INQUIRO REPORT

Position: Customer Success Manager

Área: Customer Success

IRIGOITIA, Orsini Agustina

For SPLIT SOFTWARE INC

ARGENTINA

August 2022

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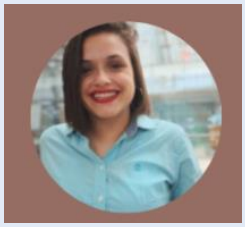
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Inquirovitae

For:

SPLIT SOFTWARE INC

IRIGOITIA, Orsini Agustina



Position: Customer Success Manager

Area: Customer Success

REF: 001 -

Requested by : LUZ GARCIA

Date: 31/08/2022

Executive Summary

Academic Background	Professional Background
Ok	**Ok**
Legal/Fiscal Status	Global Risk Compliance
Ok	**Ok**
Press	
Ok	

Academic Profile: Could not be validated with the entity

Professional / Labor Profile: Labor references were obtained

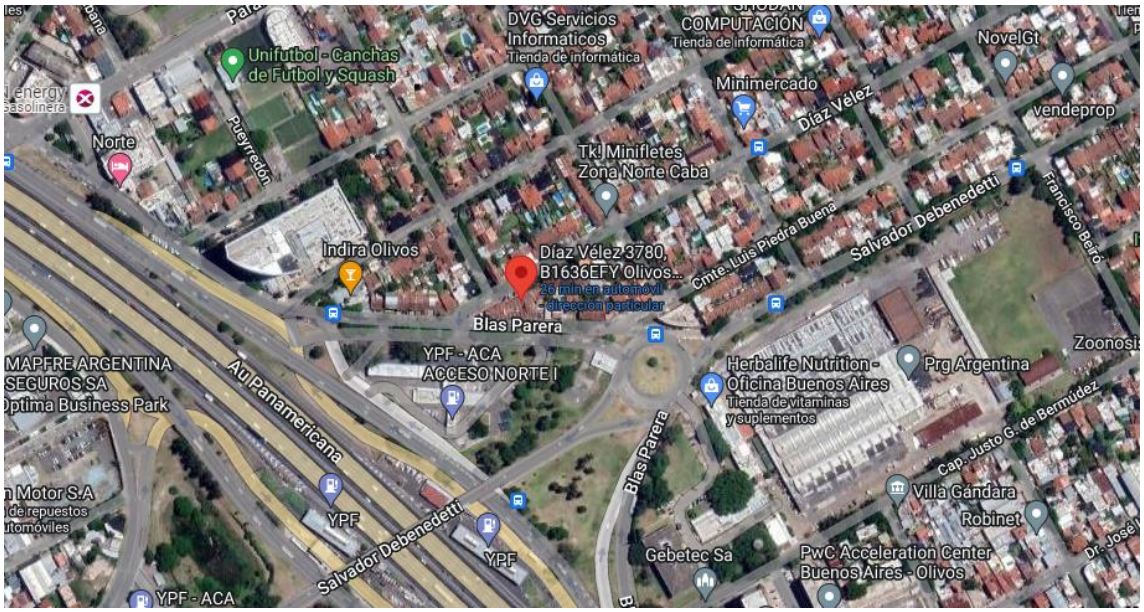
Background: No negative events

Compliance and Press: No comments

Personal Information

Legal Name:	IRIGOITIA, Orsini Agustina	
CUIL:	27391642570	✓
Birth Date:	15/11/1995	✓
Phone:	+5491159566579	
E-mail:	agustinairigoitia@hotmail.com	
Civil Status:	not informed	
Address:	Díaz Vélez 3780, Dpto. 8, Olivos, (B1638) Prov. de Buenos Aires – Argentina	
Other direction:	Gallo 1573, (1714), Ituzaingo, Prov. de Buenos Aires - Argentina	





Academic Profile

Entity	UADE, Buenos Aires - City
Title to obtain	Bachelor in Businnes Administración
Period	02/2022
Status	In progress
Observations	Validated

