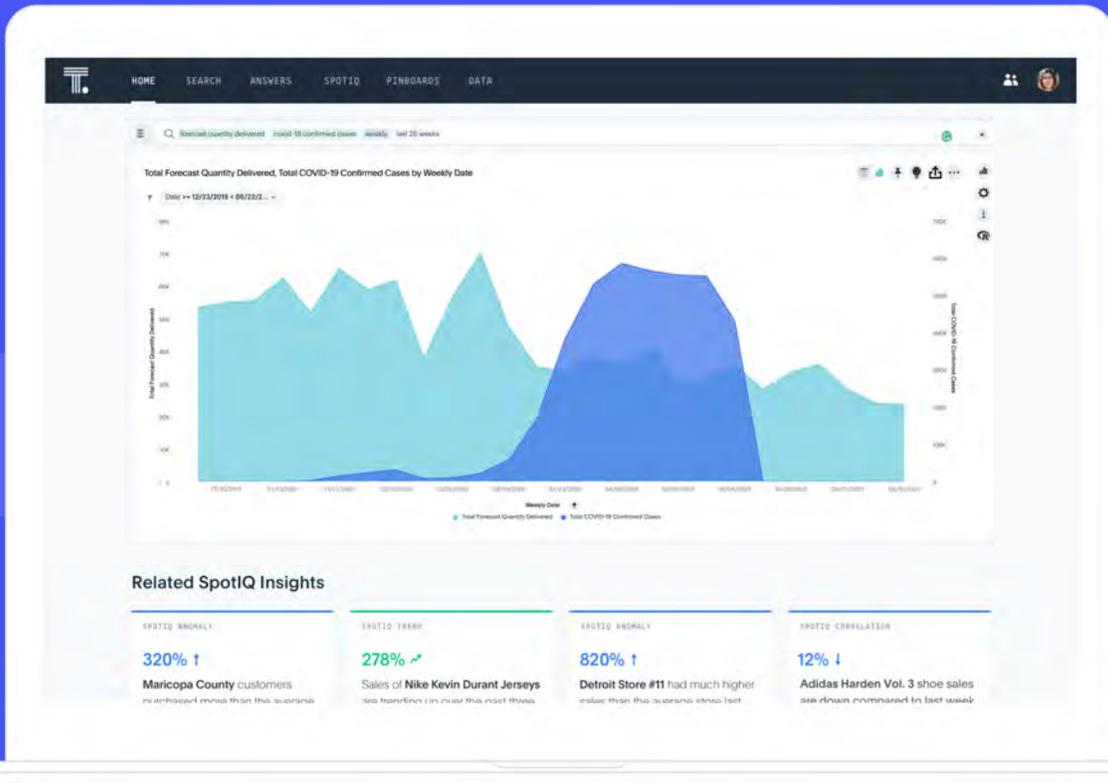
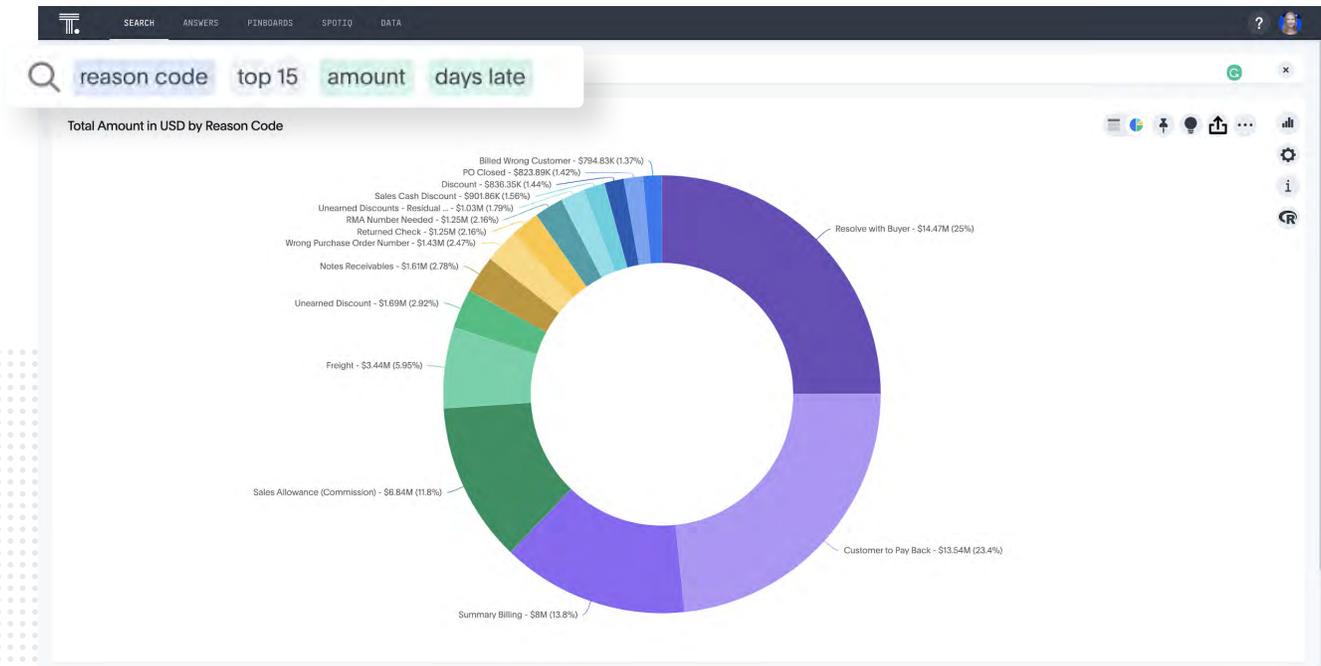


