The Culture Book

2018

EasyMarkit

www.easymarkit.com

Great Culture
Great Team
Great Place to work
Carley Dix ♡

HI!

Such a great time with you this year! Have a great summer.
XO Erin.

Two is not a winner, and three nobody remembers. What does it take to be number one?
- Nelly

AMAZING 2018! MANY MORE TO COME!
JACK Y.

H.A.G.S.
Rebecca

EasyMarkit has been great so far. Looking forward to what the next year has in store.
Go Leafs.
- Michael

Don't ever change!
XOXO André

HAGS!!
It's going to be a great summer. See you all next year!
Megs.

You Rock! Never change!
- (Mads)

You DA BEST
- Ron

Have an awesome summer!!
Julio.
Keep it easy
Kevin T.

You can't spell a lot with 'EasyMarkit', but you can spell 'Team'!
I love this team
Ryan

Can't wait to do it all again next year!
Alex

Winter is coming!
Xmas in 4 month nice
Alex B.

Get well soon
Love
Handsome Andrew

Trophy Unlocked: 1st year @ Easy Markit! Heres to another fun year ahead!
Doug

HAGS!!
Let's hangout this summer!!
- Krista

Feliz Navidad!
John Copsey

Latchya
Downtown with Aspan!
Moreno

I've Learnt so much this past year
Lee Alan Gray

We specialize in ADVANCED PATIENT COMMUNICATION!! FOR THE DONTAL INDUSTRY - FARAZ

What an amazing year! Such a blast! An honour and a privilege to be your friend!
All the best,
Marcy

The Culture Book 2018

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"COMING TO WORK WITH FRIENDS MAKES A WORLD OF DIFFERENCE FOR WORKPLACE LONGEVITY."

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Welcome

Dear EasyMarkiteers,

It is a great pleasure of ours to be able to share some of the accomplishments and milestones over the past year. 2017/18 has been an amazing year of growth and learning and we are excited to see the fruits of these efforts moving into 2019!

As a team, we have continued to work together towards our greater goal of being the #1 patient communication service in the dental community. We have also never lost sight that to get there we must put people first. This starts with putting our staff first through an amazing work environment designed for each of us to thrive. It translates into putting our customers first through innovative products and amazing pre and post sale experience. And it results in putting our local and global community first in delivering meaningful conversation that challenges the current status quo.

The Principals at EasyMarkit could not be any more proud of what we have achieved so far and we are excited to see this growth translate into us working towards our 12K BHAG!

This dream will only be a reality because of the hard work you bring to our team and that is why this years' Culture Book is dedicated to you.

Yours truly,

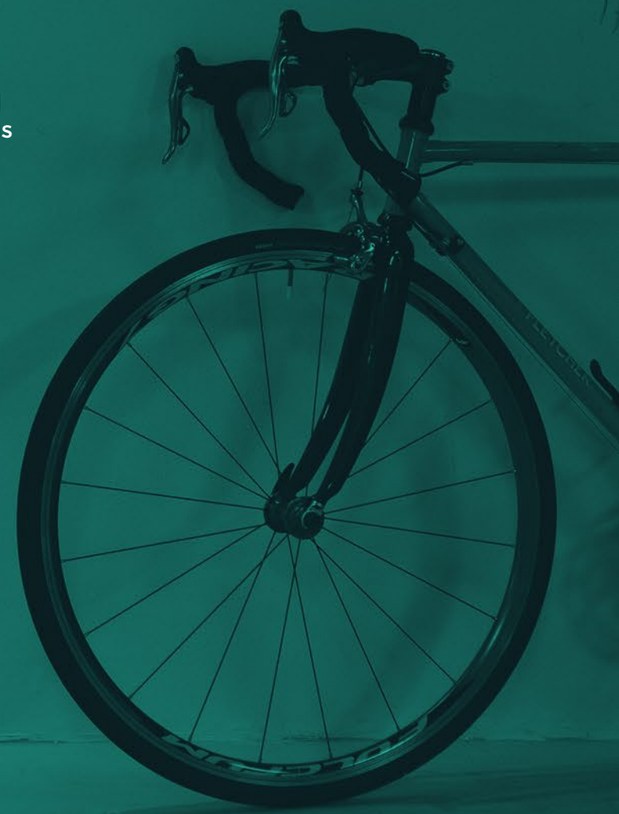
MEET THE OWNERS

Josh Devries
Director of Sales

Owen Ingraham
Director of Engineering

Nathan Devries
Director of Customer Experience

Ryan Hogenes
Director of Operations



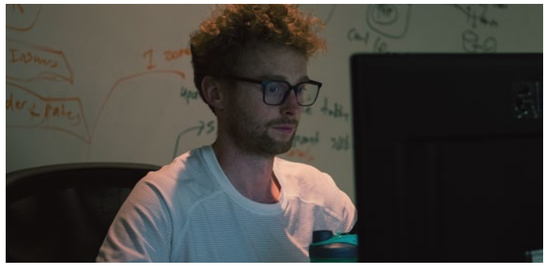
"EASYMARKIT IS A FANTASTIC PRODUCT THAT WE'RE ALL PROUD OF. THE PEOPLE LEADING US HERE ARE CHASING EXCELLENCE EVERY SINGLE DAY."

