



Robert DiRita

Boomi Client Executive

Boomi Success & Recognition

As of February 9, 2024
Robert DiRita



BOOMI CEO RECOGNITION





Cox Auto Win: 1/31/2023

Total Contract Value: **USD 1,041,600.00**
Annual Contract Value: **USD 347,200.00**

Steve Lucas
Tue, Jan 31, 10:39 PM (11 hours ago)
Add Person
to me, Marcy, Rob, Michael, Mike

SUPER proud you brought this one in - hard fought and well earned!

Steve
Boomi CEO

As of February 9, 2024
Robert DiRita



CEO and CRO Recognition



Steve Lucas
Tue, Jan 31, 7:42 PM (14 hours ago)
Add Person
to Marcy, Rob, Michael, Mike, me

Outstanding!!

Steve
Boomi CEO

+ Steve.

Robert,

This is a great win - I remember when I joined you were in the thick of this deal - great job getting it to closure.

Well done!

Marcy - Boomi CRO

As of February 9, 2024
Robert DiRita



CRO RECOGNITION

boomi Robert DiRita <robert.dirita@boomi.com>

Re: Capital One

Marcy Campbell <marcy.campbell@boomi.com> Mon, Dec 19, 2022 at 2:50 PM
To: Janine LaMorte <janine.lamorte@boomi.com>
Cc: Robert DiRita <robert.dirita@boomi.com>, Mike Tremblay <mike.tremblay@boomi.com>, Michael Ruggieri <michael.ruggieri@boomi.com>, Rob Evans <rob.evans@boomi.com>

Way to go Robert! I love seeing this momentum.

Thanks,

Marcy

As of February 9, 2024
Robert DiRita



Boomi VP of Sales Recognition

On Tue, Jan 31, 2023 at 4:18 PM Rob Evans <rob.evans@boomi.com>

Congratulations! Thanks for sticking with this one to the bitter end and getting it closed out! Well done.

Rob

Rob Evans

Vice President, Sales

The Americas

mobile: 760.815.4160 rob.evans@boomi.com ..

As of February 9, 2024
Robert DiRita



CRO FEEDBACK



As of February 9, 2024
Robert DiRita



VP SALES FEEDBACK

Re: Direct Sale OPPORTUNITY- Closed/Won (Zephyr Buyer, L.P.) > KUDOS FOLD

 → **Anne Matarelli** <anne.matarelli@boomi.com> Fri, Dec 29, 2023, 11:29 AM
to MJ, arun.pareek@boomi.com, boomi-na-sales-and-ses@boomi.com, boomi-product-marketing@boomi.com, brad.detlefsen@boomi.com

Nice win Robert!!! Congrats!

Anne Matarelli
VP, Global Strategic Sales
m (312) 420-7635
e anne.matarelli@boomi.com

