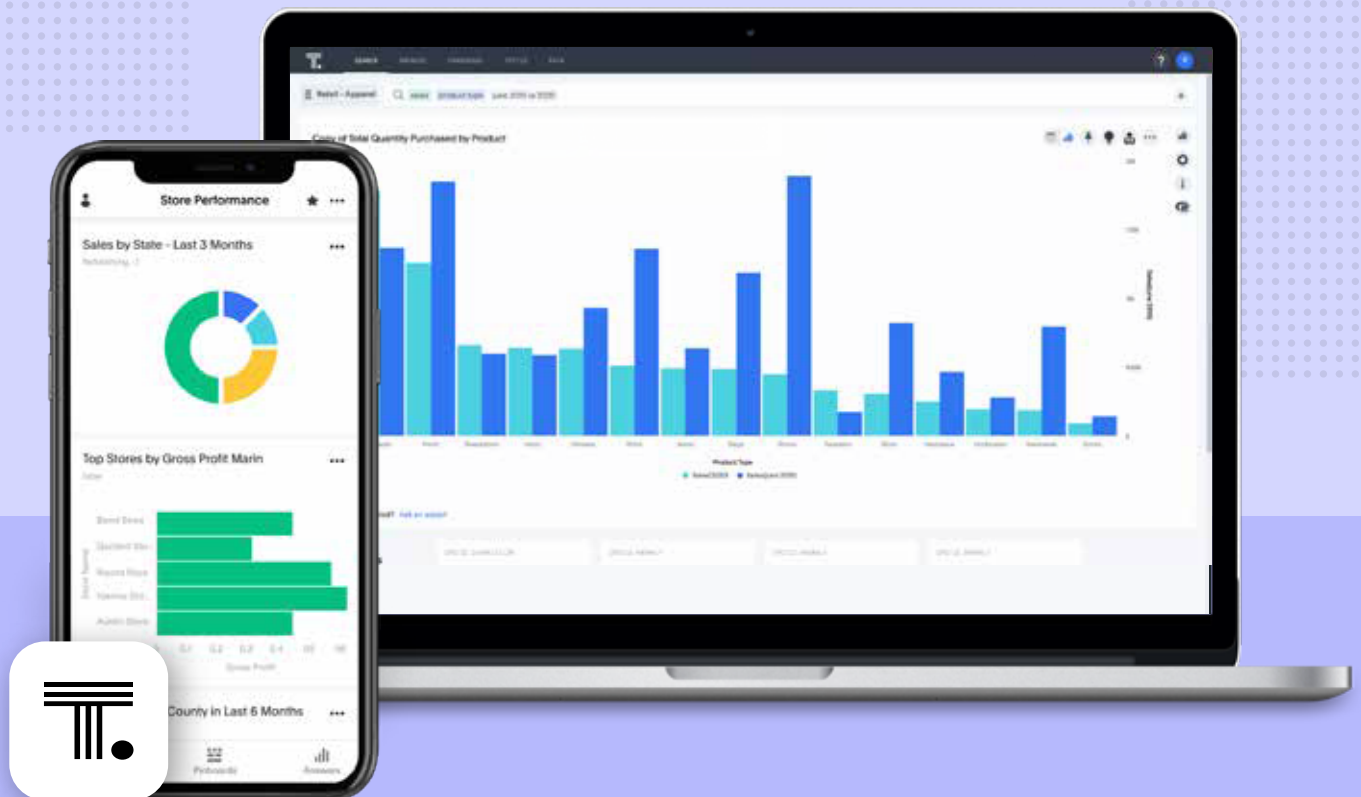




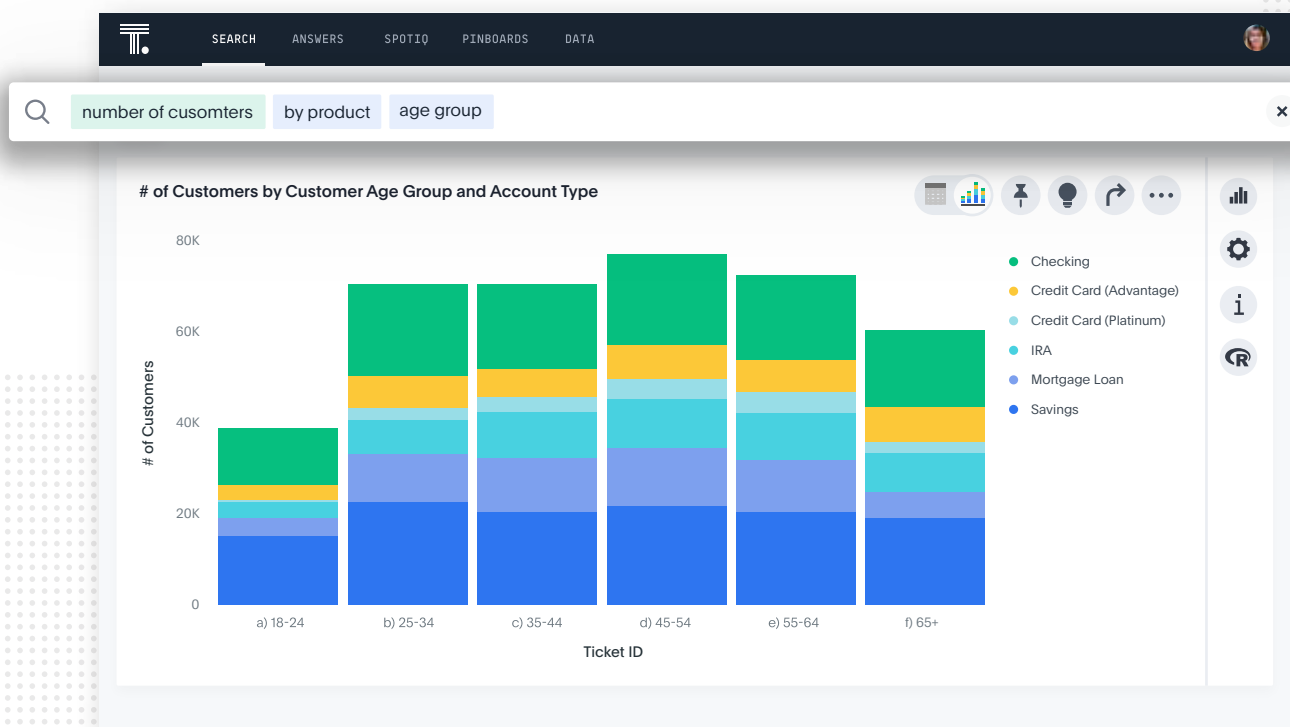
# ThoughtSpot Activation Services

CLOUD QUICKSTART





# ThoughtSpot Activation Services: Cloud QuickStart



At ThoughtSpot, we believe that the best success is the success we help our customers achieve, which is why we don't just help you with product implementation but assist you in defining the right high-value use case and taking it from ideation all the way through to the hands of the business users. With ThoughtSpot Activation Services, we partner with your analytics team and key business users to ensure a quick and seamless start to activating AI-driven search analytics throughout your organization.