Professional Profile

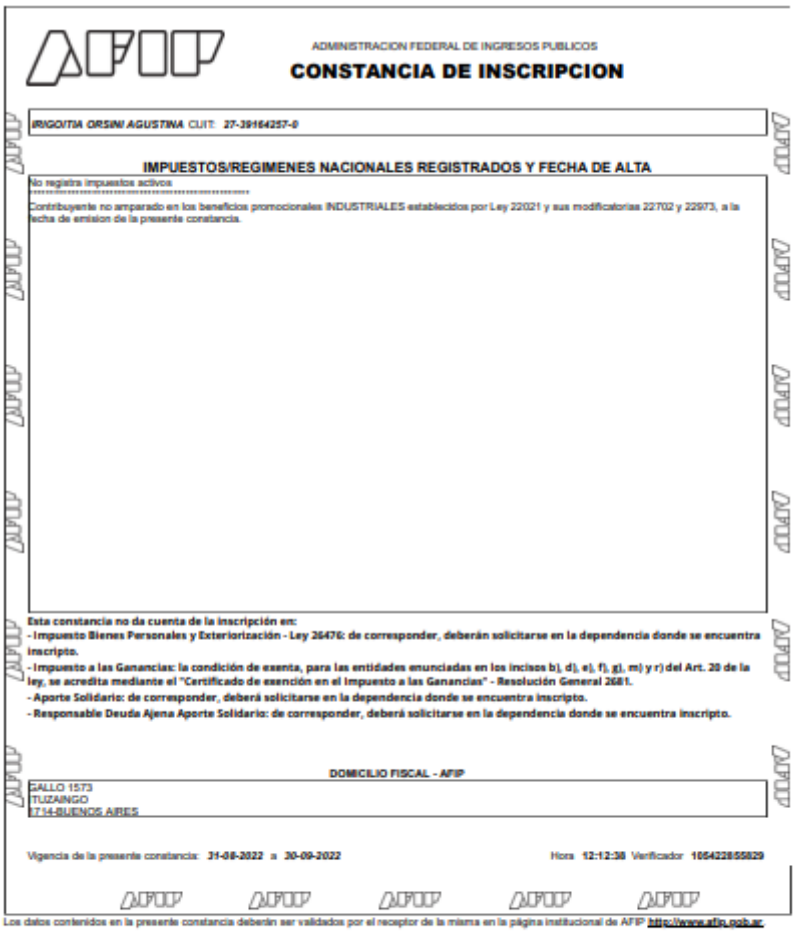
Consulted: SAP ARGENTINA SA			
Link Duration	2 years, 2 months	Last occupied position	The Audit Specialist position for SAP Concur
Date of admission	06/2020	Egress date	08/2022
Reason for Disengagement	--	Professional Concept	Very Good
Reports to	Manager	Referenced by	Manager
Observations	How did you develop in the role? In a very natural way. He understood his role quickly, passed his training with the best grade and met the KPIs How was the relationship with your colleagues and your reports? Very good . She related quickly to the team, she is very good at working in a team. If you had to choose 3 words to describe her at work, what would they be? why? Responsible, motivating, good colleague. How did Agustina deal with pressure situations? How was the management of priorities? Agustina is not a person who blocks herself in pressure situations at all, she is resolute and understands work priorities. What was the reason why he stopped working with you? because we offered him a position in the Commercial Area given his skills. We knew it was perfect for customer service. Would you work with Agustina again? Without a doubt. Would you recommend Agustina for a Customer Success Manager role? I worked with her before leaving for Europe as I am a solution consultant so I was able to work in various roles over the last few years which is why I would recommend her for this role.		