Engineering

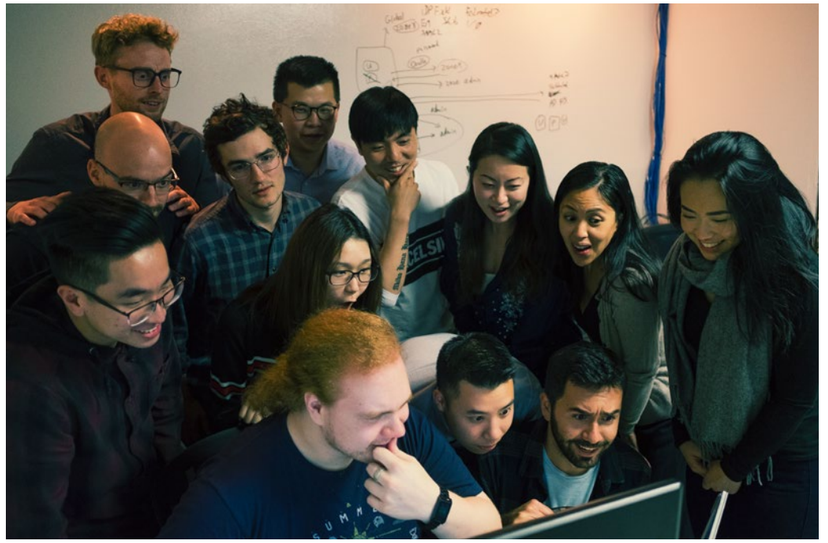
TEAM LEAD: Owen Ingraham

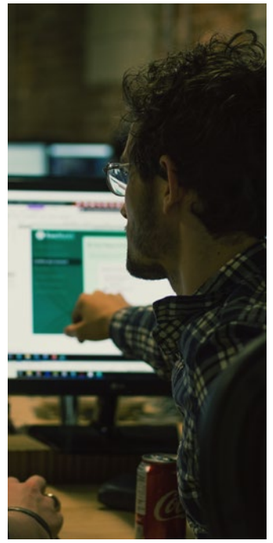
MEMBERS: 19

ROLE: The geniuses that create our software. We're so invested in our product, our Development team is one of the biggest in the company - and one of the best in the PCS field. Fun fact: though most of our devs are based here in Vancouver, we also have a small team in the Czech Republic.



DID YOU KNOW? The application sent ***30,000,000*** messages this year.



