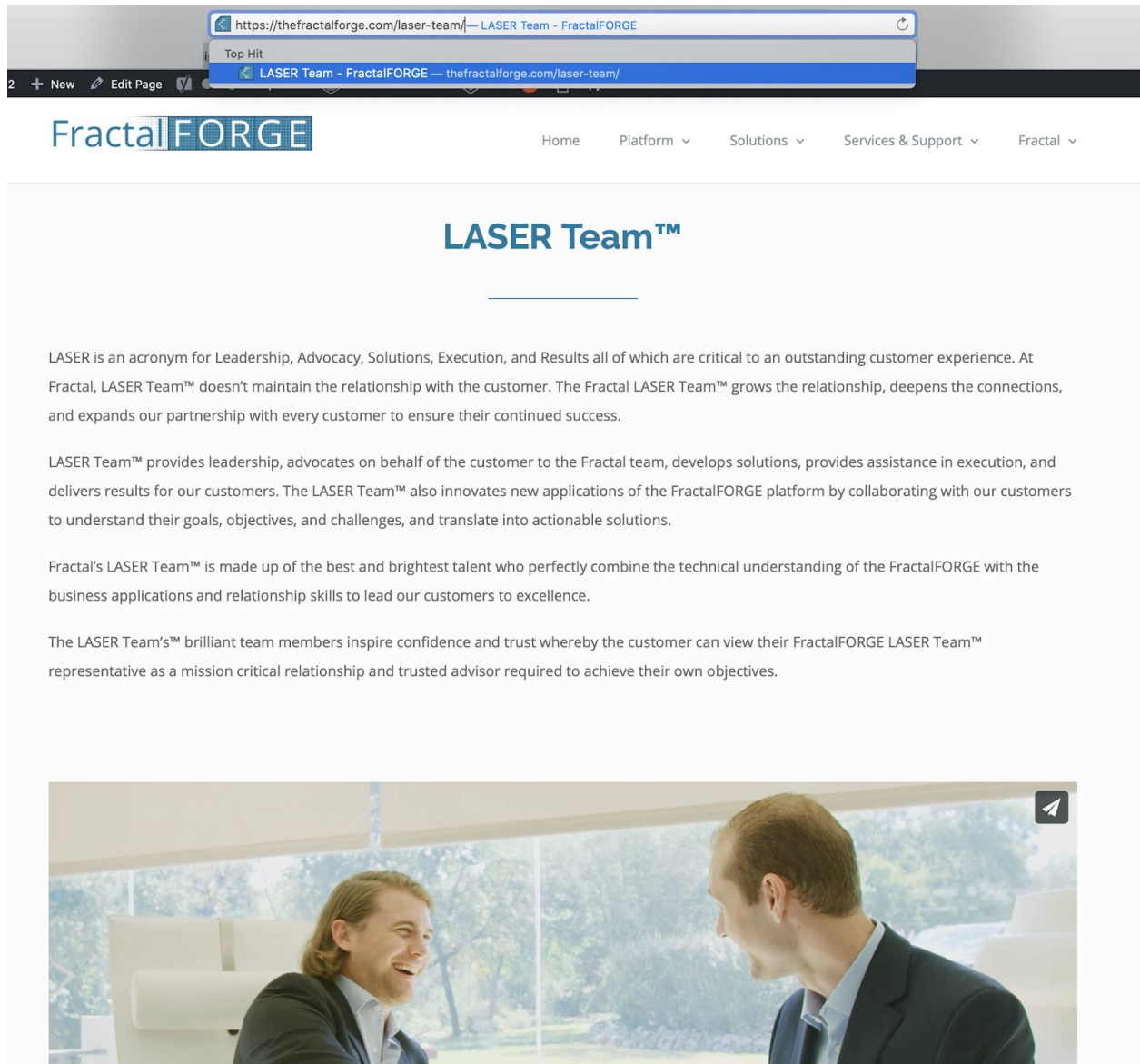


## SPECIMEN 1 - WEB

<https://thefractalforge.com/laser-team/>



The screenshot shows a web browser displaying the FractalFORGE website. The browser's address bar shows the URL <https://thefractalforge.com/laser-team/>. The website's navigation menu includes Home, Platform, Solutions, Services & Support, and Fractal. The main heading is "LASER Team™". Below the heading, there are four paragraphs of text describing the LASER Team's role and mission. At the bottom of the page, there is a photograph of two men in business attire smiling and talking in an office setting.

