform® is the "platform of platforms" for digital workflows

Connect people, functions, and systems to drive innovation, increase business agility, and unlock productivity



Any developer, any app, one platform



Costs and savings

ServiceNow App Engine licenses

5%

of mainframe hosting charges Payback period

4

years

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Costs outside Payback calculations



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I am very proud to be associated with you and this effort—a real shining light of success in government, partnering with highly capable talent from the private sector.

Well done!

—Michael V. Durando, Deputy Administrator, Fair Trade Practices Program Agricultural Marketing Service, United States Department of Agriculture servicenow