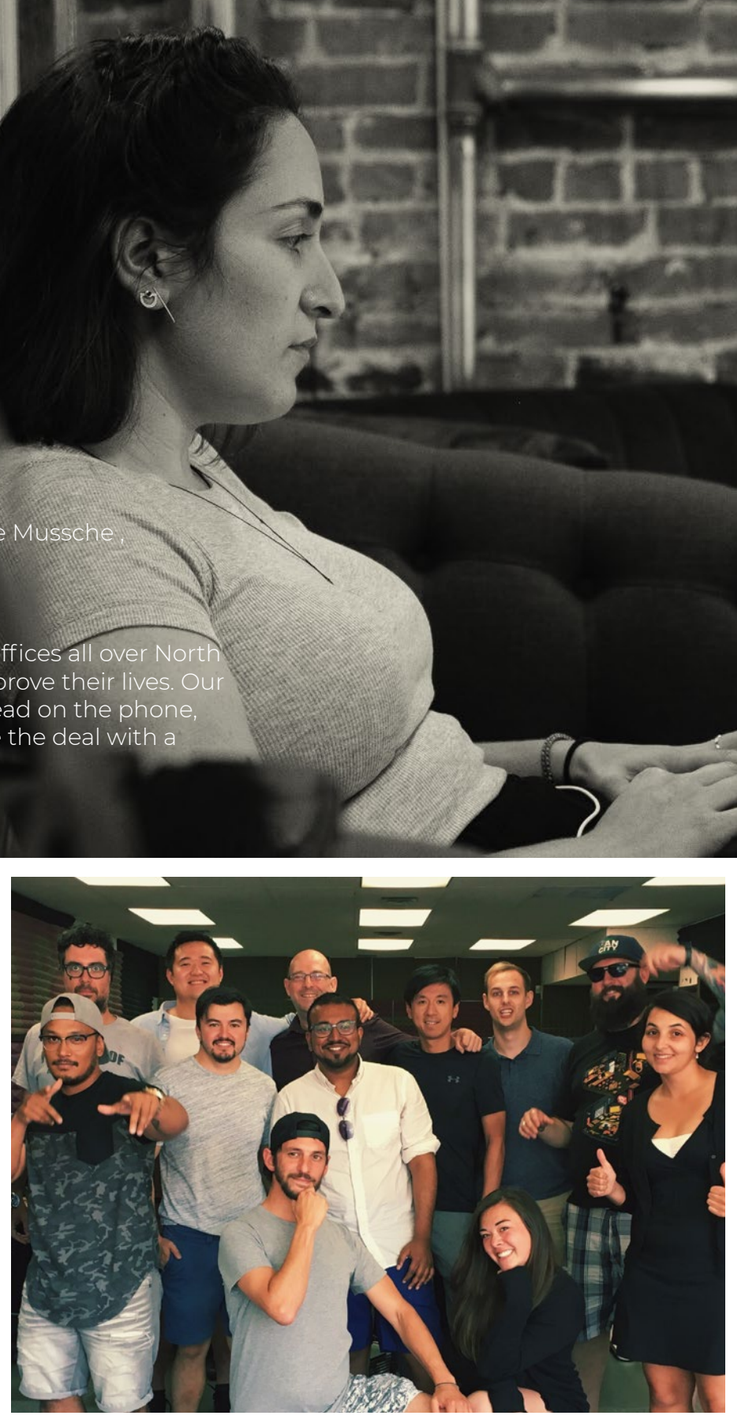


Sales

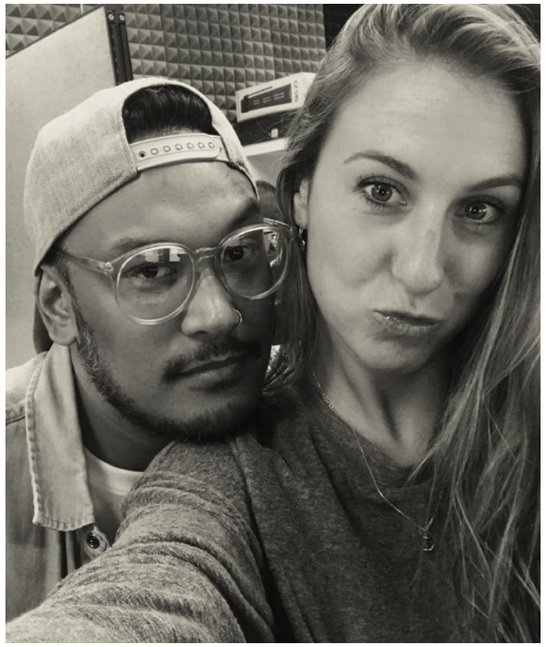
TEAM LEADS: Josh Devries, Charlie Mussche , Ryan Roukema, Himmy Lau

MEMBERS: 33

ROLE: Our SDRs and AEs let dental offices all over North America know how EasyMarkit can improve their lives. Our Sales Development Reps prime each lead on the phone, ready for an Account Executive to close the deal with a demo - a dream pairing.



DID YOU KNOW? The Sales teams made ***255,463*** calls this year.



> "THERE ARE SO MANY OPPORTUNITIES - TO MAKE FRIENDS, TO TAKE ON MORE RESPONSIBILITY, EVEN TO CHANGE ROLES."

"I LOVE WORKING AT EASYMARKIT BECAUSE OF THE OPPORTUNITIES AND GREAT PEOPLE."

YOU PROBABLY KNOW:
Angela can bench press ***185lbs***

Marketing

TEAM LEAD: Faraaz Jamal

MEMBERS: 7

ROLE: Making everything look shiny through the sheen of careful presentation. Bringing together specialisms in design, copy, social media, SEO and growth, the team works on developing strategy to increase EasyMarkit's reputation and generate inbound sales leads.

"THE WORK AT EASYMARKIT REALLY FITS IN WELL WITH THE REST OF MY LIFE, PLUS THE PEOPLE ARE KIND AND GENUINE AND WE'RE MAKING SOMETHING THAT ACTUALLY HELPS PEOPLE!"

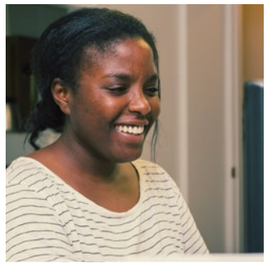
Customer Experience

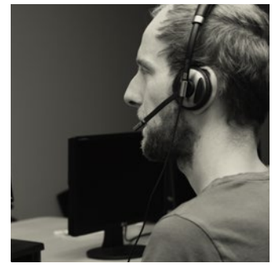
TEAM LEADS: Nathan Devries, Chris Trolliet

MEMBERS: 11

ROLE: Keeping customers happy with their problem-solving finesse and charm. There's no issue they can't resolve, and our customers love them for it. From the moment they start a trial, the team is there to help our customers make the most of EasyMarkit's array of features.

DID YOU KNOW? Customer Experience resolved ***13,800*** tickets this year.