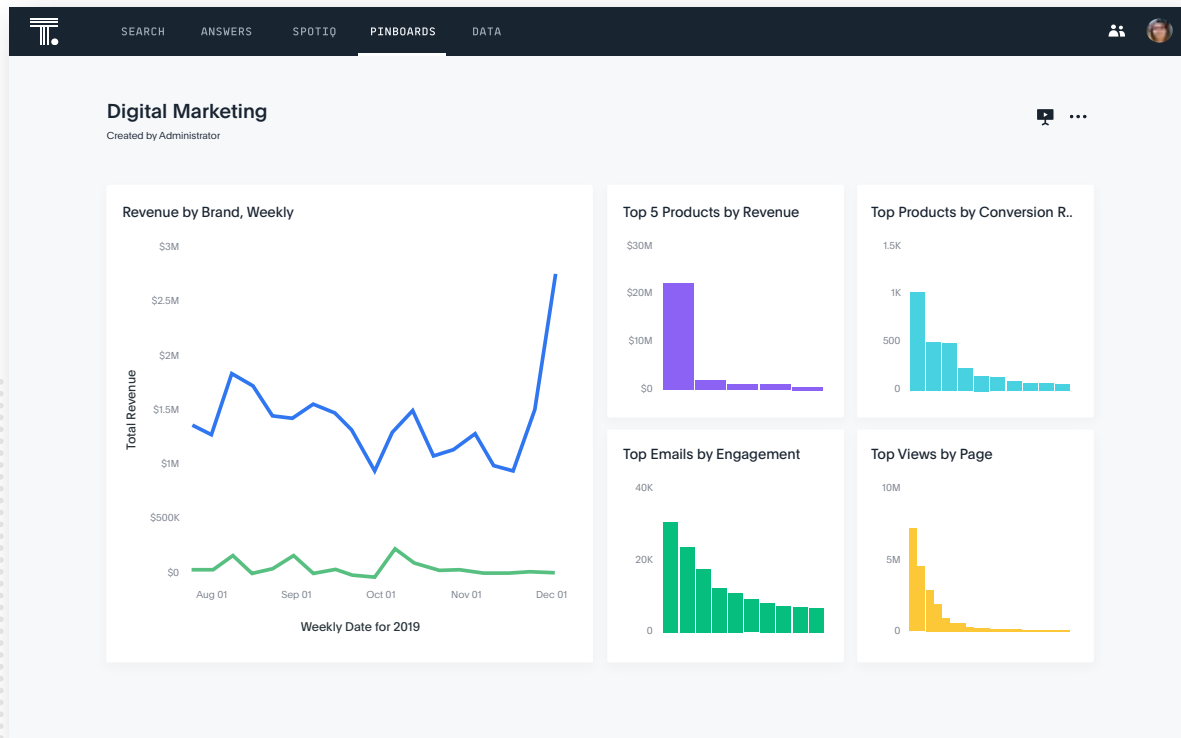
## ThoughtSpot Cloud QuickStart Services

ThoughtSpot Cloud QuickStart services focus on helping you immediately activate and unlock the value of ThoughtSpot Cloud. We will work with you to connect ThoughtSpot Cloud to your cloud databases and create a google-like search experience to unlock the power of your data. The use-case based methodology allows us to focus on your business user personas, setting up correct roles and permissions, and deploying a single use case that drives business outcomes.





# ThoughtSpot Cloud QuickStart Core Components:



## Single Use Case Configuration and Deployment

Setup, and configuration to support one (1) use case. A use case can be either a ThoughtSpot SpotApp or a single use case (one fact table and five dimension tables.) We will help you connect to your use case data (up to 100M rows), which will need to be in a cloud database supported by ThoughtSpot Cloud.

## Configuration tasks include the following:

- Connecting to a supported cloud database to support the use case or preconfigured ThoughtSpot SpotApp.
- User and administrator account creation.
- QuickStart data and business model creation including up to one (1) fact tables and five (5) dimension tables, provided that: (a) fact tables and dimension tables are in a star or snowflake schema, and (b) there is no requirement of row-level security.
- Worksheet creation.
- Answer and pinboard creation.
- Production of the following documents: (a) data architecture document, (b) DDL and data model, and (c) a worksheet to enable search and initial content.

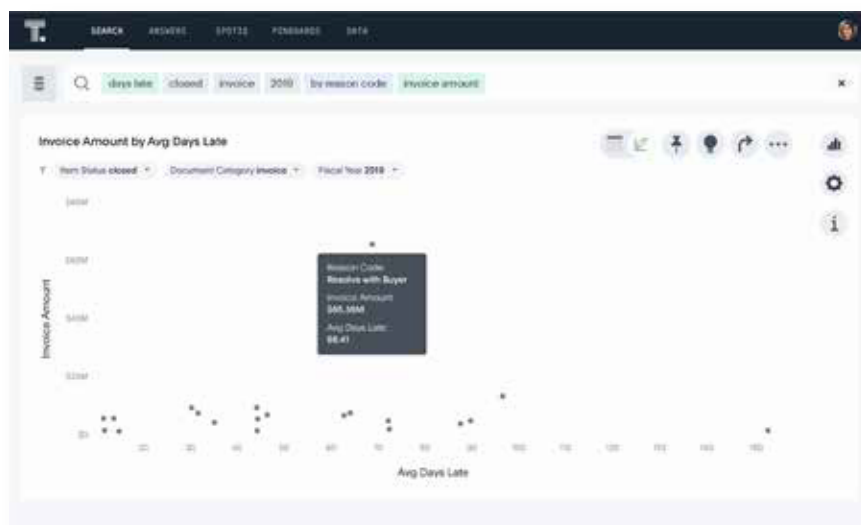


## Pricing

The Cloud QuickStart services will be performed on a fixed price and fixed scope basis stated on the Order Form.