As of February 9, 2024
Robert DiRita



OPERATIONS FEEDBACK

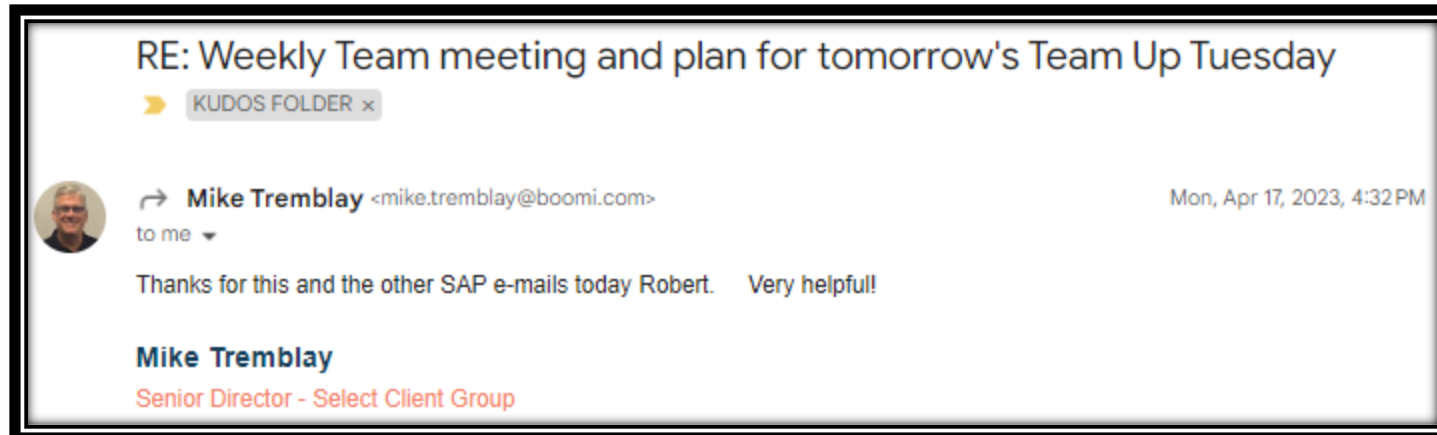


As of February 9, 2024

Robert DiRita



MANAGER RECOGNITION TEAM PLAYER



As of February 9, 2024
Robert DiRita



MANAGER RECOGNITION TEAM PLAYER




As of February 9, 2024
Robert DiRita



DIRECT MANAGER RECOGNITION

Recognition by Manager: November 8th, 2022

Tuesday, November 8th ▾ New

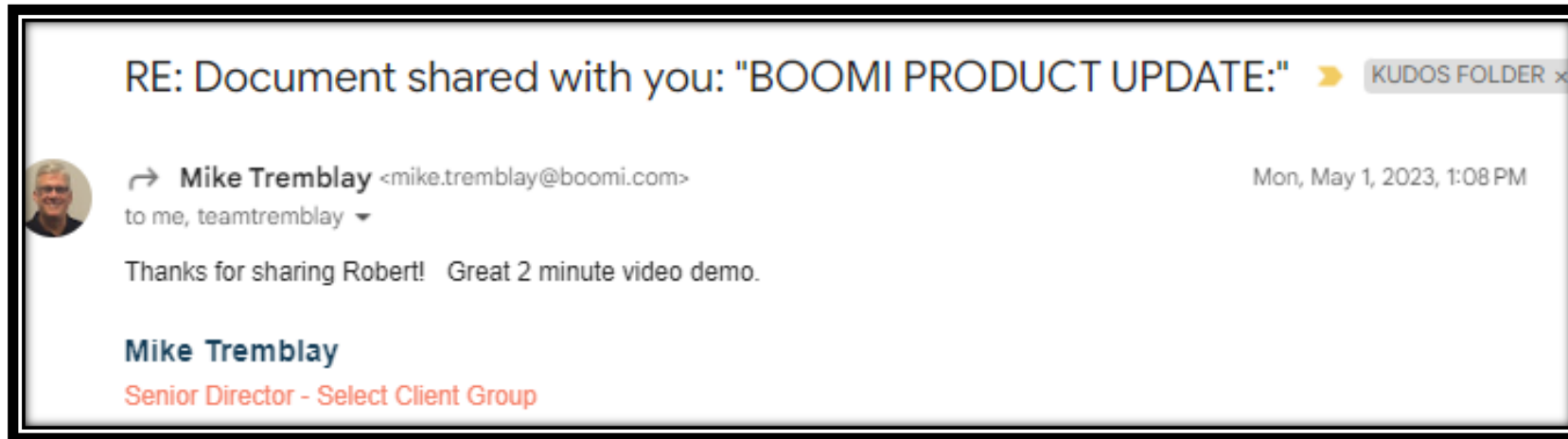
 **Mike Tremblay** 1:55 PM
Good to see you get some credit on the Emissary call. Always good to promote your brand! Do you have an example of the Boomi Dossier you provided in advance of the Emissary calls? Would be good to share.

