

## People First How ATG Built Montana's Fastest

## Growing Technology Company



Tom Stergios SVP, Strategy & Corp Dev



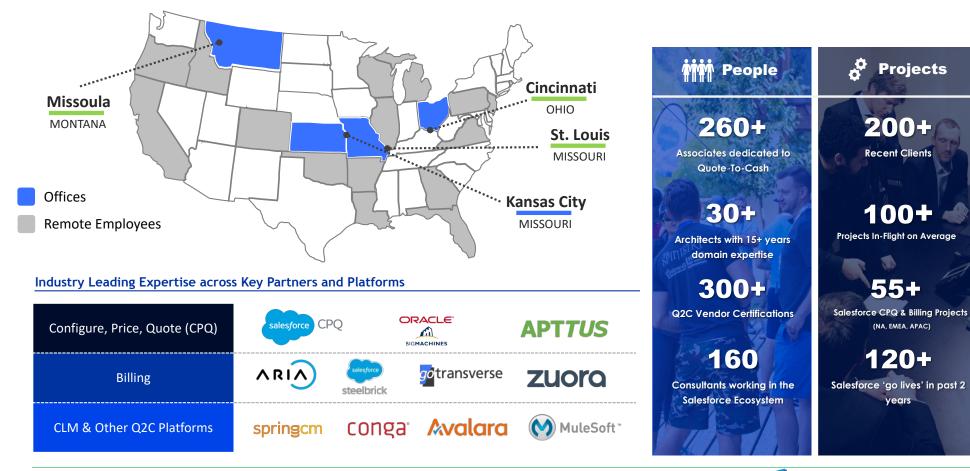
Stephen Stanton Executive Director, Strategy & Corp Dev

## ATG: WHO WE ARE

Advanced Technology Group (ATG) is a management & technology consulting firm focused on optimizing the Quote to Cash lifecycle from customer experience to billing and revenue management for high growth technology focused companies.

ATG provides guidance and execution across Enterprise clients most complex and vital business processes. From engagement to exit, ATG's diverse CRM, CPQ and Billing expertise creates game-changing efficiency and advantages for our clients.

## **ATG Company Snapshot**

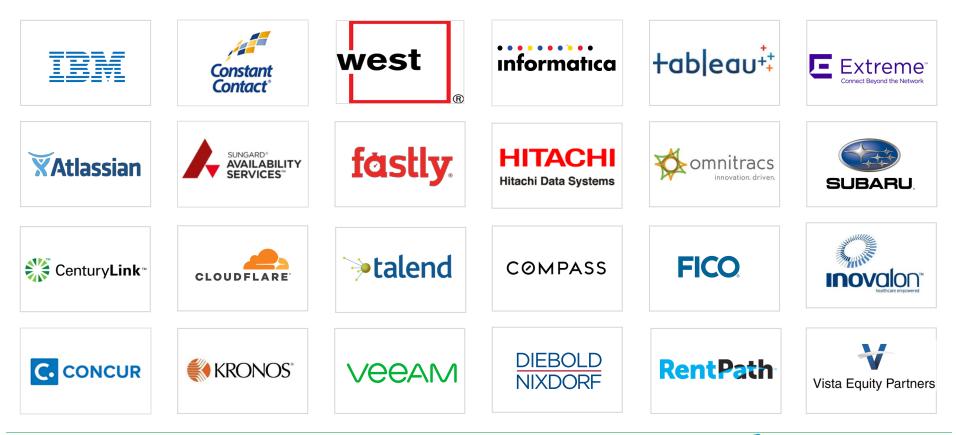


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## A Client Sampling

A few of our happy customers and friends - typically - 80-90 projects in-flight





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## **Missoula Solution Center (MSC) Snapshot**



- 205+ Employees in Montana Missoula, Bozeman, Helena ٠
- 100% of Revenue from out of State
- 90%+ Employees from Montana, from across the state (Kalispell, Missoula, Dillon, Miles City, Sidney, Clyde Park, Helena, Bozeman, Billings, Boulder, many more...)
- **\$21.8 M** (2017) Economic Impact to Missoula County according to Patrick Barkey – Bureau of Business and Economic Research

- Recognized as the Industry leader in Cloud Quote to Cash Solutions •
- Exceptional working relationship with the Montana University System
- Hosted US Secretary of Labor Thomas Perez who touted ATG's ٠ culture:

"Here at ATG, they've created a corporate culture of inclusion and opportunity for people that is remarkable" – Thomas Perez

- Successfully recruiting out-of-state Montanans back to our state
- Highly engaged with local charities in the community



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# Culture & Core Values

A unique and powerful culture is one of ATG's most valuable assets





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# **Employee First Focus**

- Club MSC
- Rockstar award
- 4 reviews a year
- Mentorship
- Talk 'n walks
- Kudos program
- ATG SHE (successful, happy, equal) Summer outings
- President's Club
- ATG Ambassadors
- ATG Leads
- spectrUM
- College internship program
- Highschool internship program

- Merit badges
- Philanthropy
- Gamification
- ATG Cares
- Book clubs
- Communities of practice
- Annual Ski trip
- 2+ hours per week of all company training





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# Thank You

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