Consulted: SAP ARGENTINA SA			
Link Duration	2 years, 2 months	Last occupied position	Agustina holds the position of Senior Customer Success Partner for South and North at SAP Concur
Date of admission	06/2020	Egress date	08/2022
Reason for Disengagement	---	Professional Concept	Very Good -
Reports to	My role is that of Director of the Customer Success team at the Latin American level.	Referenced by	Director of the Customer Successs
Observations	Agus is part of my team, managing accounts from the mentioned regions. During Q1 and Q2 I put her in charge of a digital contact project with clients in Brazil, which she carried out with great success. So he also has experience working with clients from that country. How is the relationship with your colleagues and your reports? His relationship with his colleagues is very good. Agus is always willing to share knowledge and best practices from her region with her colleagues. Always willing to help, collaborating in the search for solutions and listening with respect to the different points of view of the rest. What are your strengths as a CSM? I believe that his ability to see things in an unconventional way is his differentiator. Agus always has new ideas that help his clients overcome obstacles and achieve a high retention rate. His way of collaborating with other teams also made him achieve a network of contacts who are willing to work together for the benefit of their accounts. What do you consider to be your greatest opportunities for improvement as a Customer Success Manager? Understand that it is okay to say NO in situations beyond our control or in meetings in which it is not our place to participate. How has Agustina handled learning challenges of new processes or technologies? Agus is a sponge. Any new topic not only learns it very quickly, but shares it and looks for ways to improve it. It adapts perfectly to all the changes. Would you work with Agustina again? Always. Agustina and I started working together in 2018 in a Concur Services team of which I became a manager with 3 supervisors in charge and 30 people under them. Seeing how quickly Agus was developing and overcoming any challenge, I changed her role from auditor to Client Services Specialist reporting directly to me (her first client-facing role). Would you recommend Agustina for a Customer Success Manager role? When I moved to the role of Director of Customer Success, as soon as the CSM vacancy was open, I sent it to Agus to apply if she was interested, which was one of the best decisions I made at the team level. Agus has an incredible relationship with clients, organizing sessions where they review their business and together look for ways to adopt and optimize the tool to the fullest. He has a high level of retention and is always looking to close add on opportunities. I definitely recommend her for the position of Customer Success Manager.		

Legal & Fiscal Status

REGISTRATIONS - AFIP

Imp a las Ganancias	NO
IVA	NO
Monotributo	NO
Autónomo	NO
Integrante Soc.	NO
Empleador	NO



ADMINISTRACION FEDERAL DE INGRESOS PUBLICOS

CONSTANCIA DE INSCRIPCION

IRIGOYTIA ORSINI AGUSTINA CUIT: **27-39164257-0**

IMPUESTOS/REGIMENES NACIONALES REGISTRADOS Y FECHA DE ALTA

No registra impuestos activos

Contribuyente no amparado en los beneficios promocionales INDUSTRIALES establecidos por Ley 22021 y sus modificatorias 22702 y 22973, a la fecha de emision de la presente constancia.

Esta constancia no da cuenta de la inscripción en:
- Impuesto Bienes Personales y Exteriorización - Ley 26476: de corresponder, deberán solicitarse en la dependencia donde se encuentra inscripto.
- Impuesto a las Ganancias: la condición de exenta, para las entidades enunciadas en los incisos b), d), e), f), g), m) y r) del Art. 20 de la ley, se acredita mediante el "Certificado de exención en el Impuesto a las Ganancias" - Resolución General 2681.
- Aporte Solidario: de corresponder, deberá solicitarse en la dependencia donde se encuentra inscripto.
- Responsable Deuda Ajena Aporte Solidario: de corresponder, deberá solicitarse en la dependencia donde se encuentra inscripto.

DOMICILIO FISCAL - AFIP

GALLO 1573
TUZAINGO
1714-BUENOS AIRES

Vigencia de la presente constancia: **31-08-2022** a **30-09-2022** Hora **12:12:38** Verificador **10642285829**

Los datos contenidos en la presente constancia deberán ser validados por el receptor de la misma en la página institucional de AFIP http://www.afip.gob.ar

FISCAL RISK - SIRCREB

- No information detected -

RECORDS - ARBA

- No information detected -

EXECUTIVE LEADERSHIP

- No information detected -

PARTNERS / SHAREHOLDERS

- No information detected –

CLAIMS AS A DEFENDANT

Contests and Bankruptcy

- No information detected -

Remates

- No information detected -

Bankruptcy Orders

- No information detected -

CLAIMS AS AN ACTOR

- No information detected

Official Welfare or Pension Certificates

anses | Certificación negativa

IRIGOITIA ORSINI AGUSTINA

CUIL
27391642570

DNI
39164257

PERIODO DESDE 06/2022 HASTA 08/2022

No es posible emitir la Certificación

DEBIDO A QUE REGISTRAS

Declaraciones Juradas como Trabajador en Actividad.
Obra Social dentro del período consultado.. Si desea obtener el CODEM (Constancia de Empadronamiento a la Obra Social) PRESIONE AQUÍ

Fiscal Information - ANSES

CUIT Employer:	30685163701
Status:	Dependency Relationship
Healthcare Plan	
Code:	400800
Denomination:	EXECUTIVES AND PERS. OF DIRECTORS OF COMPANIES