As of February 9, 2024

Robert DiRita



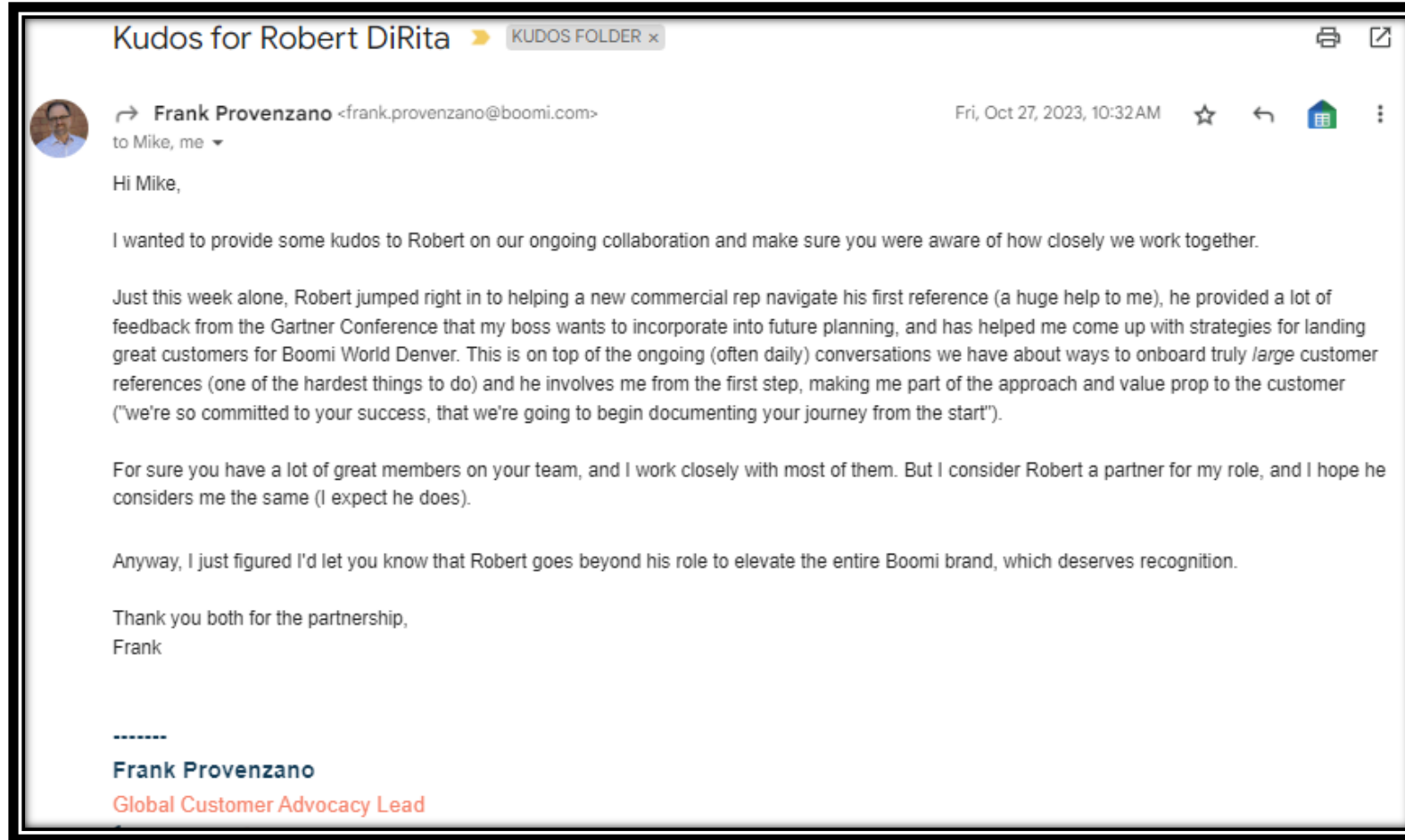
MANAGER RECOGNITION TEAM PLAYER



As of February 9, 2024
Robert DiRita



CUSTOMER ADVOCACY RECOGNITION



As of February 9, 2024
Robert DiRita



CUSTOMER ADVOCACY RECOGNITION



As of February 9, 2024

Robert DiRita



CUSTOMER ADVOCACY RECOGNITION



KUDOS FROM MY EXECUTIVES AT BOOMI

Robert, you got 5 🙌 High 5s from Frank Provenzano!

