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Authorized sub processors

| Name of Sub-Processor | Services Performed | Sub-Process or Location | Purpose of Processing | Access to data | DPA with sub-processors | | | |
|--------------------------|---|---|---|---|-------------------------------------|--|--|--|
| For CRM data | | | | | | | | |
| Google Cloud Platform | Infrastructure / Cloud Provider | Belgium for zonal resources and Europe for regional resources | Host our applications and databases, including Customer Data and Usage Data. | Usage Data CRM Data Processed CRM Data | Standard Clauses & <u>DPA</u> | | | |
| MongoDB | Data storage, retrieval, processing | Belgium | Data management and storage | CRM Data, Processed CRM Data | Standard Clauses & <u>DPA</u> | | | |
| For Usage data | | | | | | | | |
| Amplitude | Product Analytics | US | Analyze Usage Data to improve our product and user experience | Usage Data | Standard Clauses & <u>DPA</u> | | | |
| Appcues | Product adoption | US | Processes Usage Data to display targeted in-app workflows to increase product adoption. | Usage Data | Standard Clauses & <u>DPA</u> | | | |
| Chargebee | Billing automation | US | Manage quotes, billing and dunning emails | Usage Data | Standard Clauses & <u>DPA</u> | | | |
| Chili Piper | Sales sequences automation | US | Manage our mailings and follow-ups | Usage Data | Standard Clauses & <u>DPA</u> | | | |



| Clari | Sales analytics | US | Analyze sales data and generate forecast | Usage Data | Standard Clauses & <u>DPA</u> |
|--------------|------------------------|-------------|--|------------|-------------------------------------|
| Everflow | Partner attribution | US | Track efficiency of partner referral program | Usage Data | Standard Clauses & DPA |
| Gocardless | Billing automation | Netherlands | Manage quotes & card payments | Usage Data | Standard Clauses & DPA |
| Stripe | Payment processing | US | Automate client payments | Usage Data | Standard Clauses & DPA |
| Hotjar | Product analytics | Ireland | Record screen activity for product analyses. | Usage Data | Standard Clauses & <u>DPA</u> |
| Hubspot | CRM | US | Manage our customers and prospects | Usage Data | Standard Clauses & <u>DPA</u> |
| Intercom | In-app Support Chat | US | Processes Usage Data to provide live support to our users | Usage Data | Standard Clauses & DPA |
| June | Product Analytics | EU | Analyze Usage Data to improve our product and user experience | Usage Data | Standard Clauses |
| Pandadoc | E-signature | US | Send contracts for online signature and e-signature for the team | Usage Data | Standard Clauses & DPA |
| PartnerStack | PRM, deal referrals | US | Track deals referred by partners | Usage Data | Standard Clauses & DPA |



| Outreach | Sales sequences automation | US | Manage our emailings and follow-ups | Usage Data | Standard Clauses & <u>DPA</u> |
|------------|--|----|---|------------|-------------------------------------|
| Salesforce | CRM | UK | Manage our customers and prospects | Usage Data | Standard Clauses & <u>DPA</u> |
| Segment | Product Analytics | US | Analyze user behavior to improve our product | Usage Data | Standard Clauses & <u>DPA</u> |
| Sendgrid | Application Transactional Emails | US | Send transactional emails to our users | Usage Data | Standard Clauses & DPA |
| SetSail | Sales analytics | US | Optimize our sales activity | Usage Data | Standard Clauses & DPA |