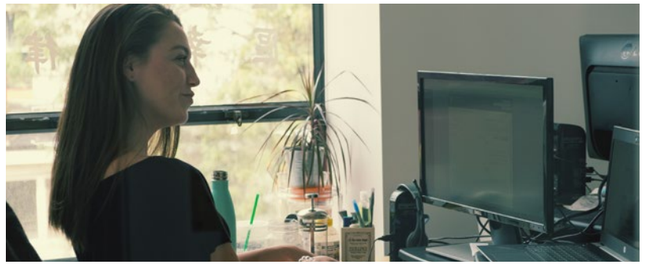
"WE GET THINGS DONE...IN A CASUALLY RELAXED AND FUN ENVIRONMENT."

Finpops & Biztech

TEAM LEADS: Ryan Hogenes, Candace Bajgoric & Gail Hallet

MEMBERS: 7

ROLE: The ones that keep the whole machine running, with their expert skills in people, tech, and accounting. These multifaceted folks really are the heart of our business: from payroll to keeping the kitchen stocked, to overseeing the sales tech stack and recruiting for our growing company, this is where the magic happens.



DID YOU KNOW? EasyMarkit received ***1,742*** job applications this year.

AUGUST 16, 2018 VANCOUVER, BC

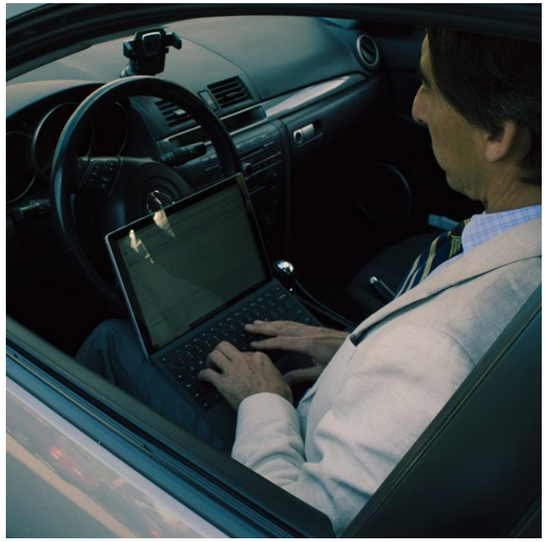
Outside Sales

TEAM LEAD: Josh Devries

MEMBERS: 6

ROLE: Our Outside Sales Reps spend their days wooing dental offices, winning them over to EasyMarkit through a combination of natural charm and sales savvy. Headed up by a co-ordinator, the team bring leads to contract with their persistent efforts - often over months.

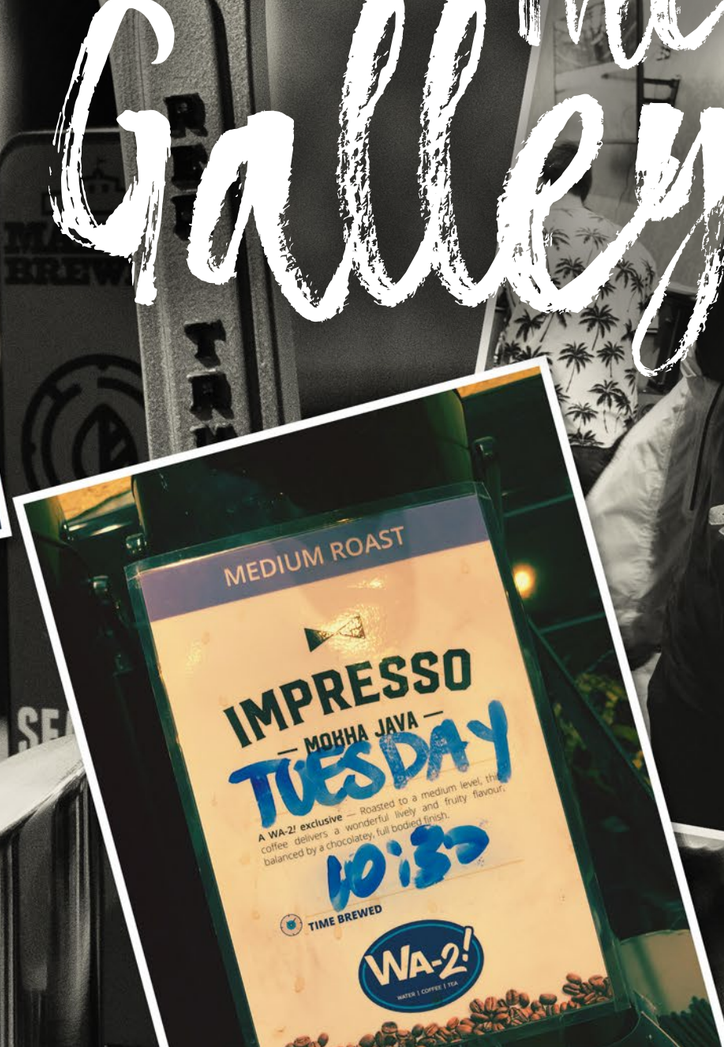
DID YOU KNOW? The Outside Sales team visited ***3,846*** clinics this year.

