

CERTIFICATE

OF REVENUE GROWTH ARCHITECTURE SCHOOL COMPLETION

Proudly presented to

Fabrice Calando

This certifies your successful completion of **Pavilion's Revenue Growth Architecture School**, where you learned the key skills, strategies, and scientific models needed to be a revenue growth architect, including the principles of recurring revenue, the GTM operating model, the SPICED methodology, identifying moments that matter, and more. *Certificate awarded on July 19, 2021.*



Jacco Van Der Kooij
Founder, Winning By Design



Sam Jacobs
Founder, Pavilion