# FractalFORGE

- Home
- Platform
- Solutions
- Services & Support
- Fractal


## LASER Team™

LASER is an acronym for Leadership, Advocacy, Solutions, Execution, and Results all of which are critical to an outstanding customer experience. At Fractal, LASER Team™ doesn't maintain the relationship with the customer. The Fractal LASER Team™ grows the relationship, deepens the connections, and expands our partnership with every customer to ensure their continued success.

LASER Team™ provides leadership, advocates on behalf of the customer to the Fractal team, develops solutions, provides assistance in execution, and delivers results for our customers. The LASER Team™ also innovates new applications of the FractalFORGE platform by collaborating with our customers to understand their goals, objectives, and challenges, and translate into actionable solutions.

Fractal's LASER Team™ is made up of the best and brightest talent who perfectly combine the technical understanding of the FractalFORGE with the business applications and relationship skills to lead our customers to excellence.

The LASER Team's™ brilliant team members inspire confidence and trust whereby the customer can view their FractalFORGE LASER Team™ representative as a mission critical relationship and trusted advisor required to achieve their own objectives.

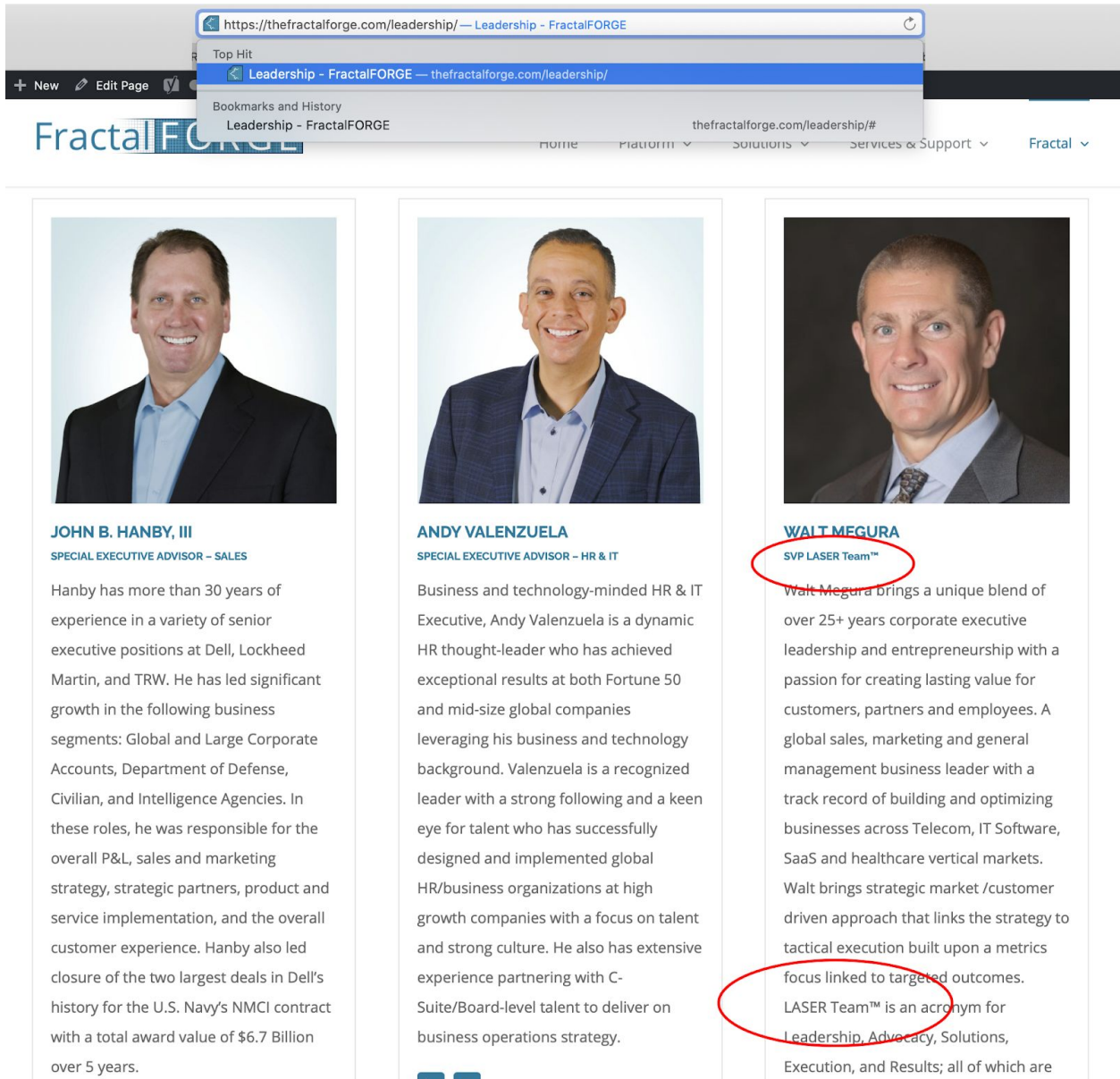


FractalFORGE Pricelist & Descriptions Be Noble.

FractalFORGE Certification Program Training Courses		
Part Number	Summary Description	Price per Student
FF-CERT01	FractalFORGE Certification Complete Video On-Demand Training Course - per Student	\$977.79
FF-CERT02	FractalFORGE LASER Team™ Certification Complete Live Webinar Training Course - per Student, one 8 hour day workshop, 10 student minimum	\$1,697.63

## SPECIMEN 3 - WEB

<https://thefractalforge.com/leadership/>



**JOHN B. HANBY, III**  
SPECIAL EXECUTIVE ADVISOR – SALES