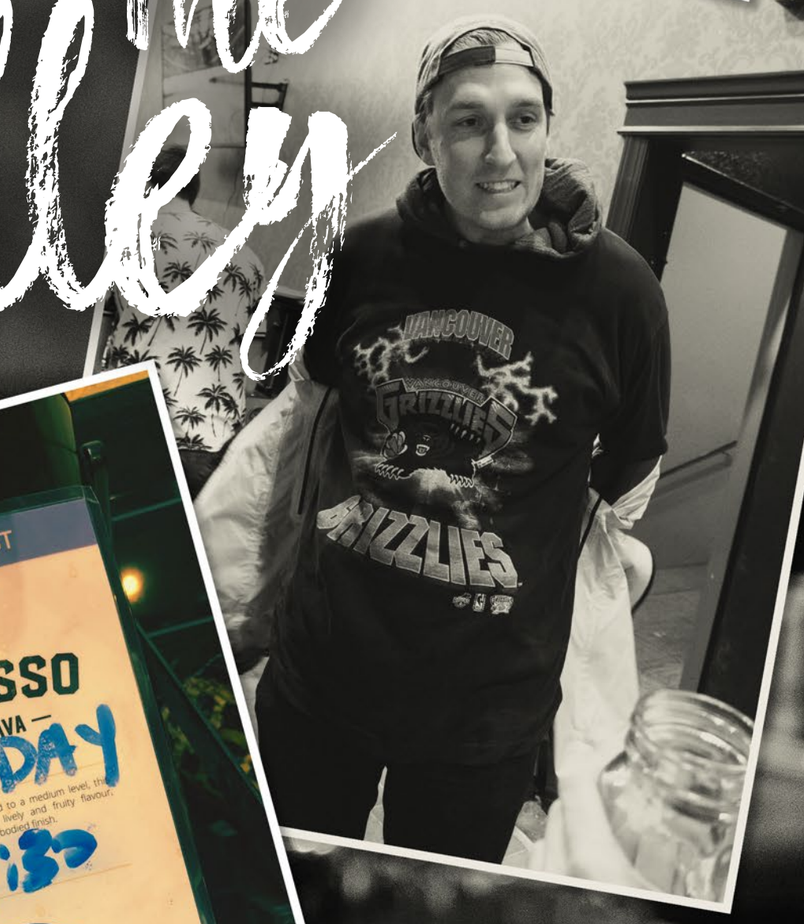


> **"THIS IS A GREAT COMPANY WITH ALL THE BEST, MOST TALENTED PEOPLE. AMAZING TEAM!"**

The Gallery

"COME FOR THE BEER, STAY FOR THE BAGELS!"





Get Physical

food for thought

"SHARING OUR THANKSGIVING POTLUCK WITH SOME OF THE LESS FORTUNATE IN THE NEIGHBORHOOD, WAS A PRETTY GREAT EXPERIENCE"

Cheers!

RAISING A GLASS TO THOSE WHO MAKE (OR BREAK) THE WEEK

Cheers to Ryan for New Town Treats!

Angela - the amount of work you do is unrivaled. Thanks for everything! Special thanks for buying the Biscuits.

Cheers xo

Cheers to short weeks.

& Cheers to weekends.

Cheers Clint for being able to hear me through your headphones

Cheer Richard

you're a real treat

Ben,

Thanks for playing everything from Mozart to Blink 182 for us all to enjoy on a daily basis!

Cheers!

Sephy, Cheers for having such a great Attitude!

Cheers Erin.

You deserve it.

Cheers Malcolm,

You're the boss!

Cheers Clint

For being so green

Cheers Candace,

Way to miss yet another cheers!

Moreno.

Don't let all these cheers get to your head.

Cheers

Easy Markit hasn't been the same since you've been hired, no, not even close to being the same ... it has been a million times better and all thanks to you! Keep on doing your thing as only you can! You rock!

☆Cheers☆

Cheers Arpan,

Hope you have a great birthday!

And the Winner is...