@robert.dirita @jamie.menashi @jennifer.cook @brandon.rogers
@david.bobrowski @elyse.claxton @sacha.laskow @abby.van.de.bogert
@adam.simmons @dennis.face @beth.fidellow @maggie.holsomback
@bethan.rogers @israel.franco @rebecca.klein +5 #beboomi for being
HUGE and consistent supporters of the Advocacy Program. There's loads
more I can add, but I'll have to wait for more points. THANK YOU!




As of February 9, 2024
Robert DiRita



CUSTOMER SUCCESS FEEDBACK



Re: MCS Feedback - The Weather Channel
Inbox
Search for all messages with label Inbox
Remove label Inbox from this [conversation](#)



Maggie Holsomback 9:37 AM (1 hour ago)

to [mike.tremblay](#), Paul, me, Virginia

Thank you [Mike and Robert](#)!

It's definitely a team effort with Robert in supporting and working with The Weather Channel - Robert has done a fantastic job at uncovering needs and presenting our solutions to aid in ensuring them success as they take off on their Boomi journey! Integration, MCS and next up... TAM! 🙌

Have a great week~
Maggie

--
Maggie Holsomback
Customer Success Manager


As of February 9, 2024
Robert DiRita



CUSTOMER SUCCESS CALL OUT

Maggie Holsomback
Customer Success Manager

boomi

—
214-502-2979

maggie.holsomback@boomi.com

You've been such a great a partner to work with, and your initiatives and follow ups with TWC was top tier.

As of February 9, 2024

Robert DiRita



PEER RECOGNITION



Fwd: Direct Sale OPPORTUNITY- Closed/Won (Zephyr Buyer, L.P.) KUDOS

 → **Dennis Face** <dennis.face@boomi.com> Fri, Sep 22, 2023, 9:19 AM
to me ▾

Congrats on the new logo, Robert !

Dennis Face
315/378-3115
dennis.face@boomi.com

Boomi Regional Parent Name: AMER
Account: Zephyr Buyer, L.P.
Type: New Business
Opportunity: The Weather Channel - Integration Taft Project
Opportunity Owner: Robert DiRita

Subscription Start Date: 9/20/2023
Subscription End Date: 9/19/2026

It was a Referral deal for a total value of :

Total Contract Value: USD 464,416.31
Annual Contract Value: USD 154,805.44

As of February 9, 2024
Robert DiRita



BOOMI PEER RECOGNITION



As of February 9, 2024
Robert DiRita



PEER FEEDBACK

Fwd: Direct Sale OPPORTUNITY- Closed/Won (Cigna Corporate Services, LLC)

