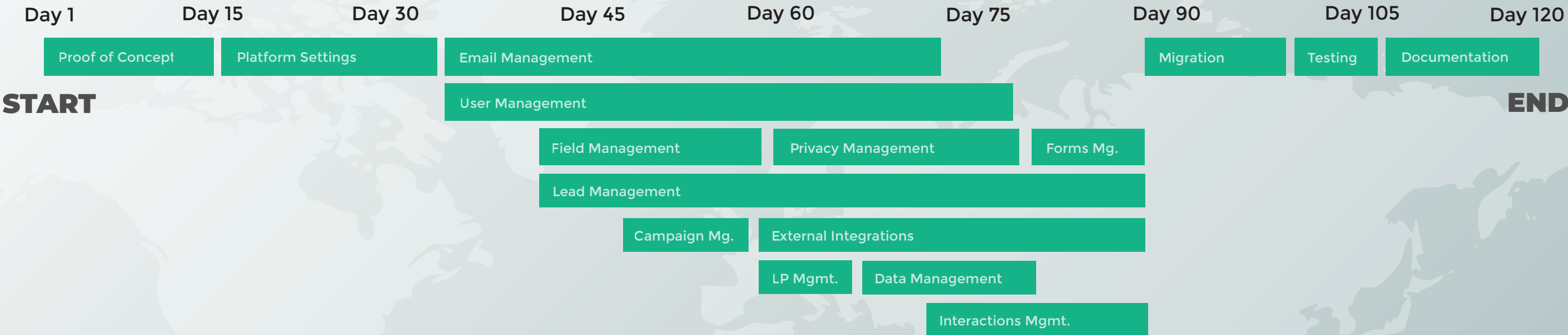


ELOQUA IMPLEMENTATION DELIVERY PLAN



RESOURCES

Resource Name	FTE	Work Volume	Month 1	Month 2	Month 3	Month 4
Platform Architect	100%	156 hours	65 hours	36 hours	35 hours	20 hours
Marketing Automation Consultant	200%	1,138 hours	338 hours	323 hours	302 hours	175 hours
Marketing Automation Coordinator	100%	596 hours	124 hours	144 hours	178 hours	150 hours
Marketing Automation Developer	100%	120 hours	29 hours	35 hours	36 hours	20 hours
Digital Project Manager	100%	378 hours	130 hours	99 hours	89 hours	60 hours

ELOQUA IMPLEMENTATION DELIVERY PLAN