Employment History- ANSES

Periodo	C.U.I.T.	Empleador
2022-07	30685163701	SAP ARGENTINA S A
2022-06	30685163701	SAP ARGENTINA S A
2022-05	30685163701	SAP ARGENTINA S A
2022-04	30685163701	SAP ARGENTINA S A
2022-03	30685163701	SAP ARGENTINA S A
2022-02	30685163701	SAP ARGENTINA S A
2022-01	30685163701	SAP ARGENTINA S A
2021-12	30685163701	SAP ARGENTINA S A
2021-11	30685163701	SAP ARGENTINA S A
2021-10	30685163701	SAP ARGENTINA S A
2021-09	30685163701	SAP ARGENTINA S A
2021-08	30685163701	SAP ARGENTINA S A
2021-04	30685163701	SAP ARGENTINA S A
2021-03	30685163701	SAP ARGENTINA S A
2020-10	30685163701	SAP ARGENTINA S A
2020-05	30685163701	SAP ARGENTINA S A
2020-02	30685163701	SAP ARGENTINA S A
2019-08	30685163701	SAP ARGENTINA S A
2019-05	30685163701	SAP ARGENTINA S A
2019-02	30685163701	SAP ARGENTINA S A
2018-10	30685163701	SAP ARGENTINA S A

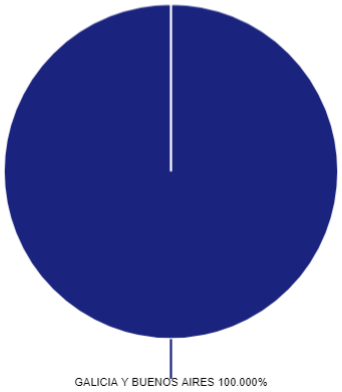
REJECTED CHECKS

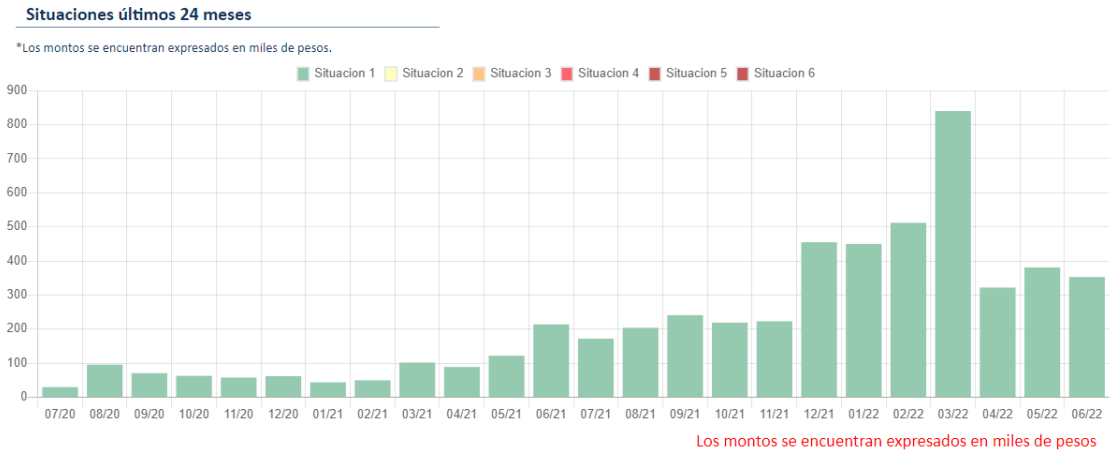
Rejected checks are not recorded in Personal accounts

DEBTOR CENTER

Last 24 months

* The amounts are expressed in thousands of pesos.