➤ KUDOS FOLDER x

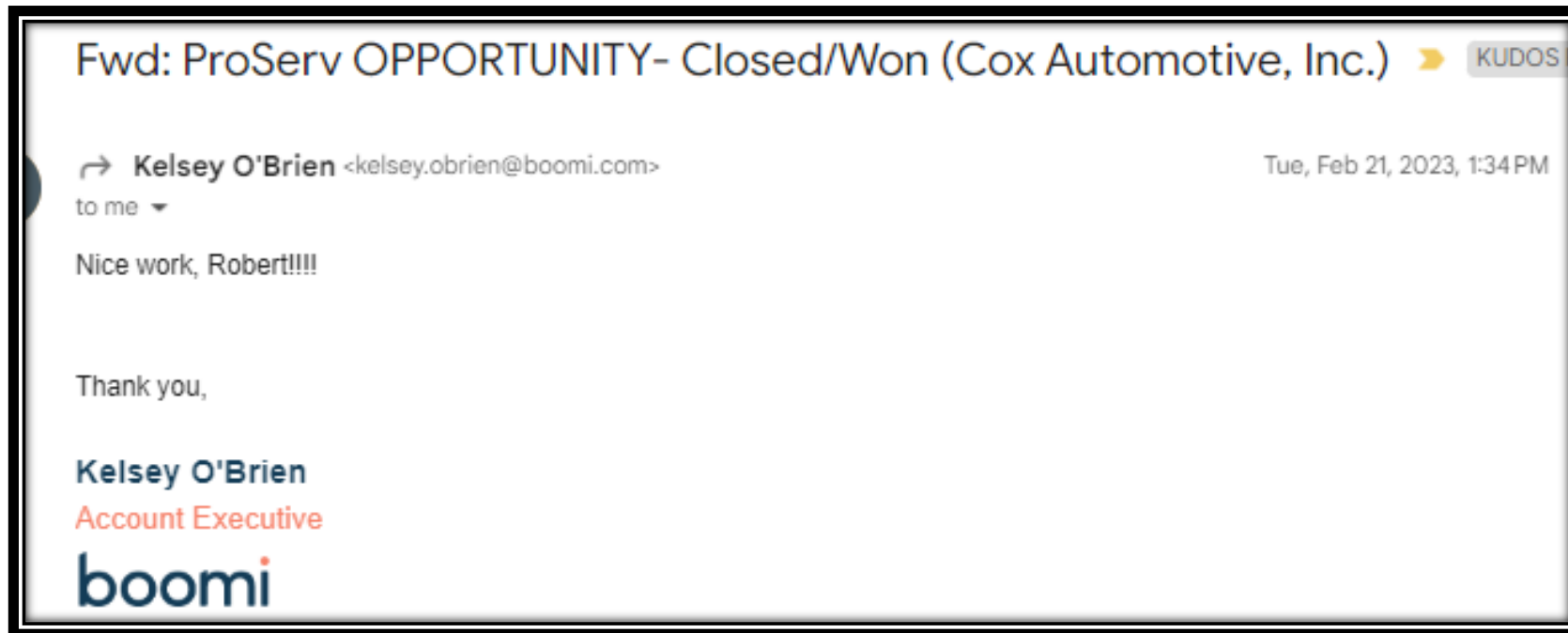
 → **Kelsey O'Brien** <kelsey.obrien@boomi.com> Thu, Oct 26, 2023, 4:38 PM ☆
to me ▾

Wow. Another nice win!

