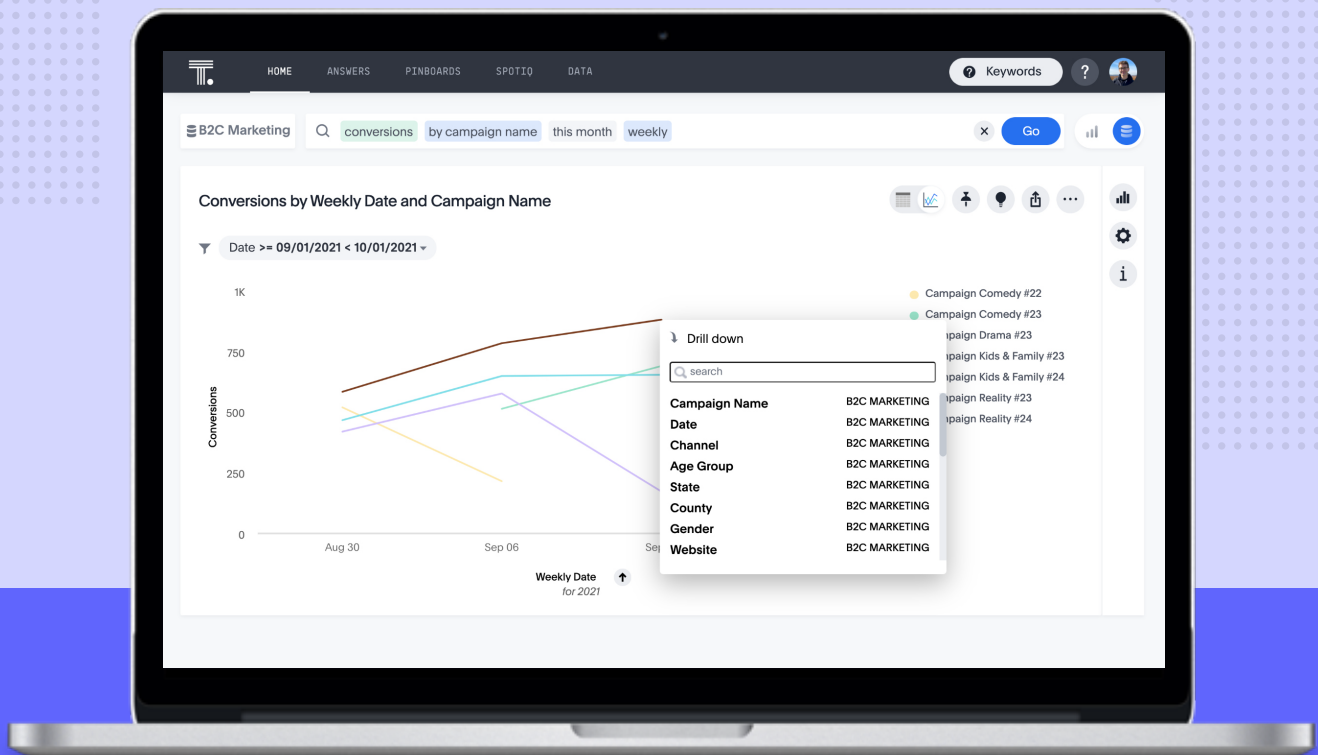
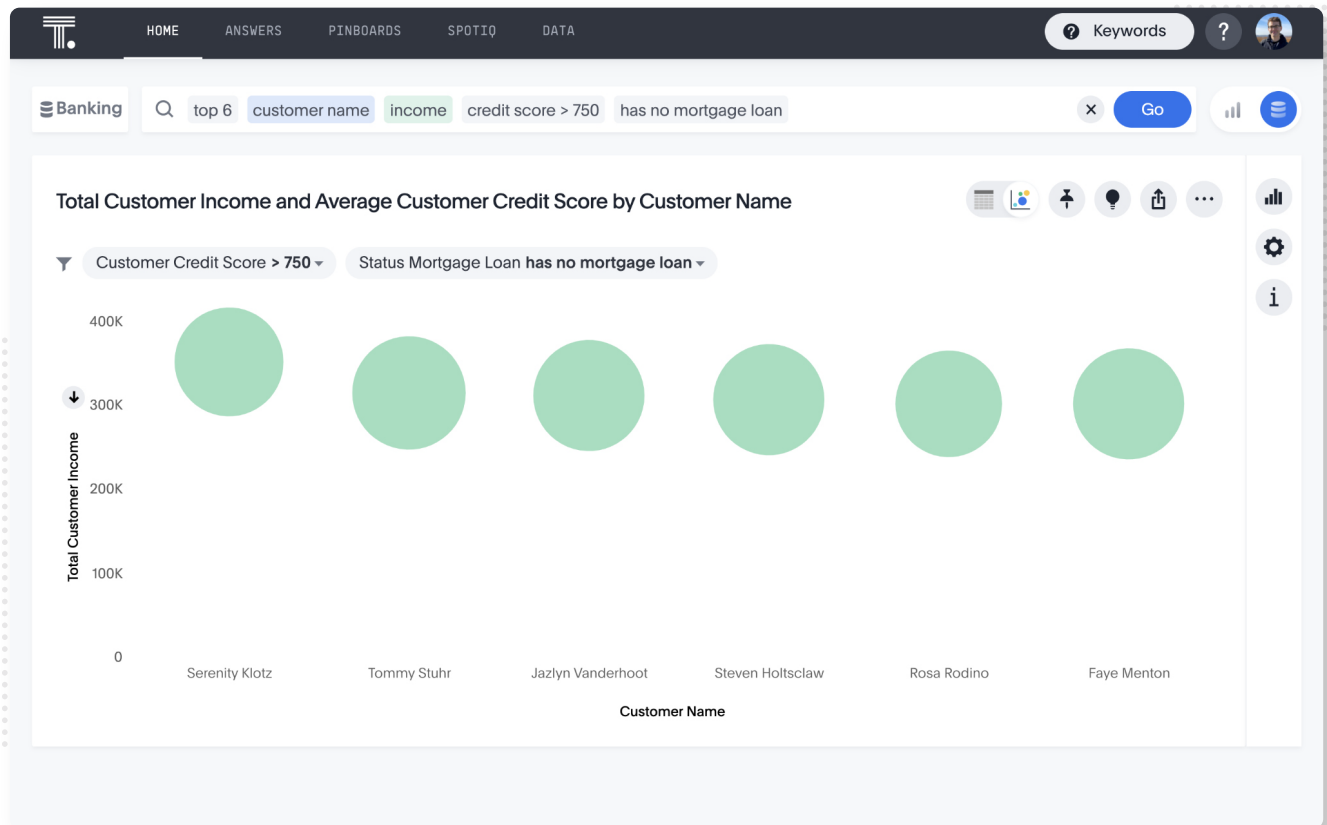


