

servicenow. Federal Forum 2022 Introducing **ServiceNow Impact Brent Smith** Produced by: **Paul Fipps** Meri Talk Senior Vice President, Customer Success, Customer and Partner Excellence Federal Leader



Over \$3 Trillion

invested in Digital **Transformation in** the last 3 years

Only 26%

have delivered ROI

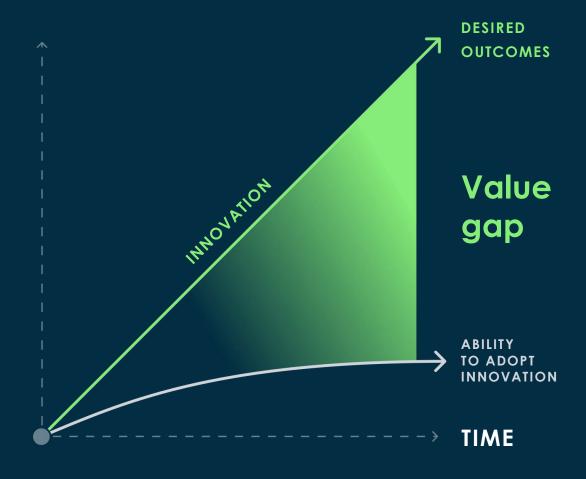
Too many point solutions have failed to meet expectations



The pace of innovation is accelerating

TECH DEBT AND TALENT SHORTAGE IS IMPEDING ROI

Your value gap is increasing



Personalize your ServiceNow Experience



ServiceNow & Partner Expertise, Content, Resources & Tools

Now Value Prescriptive Methodology





Impact Squad and Experts On-Demand

Your Impact Squad

Highly-skilled operators with proven experience that work shoulder-to-shoulder with you to take on your team's unique transformation challenges.



Success Architect
The "success advisor"
Your consistent guide across
your entire ServiceNow journey



Platform Architect

The "technical advisor"

Your direct-line to strategic, technical guidance



Support Account Manager

The "product support guru"

Your go-to for support escalation
& operations



The "quarterback"
Your first-line person to call for requests

Accelerate your results and realize sustained returns

- Align strategy and execution to achieve business outcomes faster
- Boost your ServiceNow bench strength and expertise
- Close the innovation and value gap