## Work Hours

QuickStart work performed is predicated on a forty-hour (40-hour) work week (at eight (8) hours per day), 9:00 am – 5:00 pm local time, Monday through Friday, excluding Customer holidays and travel hours.



## Customer Responsibilities and Resources

Customer acknowledges and agrees that: (a) ThoughtSpot's obligations relating to Professional Services are conditioned and dependent upon Customer's timely fulfillment of its responsibilities as set forth in this Service Description, and (b) Customer's failure to timely fulfill its responsibilities may result in additional expenses and that any resulting delay in the Professional Services or timelines will not be attributable to ThoughtSpot. Customer will provide to ThoughtSpot:

- Access to necessary subject matter personnel, such as the Infrastructure Administrator, Database Administrator, Network Administrator, Project Manager, Business User, Business Sponsor etc., on an as-needed basis for the completion of the tasks specified above.
- Remote access to necessary tools, applications, and documentation needed to provide the Professional Services.
- The schedule for, and internal coordination of, the work session(s) necessary to complete the Professional Services.
- Any documentation related to data models and business transformation rules at the commencement of the Professional Services engagement.
- Resources to conduct testing during the validation phase of the Consulting Services.



# ThoughtSpot Cloud QuickStart Terms and Conditions

For scheduled service days that are canceled or rescheduled by Customer with fewer than ten business days prior written notice to ThoughtSpot, Customer will be charged and pay for: (a) any travel expenses that cannot be canceled or refunded, and (b) the canceled/rescheduled service days if ThoughtSpot is not able to reassign the personnel to another project. For the purposes of this section, email to the ThoughtSpot personnel assigned to this project will be sufficient as written notice. References to Consulting Services herein will apply to "Professional Services" if such term is used in the agreement between Customer and ThoughtSpot governing services purchases.

ThoughtSpot will provide the QuickStart Professional Services package described herein as identified on the corresponding Order Form. No services are included in this offering except as expressly included in this document. Customer agrees to pay the total fee amount on the Order Form regardless of the total number of hours completed.

ORDERS ARE NON-CANCELLABLE, NON-REFUNDABLE, AND NOT SUBJECT TO ACCEPTANCE. PURCHASED SERVICES MUST BE CONSUMED WITHIN 12 MONTHS FROM THE EFFECTIVE DATE OF THE ORDER FORM, AFTER WHICH TIME UNUSED SERVICES WILL BE DEEMED COMPLETED WITHOUT CREDIT, REFUND, OR FURTHER OBLIGATION OF ANY KIND.

## About ThoughtSpot

The world's most innovative enterprises use ThoughtSpot to empower every person in their organization, from C-suite executive to front-line employee, with the ability to quickly uncover data-driven insights. With ThoughtSpot, business people can type a simple search to instantly analyze billions of rows of data, and leverage artificial intelligence to get trusted, relevant insights pushed to them as answers to thousands of questions they might not have thought to ask. ThoughtSpot is simple enough for any business person to use, yet powerful enough to handle even the largest, most complex enterprise data without sacrificing speed, security, or governance. That's why customers like Walmart, 7-11, BT, Daimler, Exxon, Hulu, Royal Bank of Canada, Bank of the West, Siemens, and Nationwide Building Society have turned to ThoughtSpot to transform their decision-making cultures and analyst firm Gartner named ThoughtSpot a Leader in the 2020 Magic Quadrant. By making insights a part of every conversation and every decision, ThoughtSpot is reimagining the role of data in creating a more fact-driven world.

For more information please visit [thoughtspot.com](https://thoughtspot.com)