# ThoughtSpot Falcon To ThoughtSpot Embrace Migration Services

MIGRATE A FALCON-BASED THOUGHTSPOT ANALYTICS APPLICATION ENVIRONMENT TO A THOUGHTSPOT EMBRACE-BASED ENVIRONMENT

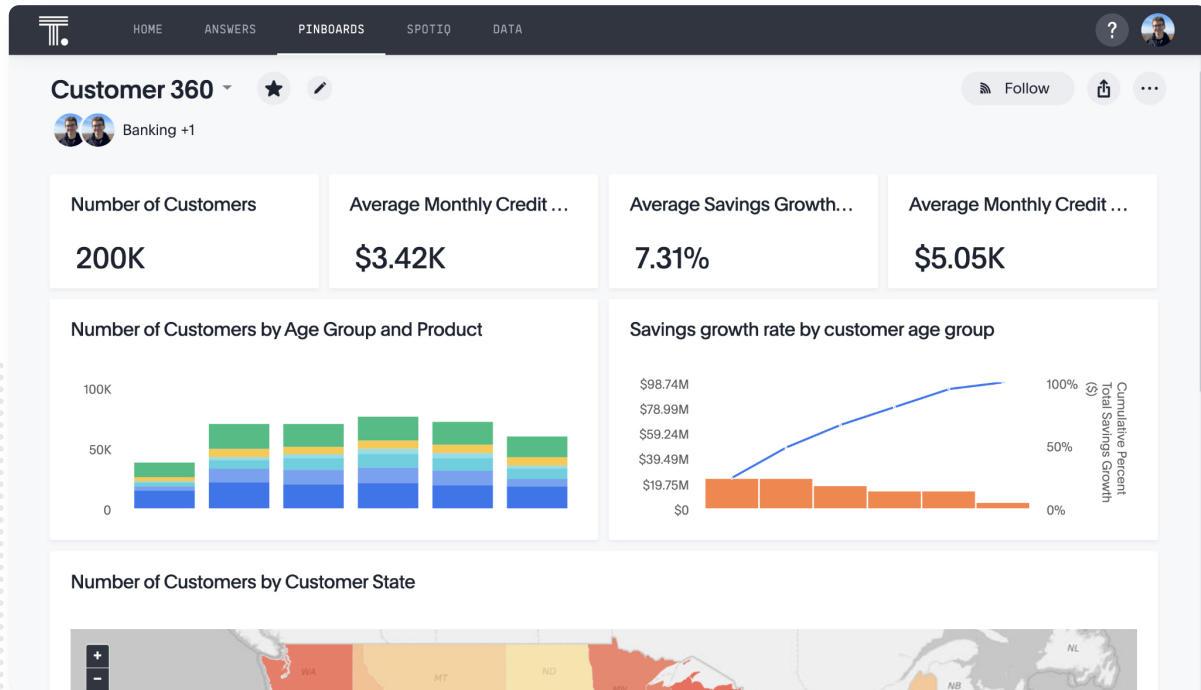




With ThoughtSpot migration services from Falcon to Embrace, our experts will help customers fully migrate their Falcon-based ThoughtSpot Analytics application environment(s) to an Embrace-based live-query environment, enabling users to scale their data and use cases using ThoughtSpot's Analytics Cloud Platform.