BEST DRESSED
MIN LEE
NATHAN MERRELL

FUNNIEST
1. ANDREW LACELLE
2. MALCOLM MCCUTCHEON

GIT 'ER DONE
1. SEWON JEONG
2. ANGELA WELCH

SLACK USER
1. ANDREW LACELLE
2. ARPAN DEOL

PEOPLE COME FIRST
1. CANDACE BAJGORIC
2. NATHAN DEVRIES

FRIENDLIEST
1. MEGAN DAWES
2. KRISTA JENSEN

COACHABLE
MORENO ZANETTI
MIN LEE

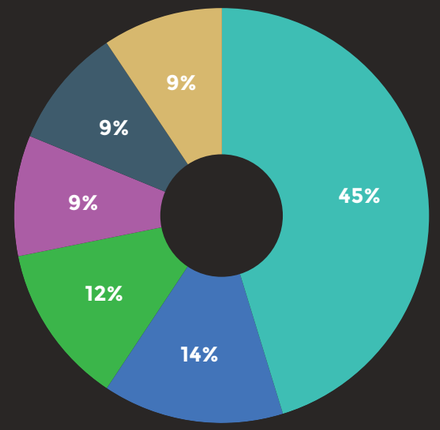
MOST HELPFUL
1. JACK YANG
2. ANGELA WELCH

PROFESSIONAL
NOT RESTRAINED
1. HIMMY LAU
2. OWEN INGRAHAM

Survey results

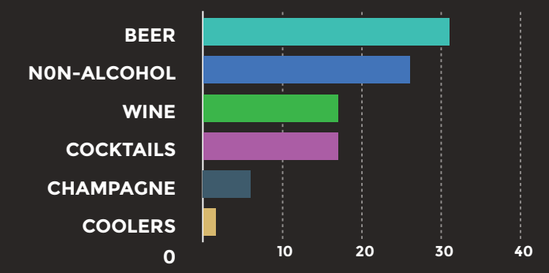
WHAT KIND OF BAGELS DO EASYMARKITEERS LIKE?

- EVERYTHING
- BLUEBERRY
- CINNAMON RAISIN
- SESAME SEED
- PLAIN
- NONE, BAGELS ARE TERRIBLE

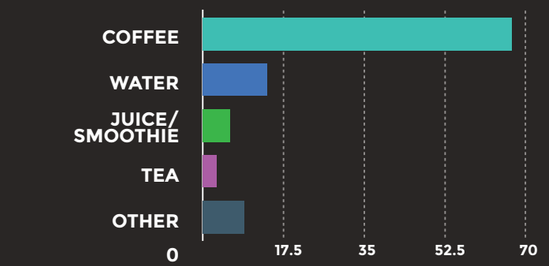


41% OF EASYMARKIT EMPLOYEES LIST **THE PEOPLE** AS THEIR FAVOURITE THING ABOUT THE JOB

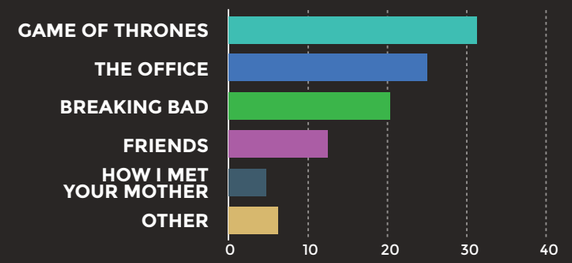
WHAT DO EASYMARKITEERS LIKE TO DRINK IN THE EVENING?

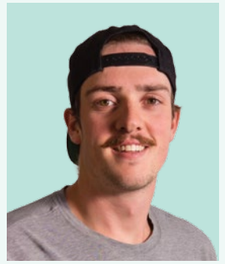


WHAT DO EASYMARKITEERS LIKE TO DRINK IN THE MORNING?



TV PREFERENCES





JASON ABBOTT

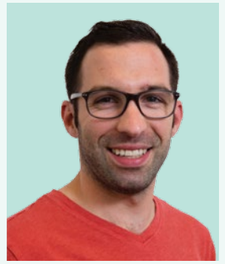
The Jason Special: Bagel, Cream Cheese, Hot Sauce, & Pep-Peps.

CANDACE BAJGORIC

Loves swimming, but still takes the boat from Bowen Island.

AARON BARAQUIEL

Likes weight training, eating steak, and listening to John Mayer (maybe all at once).



ALEX BELLEMARE

This finance whiz loves tennis, the show Suits, and books on Income Tax Law.

NATHAN BOWER

Loves a good green curry, Rush Hour, and the Office.

MORRIS BURAK

Canadian through and through: loves Neil Morris, Wayne Gretzky, and Edmonton.

JOSHUA CHAN

Loves nothing more than a spot of Supernatural and sushi.

KEVIN CHOW

Has fond memories of rescuing shoes from trees.

JOHN COPSEY

Loves reaping in the big bucks and chomping down on jerky.

DOUGLAS CROUCHER

Steven King, Van City and BBQ ribs = Doug.

MEGAN DAWES

Loves Mexican food and Hawaiian beaches.

ARPAN DEOL

When he's not watching NFL and drinking beer, he dreams of beau Paris.

MADDIE FLINN

Loves nothing more than riding a plank over water (frozen or warm).

AUSTIN GARTLEY

Could watch the Maple Leafs and listen to podcasts all day long.

OLIVIA GAUTHIER

Lives for a good challenging hike with a grapefruit raddler to enjoy at the summit.

ERIN GIRARD

Loves, Melbourne, Sushi, and Hocus Pocus. Wishes we had an office pet.

LACHLAN GUY

"My favourite thing about EasyMarkit is Andrew Lacelle."

SEPHY HALLOW

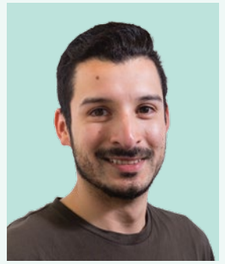
Wrote these captions so you don't have to. You're welcome.