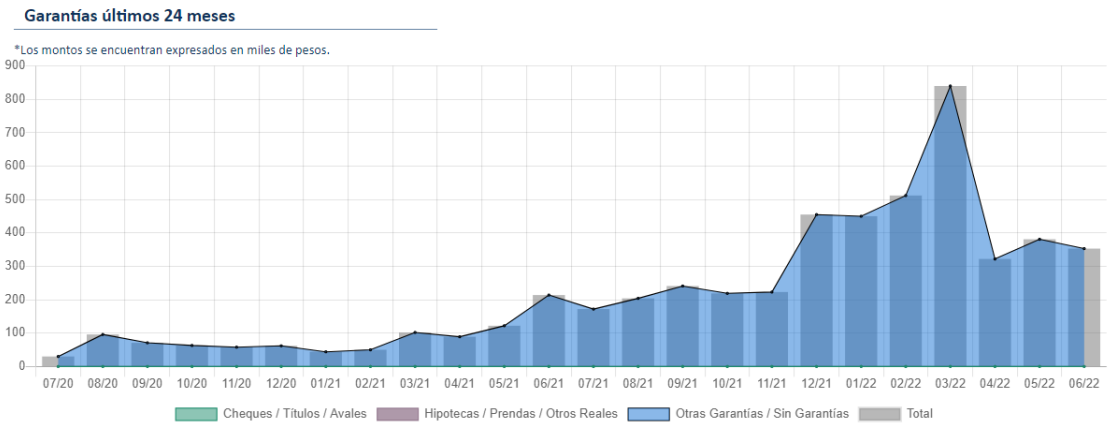
Los montos se encuentran expresados en miles de pesos

Banco	07/2020	08/2020	09/2020	10/2020	11/2020	12/2020	01/2021	02/2021
GALICIA Y BUENOS AIRES	30	96	71	63	58	62	44	50
TOTAL PERIODO	**30**	**96**	**71**	**63**	**58**	**62**	**44**	**50**

Banco	03/2021	04/2021	05/2021	06/2021	07/2021	08/2021	09/2021	10/2021
GALICIA Y BUENOS AIRES	102	89	122	214	172	204	241	219
TOTAL PERIODO	**102**	**89**	**122**	**214**	**172**	**204**	**241**	**219**

Banco	11/2021	12/2021	01/2022	02/2022	03/2022	04/2022	05/2022	06/2022
GALICIA Y BUENOS AIRES	223	455	450	512	840	322	381	353
TOTAL PERIODO	**223**	**455**	**450**	**512**	**840**	**322**	**381**	**353**

Situaciones	
1 Situación Normal	4 Con Alto Riesgo de Insolvencia (atraso de 181 a 365 días)
2 Con Riesgo Potencial (atraso de 31 a 90 días)	5 Irrecuperable (atraso de más de 365 días)
3 Con Problemas (atraso de 91 a 180 días)	6 con atraso de más de 180 días)



Source: Central Bank of the Argentine Republic

c		< 1	1 - 2	2 - 5	Primera	Última
Inhabilitaciones		NO REGISTRA				
Antecedentes Judiciales (Demandado)	Concursos y Quiebras	NO REGISTRA				
	Pedidos de Quiebra / Juicios Ejecutivos	NO REGISTRA				
	Otros Juicios Comerciales	NO REGISTRA				
Incumplimientos Fiscales/Impositivos		NO REGISTRA				
Endeudamiento B.C.R.A.	Situación 1		1			
	Situación 2	NO REGISTRA				
	Situación 3		NO REGISTRA			
	Situación 4		NO REGISTRA			
	Situación 5-6	NO REGISTRA				
Morosidad Financiera/Comercial		NO REGISTRA				
Endeudamiento Ex-Entidades		NO REGISTRA				
Cheques Rechazados		NO REGISTRA				
Impuestos ARBA		NO REGISTRA				
TOTAL DE EVENTOS		**1**				

Denominación del deudor[1]	Entidad[2]	Periodo[3]	Situación[4]	Monto[5]	Días de atraso[6]	Observaciones[7]
IRIGOITIA ORSINI AGUSTINA	BANCO DE GALICIA Y BUENOS AIRES S.A.U.	06/22	1	353	N/A	-

Global Risk Compliance

BACKGROUND CHECK CERTIFICATE

Areas Checked: Worldwide politicians and government controlled entities, Patriot Act / OFAC database, SEC Reg D 506(d) Bad Actor Compliance, Profiles of persons who hold political office or activities, also their immediate family members, close associates, and companies under their control; Crime - Global Enforcement List, Profiles of entities listed worldwide; Reputation - Global Foreign Officials List, SDN and Financial Intelligence Units, following the FATF (Financial Action Task Force) recommendations, multiple sources of press information and internet research. False positives may exist since searches in international databases are carried out by first and last names, and not by tax ID or nationality.

Legal Name:	IRIGOITIA ORSINI AGUSTINA - 27391642570

Negative.

OBSERVATIONS:	--

Press

No mentions in the press were detected.