ThoughtSpot Activation Services

ENTERPRISE QUICKSTART



ThoughtSpot Activation Services: Enterprise QuickStart



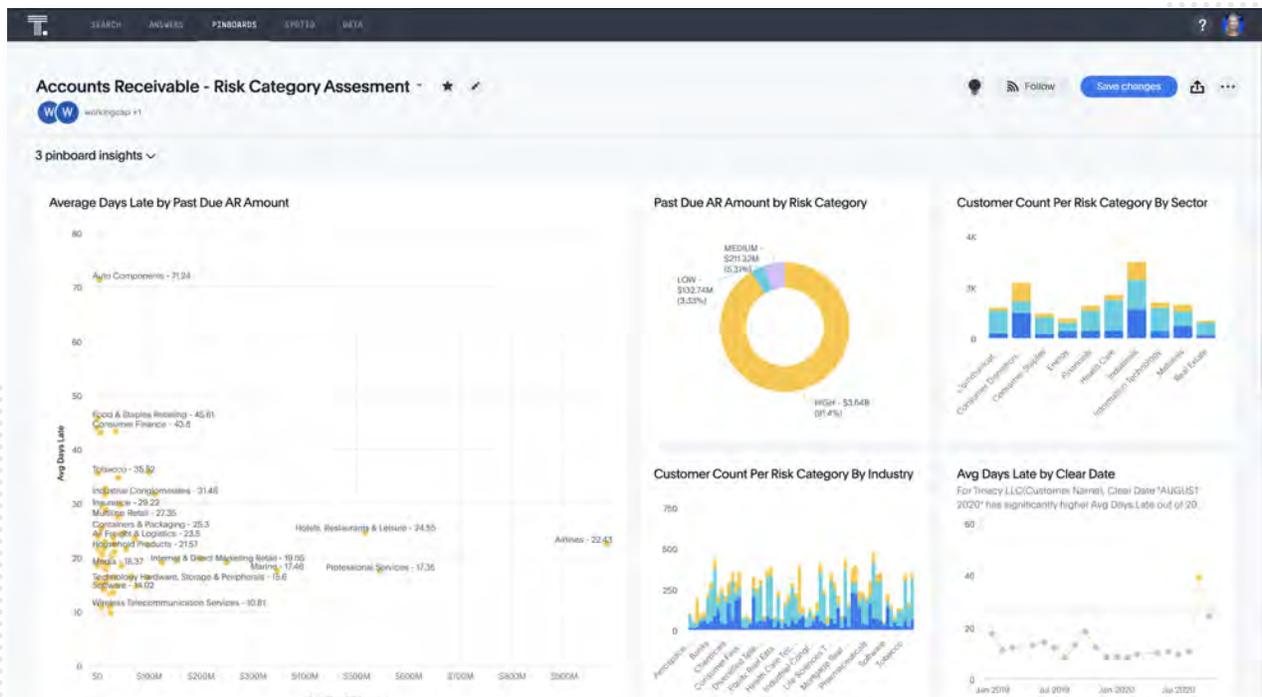
At ThoughtSpot, we don't just offer amazing technology, we offer a partnership where we measure our success based on the business impact we can help you achieve with our search and AI-driven analytics platform. With ThoughtSpot Activation Services, our analytic experts work in step with you using a use-case based methodology - defining, developing, and deploying a use-case that is aligned to your specific intended outcomes.