As of February 9, 2024
Robert DiRita



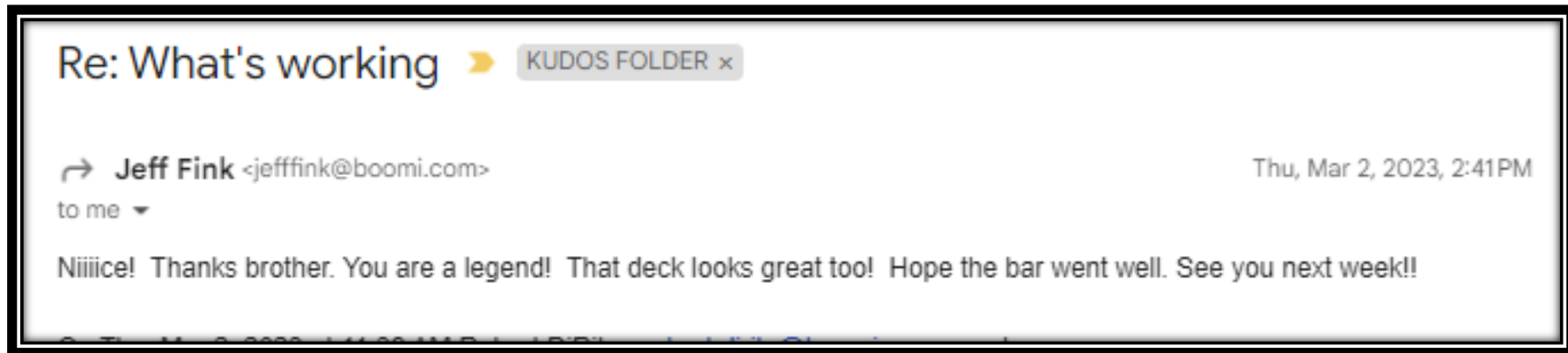
PEER RECOGNITION



As of February 9, 2024
Robert DiRita



PEER RECOGNITION



As of February 9, 2024
Robert DiRita



PEER RECOGNITION



HIGH FIVE: 3-23-2023

Congratulations! You have received a High 5 Inbox x



svc-boomi-high5@boomi.com

2:42 PM (3 minutes ago)



S. Add Person



to me ▾



Congratulations!

You have been recognized as part of a group recognition. Genesis Ruiz gave a High 5 recognition to: Robert DiRita, Robert DiRita!

Your recognition aligns with the following Boomi core value(s): **Play for Each Other | Build Trust**

Genesis described the reason for this recognition as: "passing a potential opportunity to me to work as a BDR. "

"Exemplifying Play For Each Other by bringing in to assist on the opp. Building Trust by making proper intro to prospects and coordinating next steps. He also provided thorough and valuable notes on activity + intel. Thank you for being a team player! "

Please note that all group recognitions are public regardless of individual privacy settings.

Check out who else is getting recognized over in [the High5 Slack channel](#).

Get in on the action and send a High 5 to a fellow colleague by [Clicking Here!](#)

boomi

As of February 9, 2024
Robert DiRita



PEER RECOGNITION



KUDOS: FROM JOE BURCIN August 26, 2022

svc-boomi-high5@boomi.com

Fri, Aug 26, 4:16 PM (2 days ago)



S. Add Person



to Robert.DiRita



Congratulations!

Joe Burcin has sent you a High 5!

Your recognition aligns with the following Boomi core value(s): **Play for Each Other**

Joe described the reason for this recognition as: "going above and beyond to help out me and Emily Eccles with an important opportunity!"

"Robert came through for us (Play For Each Other) by listening to two call recordings, guiding us in the appropriate direction, and applauding Emily for her fanatical prospecting. There was a lot of gray area, but we were able to figure it out as a team over multiple Google Meets, internal networking, and tenacity! Thank you, Robert!"

Please note that your current privacy setting is set to public, so this recognition **will** be shared publicly with your Boomi colleagues. If you would like to change your privacy settings, please visit: <https://boomi.to/high5>

Check out who else is getting recognized over in [the High 5 Slack channel](#).

Get in on the action and send a High5 to a fellow colleague by [Clicking Here!](#)

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As of February 9, 2024
Robert DiRita



PEER RECOGNITION



Positive Feedback from Lead Engineer & Teammate at Boomi - 2023

Harvey Melfi <hmelfi@boomi.com>

Fri, Jan 27, 2023 at 11:18 AM

To: Robert DiRita <robert.dirita@boomi.com>

Cc: Terri McGann <terrimcgann@boomi.com>, Michael Schoeberl <michael.schoeberl@boomi.com>, Jake Panik <jacob.panik@boomi.com>, Stephen Hauser <stephen.hauser@boomi.com>, Fathi Sharif <fathi.sharif@boomi.com>

Robert,

This is great news. I know it's been a long road, but you have persevered through it all. Man am I glad that I don't have to sit in on those legal calls. While I know we haven't gotten the signed PO, this does look promising.

As always, let me know if I can do anything to help.

