ENGAGE ‘20
Process Perfection
Scaling Up Your Business Processes

Ben Canning
VP of Product Management, Smartsheet

Tony Lucas
Sr. Director of Product Management, Smartsheet

October 1, 2020
Welcome to ENGAGE!

Ben Canning
VP of Product Management, Smartsheet

Tony Lucas
Senior Director, Product Management, Smartsheet
Learning objectives

1. Turn your team’s work into a structured program with advanced Smartsheet capabilities to package solutions and automate workflows across platforms

2. Learn best practices to scale programs and integrate business systems

3. Dive deeper into new product capabilities, including Bridge and WorkApps
Certain information set forth in this presentation may be “forward-looking information.” Except for statements of historical fact, information contained herein may constitute forward-looking statements. Forward-looking statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, many of which are and will be described in Smartsheet’s filings with the US Securities and Exchange Commission, and these risks and uncertainties may cause actual performance and financial results in future periods to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Although forward-looking statements contained herein are based upon what Smartsheet management believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Smartsheet undertakes no obligation to update forward-looking statements except as required by law.

Smartsheet is a registered trademark of Smartsheet Inc. The names and logos of actual companies and products used in this presentation are the trademarks of their respective owners and no endorsement or affiliation is implied by their use.
This is the new dynamic workplace.

60% **HIGHLY FLUID:** 60% of work today is “unstructured”—fluid, reactive, and ad hoc activities that employees manage independently.

3:100 **CITIZEN BUILT:** The global ratio of professional developers to business users. 2,3

400% **DISTRIBUTED:** The amount of people who work virtually at least once per week has grown by 400% since 2010.4

88% **GREATER AGILITY:** 88% of complex projects fail because of changes like re-prioritization and a change in strategy.5

3. Gartner, Inc., 2019: When We Exceeded 1 Billion Knowledge Workers, December 11th, 2019
4. GetApp, Findings from a Decade in Tech, January 22nd, 2020
5. Strategy Execution, Korn Ferry, What is Adaptive Project Management?, June 1, 2017
What does scale mean?

Output and people

Systems and platforms

Organizational change
You’re already building apps
Real examples from real companies

- Industrial maintenance
- Inventory tracking
- Property management
WorkApps is a no-code platform for building intuitive web and mobile apps to streamline your business and simplify working together.
WorkApps
Achieve more, faster

Streamlined

Purpose-Built

Scalable
Build apps for...

- Construction management
- Marketing systems integration
- Manufacturing and equipment deployment
- Global operations management
- IT PMO
- Human resources information systems
WorkApps demo
Bridge is a cross-platform process automation engine
Bridge

Automate business processes across platforms

Process automation

Systems integration

Business alignment
Automate

- Logistics management
- Weather tracking
- Marketing Automation
- Employee detail lookup
- Professional services engagements
- Employee event bot
Bridge demo
In closing...

1. Learn more about bridge at smartsheet.com/bridge

2. Ready to start building with WorkApps? Join the WorkApps preview by clicking here

3. Dive deeper and learn even more at our WorkApps feature site
Thank you