

SE SHEET

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SE Sheet
 Numbers of:
Bill Hipps
2022 GOLD

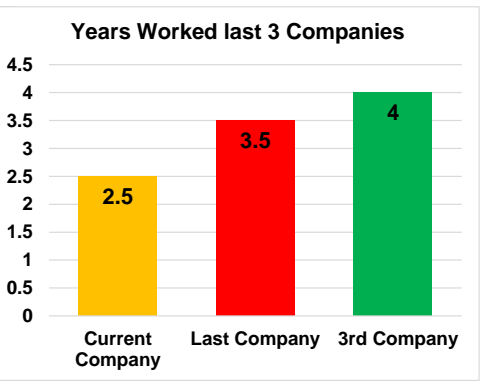
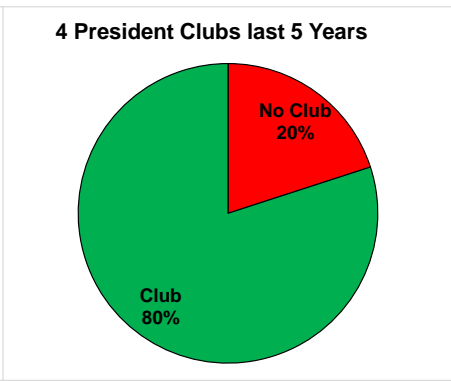
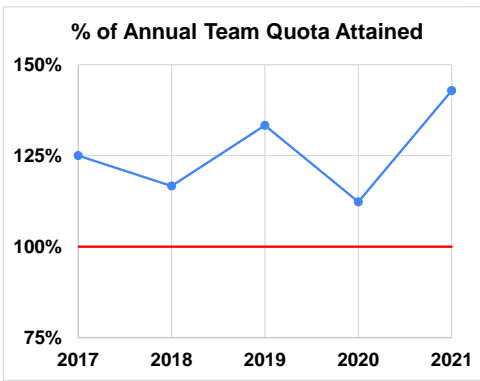
GOLD = Top 5% Talent
SILVER = Top 15% Talent
BRONZE = Top 25% Talent

Gold based on:
 1) Annual Numbers on Sales Resume
 2) President Clubs / Awards / Promotions
 3) Length of Jobs / Quality of Companies

| Objective | Position Wanted | Industry | Company Size | Location (City, State or Area) |
|------------|-----------------|---------------|------------------|--------------------------------|
| To obtain: | SE Manager | CyberSecurity | Pre-IPO Start-up | Bay Area, CA |

| Years | Years | Years | Subject Matter Expert |
|----------------------------|------------------------|---|-----------------------|
| 10 TOTAL SE Experience | 5 "Closing" Experience | 10 CyberSecurity | 7 Data Center |
| 5 OUTSIDE Sales SE | 10 PRE-Sales SE | 4 DDoS | |
| 5 INSIDE Sales SE | POST-Sales SE | | |
| | | Licenses & Certifications | |
| 10 "Presenting" Experience | SE VP (people) | 8 CCIE Security | |
| 5 C-Level | SE Director (people) | 5 CISM - Certified Information Security Mgr | |
| 6 VP / Director level | SE Manager (people) | 4 CompTIA Security+ | |
| 8 Manager level | 10 Sales Engineer | 1 CISA (ISCSA) | |

| Number of Companies Worked | 3.3 Years Average | Why Left Each Company? (brief reason) |
|----------------------------|-----------------------------|---------------------------------------|
| 1 Company last year | 2.5 Currently: FireEye | Like job but just looking around |
| 2 Companies last 3 years | 3.5 Last Company: DarkTrace | Recruited out by former boss |
| 2 Companies last 5 years | 4 3rd Company: Incapsula | Company got acquired |



| \$M | Annual Team Quota | | | President Club | Top Talent | Promotion | Achievements / Big Wins (Company \$K) |
|---------------|-------------------|----------|-------|----------------|------------|-----------|--|
| | % of Quota | Attained | Quota | | | | |
| Last 3 yr ave | 129% | 7.10 | 5.50 | 66% | Top 5% | 1 | Promoted to Sr. SE in 2018 |
| Last 5 yr ave | 127% | 5.21 | 4.10 | 80% | Top 5% | 1 | 4 President Clubs in last 5 years |
| 2021 | 143% | 10.00 | 7.00 | Yes | Top 5% | | CDW \$3.2M / SHI \$2.4M / Optive \$1M |
| 2020 | 112% | 7.30 | 6.50 | No | Top 15% | | CVS \$1.3M / Ford \$1.1M / BOA \$900K |
| 2019 | 133% | 4.00 | 3.00 | Yes | Top 5% | 1 | Promoted to Sr. Sales Engineer |
| 2018 | 117% | 3.50 | 3.00 | Yes | Top 5% | | Awarded SE Rookie of Year |
| 2017 | 125% | 1.25 | 1.00 | Yes | Top 5% | | Top 5 SE every qtr out of 110 SEs nationwide |

| Year of Graduation | Degree? | Degree | Major | GPA | College | My DocuSign certifies SE Sheet as accurate DocuSigned by: <i>Bill Hipps</i> 11/30/2021 42AAD6C6639A409... |
|--------------------|---------|--------|-------|------|----------|--|
| 2011 | Yes | MS | CS | 3.4 | Cal Tech | |
| 2010 | Yes | BS | CS | 3.85 | UCLA | |

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