I'll be on the status call this afternoon.

Harvey Melfi

Solution Architect, Presales

boomi

mobile: 321.339.8591

harvey.melfi@boomi.com

As of February 9, 2024
Robert DiRita



PEER RECOGNITION



KUDOS: FROM FELICIA JACKSON

svc-boomi-high5@boo... Aug 4, 2022, 12:55 PM ☆ S Add Person ↩ ⋮
to Robert.DiRita ▾



Congratulations!

Felicia Jackson has sent you a High 5!

Your recognition aligns with the following Boomi core value(s): **Play for Each Other | Build Trust**

Felicia described the reason for this recognition as: "always pulling the Flow team in to strategize and early discovery meetings which helps us uncover larger opportunities more quickly"

"Robert is the best rep I know that pulls the Flow team into early discovery calls and spends time strategizing with us on his target accounts. I really appreciate his partnership and look forward to closing our first big deal together!"

As of February 9, 2024
Robert DiRita



PEER FEEDBACK



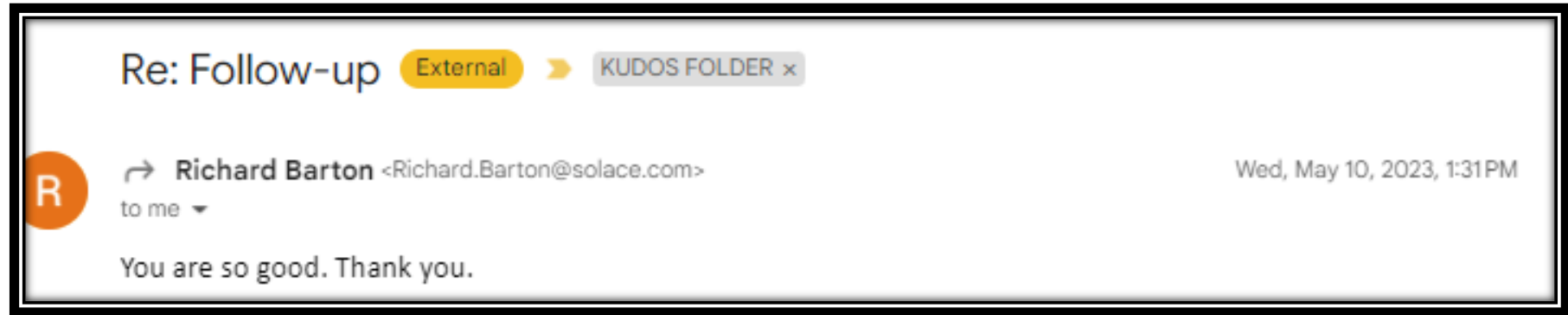
TEAM FEEDBACK: RONALDO VENCI – 4-3-2023

Thanks a lot for this Robert. Appreciate your comments. This is what I am trying to do, but we still have lots of questions about the plan (focus, priorities, MVP, etc), hence the request for another call with him only before the call with his entire team which is planned for the 18th of this month. Great insights, man. You are a true team player. Thanks and hope to reciprocate.

Ronaldo Venci
Manufacturing Vertical Sales
+1-678-237-5528
ronaldo.venci@boomi.com



TECHNOLOGY PARTNER RECOGNITION




As of February 9, 2024
Robert DiRita



BOOMI SALES LEADER RECOGNITION

Fwd: BOOMI FOR SAP QUESTIONS DOC » KUDOS FOLDER x 🖨️

 **Kai Van de Carr** <kai.vandecarr@boomi.com> 📧 Thu, May 25, 2023, 1:37 PM ★ ↩️ 🏠
to Brian, Harvey, Israel, Jason, me, Yana ▾

Robert,

You're literally the first one at Boomi to blaze the trail on this! Yes, what you've mapped out for positioning Defensible Differentiator #4 (Minimizing Dependence on specialized Developers w/ axis) looks great?