Hanby has more than 30 years of experience in a variety of senior executive positions at Dell, Lockheed Martin, and TRW. He has led significant growth in the following business segments: Global and Large Corporate Accounts, Department of Defense, Civilian, and Intelligence Agencies. In these roles, he was responsible for the overall P&L, sales and marketing strategy, strategic partners, product and service implementation, and the overall customer experience. Hanby also led closure of the two largest deals in Dell's history for the U.S. Navy's NMCI contract with a total award value of \$6.7 Billion over 5 years.

**ANDY VALENZUELA**  
SPECIAL EXECUTIVE ADVISOR – HR & IT

Business and technology-minded HR & IT Executive, Andy Valenzuela is a dynamic HR thought-leader who has achieved exceptional results at both Fortune 50 and mid-size global companies leveraging his business and technology background. Valenzuela is a recognized leader with a strong following and a keen eye for talent who has successfully designed and implemented global HR/business organizations at high growth companies with a focus on talent and strong culture. He also has extensive experience partnering with C-Suite/Board-level talent to deliver on business operations strategy.

**WALT MEGURA**  
SVP LASER Team™

Walt Megura brings a unique blend of over 25+ years corporate executive leadership and entrepreneurship with a passion for creating lasting value for customers, partners and employees. A global sales, marketing and general management business leader with a track record of building and optimizing businesses across Telecom, IT Software, SaaS and healthcare vertical markets. Walt brings strategic market /customer driven approach that links the strategy to tactical execution built upon a metrics focus linked to targeted outcomes. LASER Team™ is an acronym for Leadership, Advocacy, Solutions, Execution, and Results; all of which are