



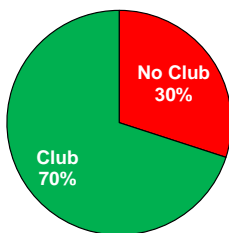
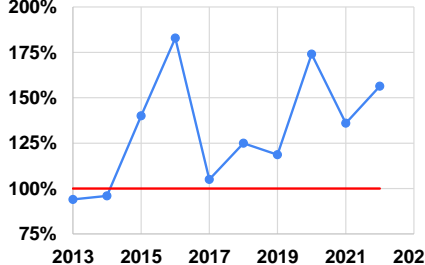


| W2 SHEET           |                              |          |          | <br>2022 Numbers of:<br><b>Paul O'Neil</b><br><b>GOLD Certified</b> |                              |   |         |  <b>Black Tiger</b> = Top 5% Talent<br> <b>Gold Tiger</b> = Top 15% Talent<br> <b>White Tiger</b> = Top 25% Talent<br>Rep Sheet certified #s based on W2s / stack ranking data<br><b>GOLD</b> = Last 5 years certified as accurate<br><b>SILVER</b> = Last 3 years certified as accurate<br><b>BRONZE</b> = Last 1 year certified as accurate |                              |  |  |                     |                  |  |  |   |                        |  |  |
|--------------------|------------------------------|----------|----------|--|------------------------------|---|---------|--|------------------------------|--|--|---------------------|------------------|--|--|---|------------------------|--|--|
| <b>Name</b>        | Paul O'Neil                  |          |          | <b>Objective</b>   | To obtain: Sr. Enterprise AE |   |         | <b>Industry</b>  | SaaS / Big Data              |  |  | <b>Company Size</b> | Pre-IPO Start-up |  |  | <b>Location (City, State or Area)</b>   | San Francisco Bay Area |  |  |
| <b>Job Title</b>   | Enterprise Account Executive |          |          | <b>Years</b>   | 15 TOTAL Sales Experience    |   |         | <b>Years</b>   | 13 "Closing" Experience      |  |  | <b>Years</b>        | 15 Hunter Farmer |  |  | Software<br>Hardware<br>SaaS<br>CyberSecurity<br>Big Data / Analytics<br>Artificial Intelligence / Machine Learning<br>E-commerce<br>FinTech<br>Other |                        |  |  |
| <b>Company</b>     | CloudFlare                   |          |          | <b>Years</b>   | 5 OUTSIDE                    |   |         | <b>Years</b>   | 15 Hunter Farmer             |  |  |                     |                  |  |  |   |                        |  |  |
| <b>Phone</b>       | (650) 123 - 1234             |          |          | <b>Years</b>   | 10 INSIDE                    |   |         | <b>Years</b>   | 13 Total (Carrying Quota)    |  |  |                     |                  |  |  |   |                        |  |  |
| <b>Email</b>       | paul.oneil@gmail.com         |          |          | <b>Years</b>   | 5 Enterprise (Global 2000)   |   |         | <b>Years</b>   | 5 Enterprise (Global 2000)   |  |  |                     |                  |  |  |   |                        |  |  |
| <b>LinkedIn</b>    | linkedin/in/pauloneil        |          |          | <b>Years</b>   | 6 Mid-Market                 |   |         | <b>Years</b>   | 6 Mid-Market                 |  |  |                     |                  |  |  |   |                        |  |  |
|                    |                              |          |          | <b>Years</b>   | 2 SMB (< 500 employees)      |   |         | <b>Years</b>   | 2 SMB (< 500 employees)      |  |  |                     |                  |  |  |   |                        |  |  |
|                    |                              |          |          | <b>Number of Companies Worked</b>  | 1 Company last 3 years       |   |         | <b>3.0 Years Average</b>   | 3.0 Years Average            |  |  |                     |                  |  | <b>Why Left Each Company? (brief reason)</b> |   |                        |  |  |
|                    |                              |          |          | <b>Number of Companies Worked</b>  | 1 Company last 5 years       |   |         | <b>5.5 Currently:</b>  | 5.5 Currently: CloudFlare    |  |  |                     |                  |  | Like job but just looking around             |   |                        |  |  |
|                    |                              |          |          | <b>Number of Companies Worked</b>  | 3 Companies last 10 years    |   |         | <b>3.3 Last Company:</b>   | 3.3 Last Company: Okta       |  |  |                     |                  |  | Company went IPO and too big                 |   |                        |  |  |
|                    |                              |          |          |  |                              |   |         | <b>2.5 3rd Company:</b>  | 2.5 3rd Company: CrowdStrike |  |  |                     |                  |  | Recruited out by former boss                 |   |                        |  |  |