ThoughtSpot Enterprise QuickStart Services

ThoughtSpot Enterprise QuickStart services focus on helping you immediately activate and unlock the value of ThoughtSpot. We go beyond simple product implementation, our experts help you consider all the factors — from processes and resources to people and measurable business impact. We work with you to establish a blueprint for bringing high-value AI-driven search analytic use-cases to life.



ThoughtSpot Enterprise QuickStart Core Components:



Single Use Case Configuration and Deployment

Setup, and configuration to support one (1) use case (five fact tables and twenty dimension tables.) We will help you connect to or ingest your available data that is in support of the use case.

Configuration tasks include the following:

- QuickStart data and business model creation including up to five (5) fact tables and twenty (20) dimension tables, provided that: (a) fact tables and dimension tables are in a star or snowflake schema, (b) implement row-level security as supported by the product, and (c) implementation to support chasm or fan traps.
- Integration with custom security sourced from databases or files using Python scripts.
- 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.
- Custom end-user orientation for up to 4 hours and up to 40 end-users.
- Admin orientation and best practices session for up to 8 hours and up to 5 technical users.
- Fasttrack training and certification for up to 12 users.



Pricing

The Enterprise 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 Consulting 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 Consulting 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 Consulting Services.
- The schedule for, and internal coordination of, the work session(s) necessary to complete the Consulting Services.
- Any documentation related to data models and business transformation rules at the commencement of the Consulting Services engagement.
- Resources to conduct testing during the validation phase of the Consulting Services.



ThoughtSpot Enterprise 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.

ThoughtSpot will provide the QuickStart Consulting 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

ThoughtSpot, the leader in Search and AI-Driven analytics for humans, is helping the largest companies in the world succeed in the digital era by putting the power of a thousand analysts in every business person's hands. With ThoughtSpot, business people can use a Google-like search to easily analyze billions of rows of data or automatically get trusted insights to questions they didn't know to ask - all with a single click. ThoughtSpot connects with any on-premise, cloud, big data, or desktop data source, deploying 85 percent faster than legacy technologies. Customers like Amway, Bed Bath and Beyond, Capital One, Celebrity Cruises, Chevron Federal Credit Union, De Beers, Insurethebox and Scotiabank have put ThoughtSpot at the of their core business processes. With ThoughtSpot, business leaders and frontline workers alike have made more than 3 million data informed decisions.

ThoughtSpot was co-founded in 2012 by Ajeet Singh, former co-founder and Chief Product Officer at Nutanix, the largest tech IPO of 2016. With an engineering team built with Google, Amazon, and Facebook DNA, ThoughtSpot has raised over \$160M in funding from Lightspeed Venture Partners, Khosla Ventures, General Catalyst Partners, Geodesic Capital and Capital One Growth Ventures. The company is headquartered in Palo Alto, with offices in Seattle, London and Bangalore.

For more information please visit thoughtspot.com.