ThoughtSpot Falcon to Embrace-based Live-Query Migration Services is a full suite offering designed to help our customers achieve the scale and performance offered by modern cloud data warehouses using ThoughtSpot's advanced live-query Embrace engine. Our migration services are designed to give customers the flexibility to migrate all Falcon-based content at once or through a phased approach. Our robust project management for evaluation, execution, testing, and go-live planning, along with our automated migration pipelines to perform most of the heavy lifting, enable our customers to move to an Embrace-based ThoughtSpot application.

# Migration Services Core Components



## Migration Assessment & Planning

- Migration pre-work
- Testing & validation plan
- End-user communication plan
- Go-live planning
- Project management with Asana

## Automated<sup>1</sup> Object Configuration Updates to Make Them Embrace Ready

- Tables
- Worksheets
- Answers
- Pinboards

## Falcon Data Extraction

- Utilities that support data extraction from Falcon tables

## Testing and Validation

- Data validation
- Functionality testing and validation
- Load and concurrency testing<sup>2</sup>

## Cloud Data Warehouse Performance Optimization

- Guidance on fine-tuning strategies for cloud data warehouses

## Cloud Essentials Training

- One training class for up to 3 people included

<sup>1</sup>Automatic conversion of Falcon-based objects to Embrace requires a staging environment to execute automation scripts

<sup>2</sup>Performance and load testing requires the ability to run scripts on ThoughtSpot clusters

## ThoughtSpot Falcon to ThoughtSpot Embrace Migration Services Tiers

Standard	Advanced
<ul style="list-style-type: none"><li>• Migration for existing ThoughtSpot Falcon environments with up to thirty (30) tables in Falcon with up to maximum of ten (10) worksheets</li><li>• Validation and testing for up to twenty (20) pinboards</li></ul>	<ul style="list-style-type: none"><li>• Migration for existing Falcon ThoughtSpot environments with more than thirty (30) tables in Falcon or more than ten (10) worksheets</li><li>• Validation and testing for up to fifty (50) pinboards</li><li>• Guidance and testing for the use case(s) involving embedding</li></ul>

### Pricing

The Consulting Services will be performed on a fixed price and fixed scope basis stated on the Order Form.

### Work Hours

Consulting Services 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, Cloud Data Warehouse Administrator, Project Manager, UAT Testers, Business Sponsor, ThoughtSpot Administrator, etc., on an as-needed basis for the completion of the tasks specified above.
- Access to customer ThoughtSpot clusters
- Availability and access to Staging or Test or Dev cluster to be able to execute automation scripts
- Access to the Cloud Datawarehouse Administrator and availability of data in the Cloud Data Warehouse
- 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.
- Resources to conduct testing during the validation phase of the Consulting Services.

# Consulting Services Terms and Conditions

For scheduled service days that are canceled or rescheduled by Customer with fewer than ten business days prior to 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. References to Consulting Services herein will apply to "Professional Services" if such term is used in the agreement between Customer and ThoughtSpot governing services purchases.

ThoughtSpot will provide the Consulting Services 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.

If Customer participates in an Advisory Board or other feedback program, then notwithstanding anything to the contrary in any other agreement between the parties, to the extent Customer provides any suggestions, proposals, ideas, recommendations, or other input regarding ThoughtSpot products or services, ThoughtSpot may use the foregoing for any purpose without obligation of any kind. All feedback is provided "as-is" and without warranty, and Customer is not identified as its source.

## About ThoughtSpot

ThoughtSpot is the Modern Analytics Cloud company. Our mission is to create a more fact-driven world with the easiest to use analytics platform. With ThoughtSpot, anyone can leverage natural language search and AI to find data insights and tap into the most cutting edge innovations the cloud data ecosystem has to offer. Companies can put the power of their modern data stack in the hands of every employee, extend the value of their data to partners and customers, and automate entire business processes. ThoughtSpot enables everyone within an organization to limitlessly engage with live data regardless of their cloud data platform, making it easy to achieve granular, actionable insights through Live Analytics. Customers can take advantage of ThoughtSpot's web and mobile applications to improve decision making for every employee. With ThoughtSpot's developer-friendly platform, ThoughtSpot Embedded, customers can also bring the Modern Analytics Cloud to their products and services, engaging users and keep them coming back for more. Organizations like BT, T-Mobile, Snowflake, HubSpot, Exxon, Daimler, Medtronic, Hulu, Royal Bank of Canada, Nasdaq, OpenTable, Workato, and Nationwide Building Society rely on ThoughtSpot to transform how their employees and customers take advantage of data. See for yourself and try ThoughtSpot today.