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| **ACCOUNT DETAILS** | | | |
| **Shipping Address** | | **Account Number** | **Annual Revenue** |
| 453 Park Avenue New York, NY 10022 | | 367 | $531,274 |
| **Type / Rating** | **Industry** |
| Customer / Hot | Customer / Engineering |
| **Billing Address** | | **Account Owner** | |
| 453 Park Avenue New York, NY 10022 | | Steve Shillinglaw Customer Support [steve@sdocs.com](mailto:steve@sdocs.com)  +1 603-555-5555 | |
| **Custom Label 1** | |
| Custom Data 1 | |
| **Custom Label 2** | | **Custom Label 3** | |
| Custom Data 2 | | Custom Data 3 | |
| **Open Opportunities** | **Won Opportunities YTD** | **Opportunity Win/Loss Chart:** | |
| [3] Total: $336,749.18 | [1] Total: $8,715.00 |  | |
| **Open Cases** | **Closed Cases** |
| [5] [Oldest:1/15/2020] | [0] [YTD:0] |
| **Custom Label 4** | **Custom Label 5** |
|  | Custom Data 5 |

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| **CONTACTS** | | | |
| **Name** | **Title** | **Email** | **Phone** |
| **Marc Barilov** | Senior Vice President and Chief Financial Officer | [jennifer@sdocs.com](mailto:jennifer@sdocs.com) | 1-(702)958-8487 |
|  | Marc, JR. Vice President and Chief Financial Officer of Starke. In this role, Mr. Walters leads the U.S. Finance organization, including direct oversight of the U.S. Controller Group, in Home Office and indirect oversight of the field finance teams across the 4 Zones and stake. In addition to Finance he is responsible for U.S Development and Supply Chain functions. He engages with franchisees through the and co-leadership of the System Economics Team. In addition, Mr. Walters represents Starke on the Company’s Global Finance People Board, the Global Finance Management Team and is the Treasurer for the Political Action Committee (PAC). | | |
| **Art Levitt** | COO | [john@sdocs.com](mailto:john@sdocs.com) | 1-(253)177-0582 |
|  | Art Levitt, a leading media industry executive, brings with him with over 20 years of experience in the entertainment and hospitality industries. Most recently, Art served as the president and CEO of Fandango, Inc., the premier online movie ticketing and entertainment website. Art launched Fandango in July 2000, and subsequently led the company to maturity, establishing the company as a national brand. From 1996 to 2000, Art served as president of Disney Regional Entertainment, an upstart division responsible for launching entertainment concepts in metropolitan and suburban markets. During his time at Disney Regional Entertainment, Art was responsible for ESPN Zone, DisneyQuest, and Club Disney. Art graduated from Southampton College with a B.A. in Biology, and completed the Program for Management Development (P.M.D.) at Harvard University. | | |
| **Shelly Robertson** | CEO | [shellyrobertson@sdocs.com](mailto:shellyrobertson@sdocs.com) | 1-(704)287-7149 |
|  | As the CEO of Starke, Shelly is responsible for running all facets of the business. Shelly has a proven executive management track record and over 20 years of experience driving sales growth in the technology industry. Prior to joining , Shelly was Chief Marketing Officer and Executive Vice President of Sales for Acme, Inc, responsible for all global sales and marketing activities. At Acme she led the transformation into an enterprise-focused company while growing sales 50% year over year. Previously, she served as Chief Marketing Officer of North Communications, where she led the design and implementation of all sales and marketing strategies.  Shelly also served as President of Block, Inc.'s e-commerce division and was recognized by Internet World as one of the Top 25 'Click and Mortar' executives in the country in June of 2000. She spent the prior 15 years at Icorp, holding several domestic and international executive positions. Shelly serves on the board of directors of Arbor, Inc. and the Forum for Women Entrepreneurs and Executives. She earned a BS degree at the University of Pennsylvania, Wharton School of Business. | | |

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| **OPEN OPPORTUNITIES** | | | | |
| **Name** | **Stage** | **Description** | **Close Date** | **Amount** |
| Burlington Textiles Corp - Tempco Elite Upgrades | Value Proposition | Proposal for wall to wall systems upgrade. | 11/21/2019 | $66,461.18 |
| Website Redesign revamp | Qualification | These my special notes. | 8/4/2016 | $92,688.00 |
| Burlington Textiles Corp - Delivery Revamp | Prospecting | Full automation of BTC delivery system. Includes composite systems across the enterprise. | 9/19/2016 | $177,600.00 |
| **TOTAL: $336,749.18** | | | | |

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| **OPEN ACTIVITIES** | | | | | |
| **Activity Date** | **Description** | **Assigned To** | **Status** | **Subject** | **Due Date** |
| 12/4/2020 | This is an open activity comment. | Steve Shillinglaw | In Progress | Test Template output | 2/17/2021 |
| 1/22/2021 | This is an open activity comment. | Jason Crawford | In Progress | Demo Task 1 | 2/24/2021 |
| 1/22/2021 | This is an open activity comment. | Jason Crawford | Not Started | Call | 3/10/2021 |
| 1/22/2021 | This is an open activity comment. | Jason Crawford | Not Started | Send Letter | 4/7/2021 |
| 1/22/2021 | This is an open activity comment. | Jason Crawford | Not Started | Send Quote | 5/19/2021 |

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| **RECENT ACTIVITY HISTORY** | | | | |
| **Activity Date** | **Assigned To** | **Status** | **Subject** | **Due Date** |
| 2/11/2021 | Paul Burt | Completed | Email: Quote for Burlington Textiles Corp. edit | 2/11/2021 |
| 2/4/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. edit | 2/4/2021 |
| 2/3/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. | 2/3/2021 |
| 2/2/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. | 2/2/2021 |
| 2/2/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. | 2/2/2021 |
| 2/1/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. | 2/1/2021 |
| 1/28/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. edit | 1/28/2021 |
| 1/27/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. | 1/27/2021 |
| 1/26/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. edit | 1/26/2021 |
| 1/26/2021 | Paul Burt | Completed | Email: Account Summary for Burlington Textiles Corp. edit | 1/26/2021 |

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| **RECENT CHATTER** |
| **Chatter Summary for : Burlington Textiles Corp.** |
| **Post** |
| **Jason Crawford** 1/20/21 11:37  This is a test of the recent chatter ost of **Burlington Textiles Corp** |
| **Jason Crawford** 2/11/21 14:54  Chatter Comment Quisque velit nisi, pretium ut lacinia in, elementum id enim. Nulla porttitor accumsan tincidunt. |
| **Jason Crawford** 2/11/21 14:54  Chatter Comment Quisque velit nisi, pretium ut lacinia in, elementum id enim. Nulla porttitor accumsan tincidunt. |
| **Post** |
| **Steve Shillinglaw** 9/10/18 07:25  @Steve Shillinglaw Please check and verify the templates for Account |
| **Jason Crawford** 2/11/21 14:54  Chatter Comment Quisque velit nisi, pretium ut lacinia in, elementum id enim. Nulla porttitor accumsan tincidunt. |
| **Post** |
| **Steve Shillinglaw** 9/10/18 07:25  New chatter entry for Template Testing |
| **Jason Crawford** 2/11/21 14:54  Chatter Comment Quisque velit nisi, pretium ut lacinia in, elementum id enim. Nulla porttitor accumsan tincidunt. |