GEORGE HANOUSEK

Loves Cycling, the Simpsons, and his favorite city is Budweis.

FARAZ HASAN

Big fan of The Godfather and Mad Men, Enjoys a good Shawarma.



JULIO HENRIQUEZ

Loves Italian cuisine, Spanish Cities, and a little bit of soccer.

KEITH HO

Ping-pong efficianado. Sushi admirer. Wishes this were Budapest.

STEFFEN IHLAU

#1 in the office at Foosball.

KRISTA JENSEN

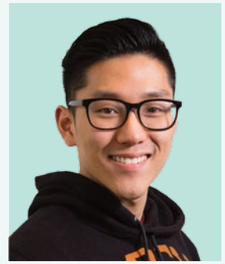
Hakuna matata. Loves pandas. Foodie.

SEWON JEONG

Has the most badass taste: loves the original Oldboy and reading Murakami.

ATI KHALEGHI-OMRANLOO

One of the few people to like Chuck Palahniuk for Survivor, not Fight Club.



JOHN KIM

You can't go wrong with Despicable Me and a bowl of noodles.

RICHARD KING

Loves tea, cakes and murder mysteries. Quintessentially English.

MIKE KOUROUNIOTIS

From the Czech Republic, enjoys a good beer.

VIT KULIS

Big fan of Twin Peaks. Blue Velvet is his favorite movie and enjoys to swim.

ANDREW LACELLE

Keep Andrew happy with a shepherd's pie and a copy of Sex, Drugs & Cocoa Puffs.

HIMMY LAU

Loves Hawaii, Chinese food, and Basketball. Also has the most adorable dog.

ANDRÉ LEBLOND

Bjork's biggest fan.On Wednesdays, he wears Millennial Pink.

HELEN LEE

Do not expose to spicy food, exposed windows onto East Pender, decaf Refreshers.

MIN LEE

A great man of simple tastes. Feed him meat and let him read Spin Selling.

ANDY LEON

Can't get over watching Josh dance to the Backstreet Boys at a Town Hall.

CATHERINE LI

Loves staying ahead of the evolutionary pack, you can catch her lifting weights.

JAMES LINARES

Living in Columbia, Jammin' to some hip-hop while working out.

LANA MA

Wants to travel the world eating all of the desserts but her fave city is Bangkok.

MALCOLM MCCUTCHEON

Ideal date: eat cereal, whilst serenaded by the street saxophonist.

NATHAN MERRELL

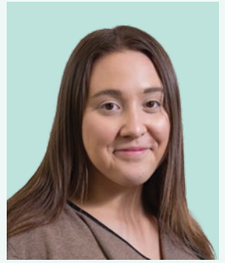
Would you believe his favourite colour is forest green? Favourite sport is pickleball.

STEVEN MOREIN

Drinks chicken broth for breakfast.

CHARLIE MUSSCHE

Ideal Sunday: Spending time with his family while boating, eating pizza, & watching TV.



MADDIE MUSSCHE

Physically incapable of complaint.

CHRISTIAN NAMBAYAN

Our resident photographer thrives on chicken wings and vague optimism.

WENDY NGUYEN

Loves LoTR and fixing problems. One does not simply have a single favourite food.

VACLAV NOVOTNY

Massive R.A. Heinlein fan, discovered via obsessively watching Starship Troopers.

MURIELLE OSIEN

Extreme Drake enthusiast. Dystopian fiction fan. Foodie.

MELODIE PANGAN

EasyMarkit's own yoga instuctor loves to eat sushi & ice cream.

NELSON PARSONAGE

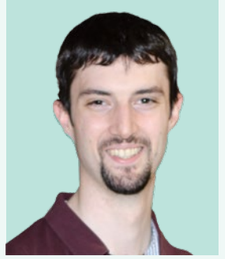
Nelson really wanted the editors to know how much he loves beer.

DAVID PHAM

A little Pho, Bravheart, Fishing, all while in Montreal = the best day.

ALEXANDRA PHIZICKY

Egg enthusiast. Great with boats, dogs, and people.



MIKE ROBERTS

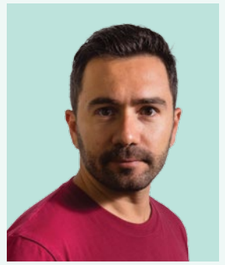
Prefers Seattle to Vancouver... apparently.

RYAN ROUKEMA

Prefers Victoria to Vancouver.

BENJAMIN ROYTER

Compassionate anarchist. Skateboarder. Poke eater.



DANIEL SOUZA

Loves food so much, he can't decide a favourite. Thinks the Foosbot is too chatty.

OLIVER STANNUS

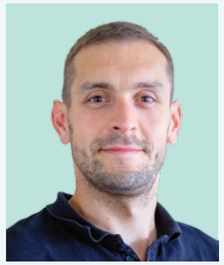
Coming soon to a pro-foos championship near you.

