



Cloudalix

Sales Process Framework

Safe Harbor Statement

Forward-Looking Statement and Disclaimer

This presentation may contain “forward-looking statements”, within the meaning of the Private Securities Litigation Reform Act of 1995 and similar laws, which include all statements that are not historical facts. Any such statements, including those related to our future financial position, business strategy, product development, technology roadmap, and growth opportunities, are subject to risks, uncertainties, and assumptions. Actual results may differ materially from those expressed or implied due to various factors, such as market conditions, competitive pressures, regulatory changes, intellectual property rights, cybersecurity threats, the reliability of third-party services, and our limited operating history.

These forward-looking statements reflect management's current views only as of the date hereof and are based on information available at the time. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by applicable law. This presentation is for informational and demonstration purposes only; it does not constitute an offer to sell or a solicitation of an offer to buy any securities or engage in any other transaction. We make no representations or warranties, express or implied, regarding the accuracy, completeness, or reliability of the content herein. Any reliance placed on this information is strictly at the recipient's own risk.

Nothing herein should be construed as legal, financial, or investment advice. Prospective investors or partners are encouraged to perform their own independent review and due diligence, and to consult with their own professional advisors before making any decisions based on this presentation. Cloudalix LLC disclaims any liability for direct, indirect, consequential, or other damages arising from reliance on or use of the information contained in this presentation, and reserves the right to modify or withdraw this content at any time without notice.



Cloudalix Sales Process Framework

Stage #1: Assessment and Qualification: (Shallow Dive)

Stage #3: Solution Development
(Pre-presentation call to make sure we are prepared to present to affected stakeholders/wider team)

Stage #5: Resolution
(Sign Contract with SOW/Scope of services, timeline/milestones, Quote and Compensation terms)

Qualified

Validated

Shortlisted

Selected

Contracted

Closed

Stage #2: Discovery
(Deep Dive with technical counterparts)

Stage #4: Solution Presentation
(Q&A) "Are we comfortable moving forward with a budgetary proposal call"?

Stage #6: Close
(Collect Payment and Execute)