As of February 9, 2024
Robert DiRita



ALLIANCE MANAGER RECOGNITION



As of February 9, 2024
Robert DiRita



ALLIANCE MANAGER RECOGNITION



KUDOS: March 24, 2022

Brian Hadden <brian.hadden@boomi.com>

Thu, Mar 24,
2:24 PM

Add
Perso
n

to me, Joe

Attachments found, move to top

Hi Robert,

Great speaking with you again today. Reaching out to say thank you for your proactive approach working with IFS. Your efforts will pay dividends in the near future.

I will keep you posted on additional progress we make with account mappings and enablement type sessions.

Looking forward to working with you as we go forward.

Regards,
Brian

Brian

As of February 9, 2024
Robert DiRita



ALLIANCE PARTNER TEAM RECOGNITION



KUDOS: BRIAN HADDEN

Brian Hadden <brian.hadden@boomi.com> Thu, Mar 24, 2:24 PM ☆ [Add Person](#)

to me, Joe ▾

📎 Attachments found, move to top

Hi Robert,
Great speaking with you again today. Reaching out to say thank you for your proactive approach working with IFS. Your efforts will definitely pay dividends in the near future.
I will keep you posted on additional progress we make with account mappings and enablement type sessions.

Looking forward to working with you as we go forward.

Regards,
Brian

Brian Hadden
Business Development Manager, ISV Alliances

mobile [978.548.8637](tel:978.548.8637)
brian.hadden@boomi.com

As of February 9, 2024
Robert DiRita



ALLIANCE PARTNER TEAM RECOGNITION



Re: Thanks for DCP Support

Chris Montanaro <christophermontanaro@boomi.com>

Wed, Sep 21, 2022 at 1:44 PM

To: Robert DiRita <robert.dirita@boomi.com>

Cc: Vinay Khanna <vinay.khanna@boomi.com>, Mike Tremblay <mike.tremblay@boomi.com>, Thomas Lai <thomas.lai@boomi.com>

Love this call out, Robert... almost as much as the initiative you both took to improve our odds of success!! As I understand it... you have forthcoming activity at Coca Cola, Walmart and AIG.

Let's keep at it!
Monte

On Wed, Sep 21, 2022 at 1:17 PM Robert DiRita <robert.dirita@boomi.com> wrote:

Vinay:

Just wanted to call out and thank you for your ongoing support and partnership around our DCP solution. Your efforts and collaboration are really appreciated.

You and I, just launched our own 4 step DCP campaign in Salesloft by first finding the correct personas, manually importing each into Salesforce, Exporting them into Salesloft and then manually creating our 4 step campaign. We have over 200 new target personas from Marriott International, The Home Depot and AIG. I also added a few others from my other accounts. Looking forward to creating new pipeline with you based on results.

Thank you.



Robert DiRita

Select Account Executive, Boomi

610-212-1380 | Robert.DiRita@Boomi.com

Website: www.Boomi.com

Boomi support number: 1-888-297-5808.

Chris Montanaro
Dir, Data Catalog and Preparation

boomi

As of February 9, 2024
Robert DiRita



FEEDBACK FROM CUSTOMER-PROSPECT

Re: [External Sender] BOOMI - WORKDAY INTEGRATION SUPPORT DOCS

Bruce Pezzlo <bruce.pezzlo@capitalone.com>

To: Robert DiRita <robert.dirita@boomi.com>

Cc: Harvey Melfi <Harvey.Melfi@boomi.com>, Israel Franco <israel franco@boomi.com>

Wed, Dec 21, 2022 at 4:48 PM

Robert & Harvey,
I meant every word to Mike.
Thank you for these resources.

-- // Hi Israel, thank you for the BVA resources too. // --

Bruce

 **Bruce Pezzlo**
Mgr, Data Engineering • HR Technology
HR Data Management & Data Delivery
917-530-7917 • West Creek 2



As of February 9, 2024
Robert DiRita