ANDREA STAŠKOVÁ

Active yogi. Favorite Colour: the rainbow. Favorite Artist: David Bowie

RICHARD STERNDALE-BENNETT

Loves sci-fi, the views from the third floor, and a good beer.



MIRA SUK

Loves a good dark comedy: How I won the War by Patrick Ryan

ROSS TERRANCE

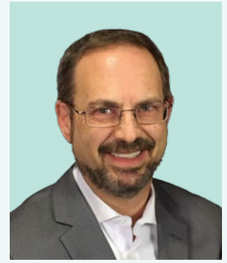
Answered in block caps. Loves GRAPEFRUIT SELTZER.

MICHAEL TINKER

What makes Tink tick? Friday Night Lights and that sweet East Pender sax.

WILLEM TOORENBURGH

Favourite colour: #3d9c3d. The only man to slow-cook in The Galley.



JEFF TORNO

Really likes Scarface. Favourite sport: eating burgers.

CHRIS TROLLIET

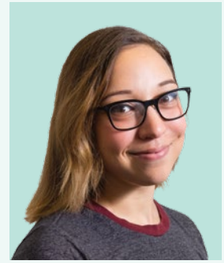
Loves Morrissey, but still seems happy.

REBECCA VANDERMEY

French fry fancier. 90s party lover. Vancouverite.

ALEX WEBB

Proper British lad loves a Full English breakfast, but hates bagels.



ANGELA WELCH

In case you didn't know, she likes lifting heavy things.

CLINT WICKHAM

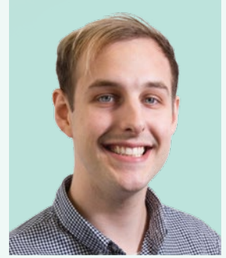
Loves being able to wear shorts at the office & his favorite movie is Xmas Vacation.

BRUCE WILSON

Sour Cream Glazed, an IPA, and the Tragically Hip are some of his favorite things.

RYAN WING

Loves nothing more than a slice and some GoT.

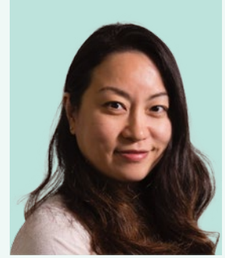


BRETT WOOD

"Brett's ideal date? Grab cheesecake in New York and watch Gladiator."

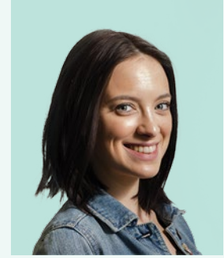
JASON WU

Would love nothing more than some soup dumplings and Breaking Bad.



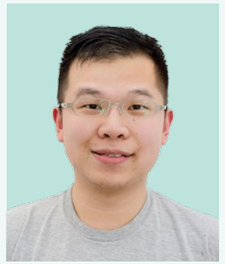
LESLEY XIE

Knows adventure is out there - probably on a beach in Maui.



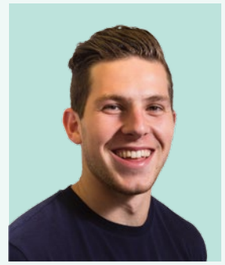
JERICHA YAMMER

Wishes muggles would understand her love for tacos and the windy city.



JACK YANG

Loves his team, but may lose his shirt betting on foos.



MORENO ZANETTI

No one knows if he's prouder of being Italian, or from COQ.

"Stay sweet!" #44

HAGS!
Greatest year ever!
Candace ♡

GRAD OF 2018 RULES!
KEEP IN TOUCH. Himmy Lao

You seem really great!
Gail Hallett

HAGS

By EVER!
Love you!
Angela!

Hello, this is IT.
Have you tried turning your yearbook off and on again?
-Willem Toorenburgh

Have a great Summer!!
-J Chan

"Never Change!"

Have a great Summer!
Sephy x

Happy Times

Awesome Year!

Happy Summer!

I like that Team!
Easy! Let's do good work.

Happy Birthday!
Rich x

HAGS!
You rock, don't ever change ♡
-Mur

Happy!
~~Xmas~~
~~Birthday~~
~~wedding~~
EasyMarkit!
Chris

I'LL NEVER FORGET THAT 1 TIME IN MATH WHEN WE DID THAT THING! LOL:D XD!!
-Love

What anamazing 2018
-Keith

Je suis super contente d'avoir rejoint votre super team.
You guys rock!
Have a great summer!
Amissa

Super happy to join the team!
-Brett

Keep up the great work everyone! Great year and much to look forward to!
-Clint W.

Everyone at EasyMarkit is AWESOME!! ☺
Wendy

LOOKING FORWARD TO SEEING YOU AGAIN NEXT YEAR. PARTY ALL DAY
-XTIAN

Wow!!
Awesome Year!!
-Ryan

EasyMarkit

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