

FRONTSTEPS | Caliber Talk Track

FRONTSTEPS Caliber believes in constant growth and improvement. Here's a look at our journey and where we stand today:

Comprehensive Solution	Customer Satisfaction	Continuous Innovation
<ul style="list-style-type: none">• Unrivaled in the market as the most comprehensive solution in the space• Long track record of largest user base in the business• Close collaboration with the industry helps our product evolve	<ul style="list-style-type: none">• We take pride in our CSAT score rising to the 95% score that it's at today• These metrics serve as a driving force for ongoing improvement• High satisfaction demonstrates the effectiveness of our solution	<ul style="list-style-type: none">• Innovations at FRONTSTEPS provide seamless connection across the suite• Goal of innovations: reduce the need for Homeowners to call their MC's• Internally we are striving to enhance the quality of our releases with every innovation

Rebuttal

- While competitors may label us as "old bones", we firmly believe our experience in the industry is our key strength.
- FRONTSTEPS Caliber is unmatched in the marketplace as the most comprehensive solution because we have a long record of commitment to customer satisfaction, which drives us to enhance the quality of our releases with every innovation.
- Rather than hindering us, our experience empowers us to lead the industry and set new standards for success.