|                    |                              |          |          |  |                              |   |         | <b>2.8 4th Company:</b>  | 2.8 4th Company: LookOut     |  |  |                     |                  |  | Division relocated to Austin, TX             |   |                        |  |  |
|                    |                              |          |          |  |                              |   |         | <b>1.0 5th Company:</b>  | 1.0 5th Company: FireEye     |  |  |                     |                  |  | Recruited out with raise                     |   |                        |  |  |
| \$M                | Annual                       |          |          | Club   | Company Rank                 | Base/OTE \$K  | W2s \$K | Achievements   |                              |  |  |                     |                  |  |  |   |                        |  |  |
|                    | % of Quota                   | Attained | Quota    |  |                              |   |         |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| Last 3 yr ave      | 155%                         | 4.02     | 2.58     | 100%   | #1 of 36                     | 123 / 246   | 387     | 100%+ annual quota: 3 of last 3 years  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| Last 5 yr ave      | 144%                         | 3.44     | 2.40     | 100%   | #1 of 26                     | 116 / 232   | 334     | 100%+ annual quota: 5 of last 5 years  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| Last 10 yr ave     | 139%                         | 2.57     | 1.85     | 70%  | #2 of 25                     | 93 / 186  | 245     | 100%+ annual quota: 8 of last 10 years   |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2022               | 156%                         | 4.30     | 2.75     | Yes  | #2 of 44                     | 130 / 260   | 445     | <b>7 President Clubs last 10 Years</b><br>  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2021               | 136%                         | 3.40     | 2.50     | Yes  | #1 of 38                     | 120 / 240   | 339     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2020               | 174%                         | 4.35     | 2.50     | Yes  | #1 of 25                     | 120 / 240   | 378     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2019               | 119%                         | 2.67     | 2.25     | Yes  | #2 of 19                     | 110 / 220   | 242     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2018               | 125%                         | 2.50     | 2.00     | Yes  | #1 of 6                      | 100 / 200   | 267     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2017               | 105%                         | 1.05     | 1.00     | No   | #4 of 39                     | 95 / 190  | 205     | <b>% of Annual Quota Attained</b><br>   |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2016               | 183%                         | 3.20     | 1.75     | Yes  | #1 of 26                     | 75 / 150  | 275     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2015               | 140%                         | 2.10     | 1.50     | Yes  | #3 of 18                     | 60 / 120  | 157     |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2014               | 96%                          | 1.20     | 1.25     | No   | #5 of 21                     | 60 / 90   | 84      |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2013               | 94%                          | 0.94     | 1.00     | No   | #6 of 18                     | 55 / 65   | 62      |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| Year of Graduation | Degree?                      | Degree   | Major    | D1,D2,D3 Athlete   | College                      | My DocuSign certifies Rep Sheet as accurate   |         |  |                              |  |  |                     |                  |  |  |   |                        |  |  |
| 2003               | Yes                          | BA       | Business | D1 hoops   | Santa Clara Univ             | DocuSigned by: Candidate<br>Paul O'Neil 11/4/2022<br>DocuSigned by: Rep Sheet Founder<br>Mark Stevenson 11/4/2022 |         |  |                              |  |  |                     |                  |  |  |   |                        |  |  |

REP SHEET: One-page, Numerical, Standardized & Certified