# DOMA TECHNOLOGIES

Sailing into a new future

DOMA

# A VISION FOR THE FUTURE

Every member of the DOMA team has a role to play. In this Vision prospectus, learn more about our corporate values and see each department from a big picture vantage point through a series of vision statements.

#### 2025

Our goal is to be living and achieving the Vision by the year 2025. A vision statement is always a reach and will take the concerted effort of every department and individual at DOMA. If it was easy, it wouldn't be as powerful.

CONTENTS		
	4	THE TOTAL STORY
	6	OUR DOMA HOME & CULTURE
	8	THE BRAND
	8	MARKETING & COMMUNICATIONS
	9	OPERATIONS
	10	FINANCE
	10	BUSINESS DEVELOPMENT
	12	TECHNOLOGY
	12	DIGITAL TRANSFORMATION
	13	INFORMATION TECHNOLOGY
	13	SOFTWARE DEVELOPMENT
	14	HUMAN RESOURCES
	15	COMMUNITY COMMITMENT



# **Add Value Everyday**

Every day is an opportunity. At DOMA we seize the day with the goal of doing something meaningful to drive our team forward.

# **Evolve & Adapt**

Success often necessitates flexibility. We are always on the lookout for opportunities to improve processes and grow.

#### Whatever it Takes

We are committed to delivering our solutions on time and on spec to our customers. We always go the extra mile to ensure our team has what it needs to succeed.

are valued.

**Servant's Heart** 

one another with compassion

we create an environment where

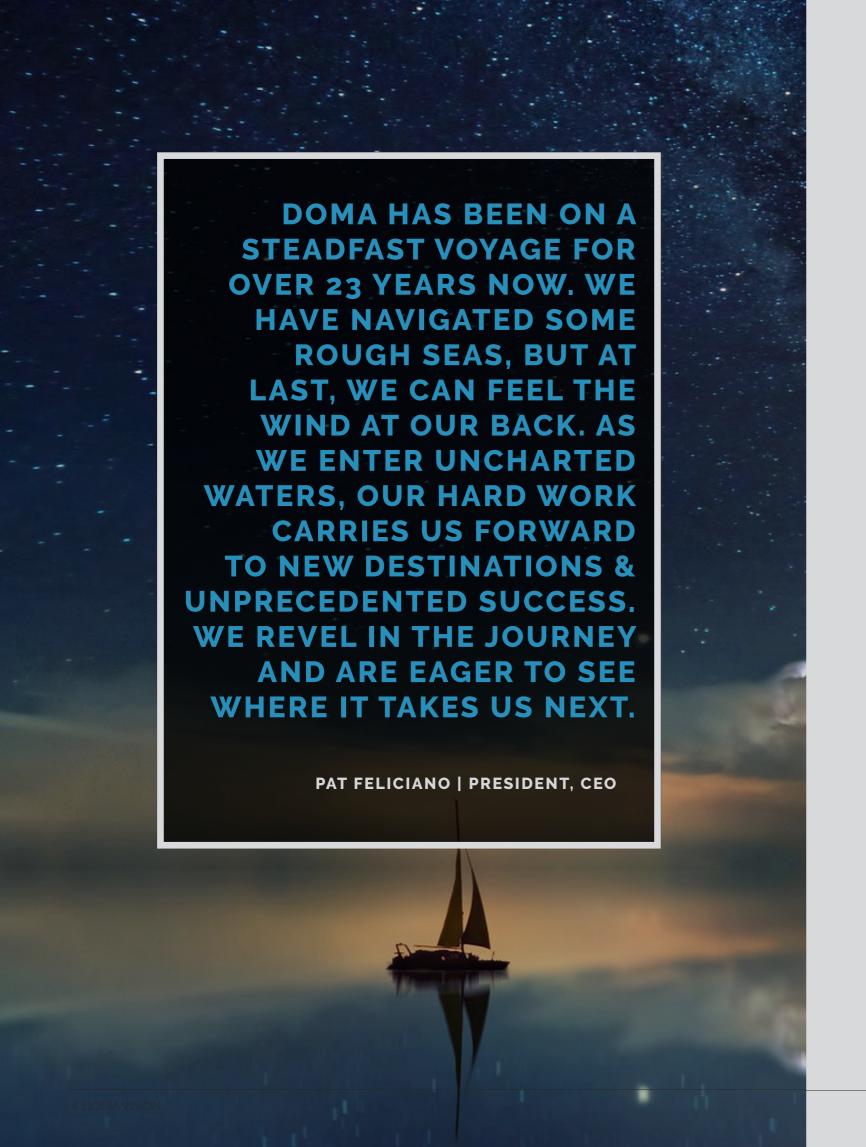
#### We Win as a Team

At DOMA, we believe a good Having the heart of a servant means putting the needs of other's ahead team is more than just the sum of of your own. If we commit to serving its parts. We know that everyone has gifts and a role to play in our success, so we work and win as a everyone can thrive and know they team.

#### Celebrate

Fun is integral to a healthy, happy life and so we take the time to celebrate both personal and professional victories.

2 DOMA VISION **DOMA VISION 3** 



# **DOMA'S VIVID**

# **VISION**

#### THE TOTAL STORY

It's December 2025—our annual revenue is \$50 million. DOMA is vibrant; its unrivaled energy has set it up as the envy of the Hampton Roads business community. At DOMA's core is a belief that our people are our greatest asset. We relentlessly pursue innovative ideas but never lose touch with our compassion for serving others. We combine this "servant's heart" with our commitment to delivering exceptional service. As a result, our reputation is above reproach in both the community and with our customers.

We are as brazen as David in the face of Goliath. We relish the opportunity to stand toe-to-toe with giants and will take on new challenges without hesitation. We press forward, unafraid, because we have proven our mettle and trust in our team. Our core values are not just inner aspirations; they are points of accountability and are apparent to everyone who knows us. Our reach is nationwide, and our clients and partners are in every state. We are resilient, adaptable, and responsive to the ever-changing landscape.

# DOMA SAILING INTO THE FUTURE

2025



A VISION.
TOGETHER WE
CAN CULTIVATE
A THRIVING
FUTURE AT OUR
DOMA HOME IN
VIRGINIA BEACH
AND BEYOND.

#### **OUR DOMA HOME**

Guests and employees feel energized when they catch sight of our building at London Bridge. Upon entering DOMA, anyone can see that it is not just an ordinary office. We deliver a "DOMA experience" (DX) through a beautiful, contemporary space. After being escorted past the welcome center, the door opens, and they see—and feel—the heart and soul of DOMA. Our guests are amazed by a vibrant space buzzing with activity, music, and dynamic visual design. Our team members are active throughout the building - always smiling as they tackle their day with contagious enthusiasm.

We are working in a completely renovated, open, and unified environment. Our employees reflect this, showing the same forward-thinking attitude as seen in our design. Our office has areas that foster creativity, collaboration, and thoughtful meditation. People will leave impacted – visitors will see the corporate world in a new way after a visit to DOMA.

# OUR CULTURE



Our people make us who we are. Employees at DOMA are invested in making our company successful and share in our drive to be unstoppable in our industry. People are intrigued – no other place can match our culture. Our employees are outstanding they feel valued, have clear roles and goals for their position, and have a well-defined career growth plan. DOMA leadership takes the concept of "team" to a whole new level, not only by committing to excellence in their roles, but by pledging to provide outstanding employee development. Teams are empowered to cultivate their greatness and are supported by DOMA to be intuitive, creative, and determined in all they do. We thrive on the buzz that these connections create. Trust and morale are at an all-time high. We hear our employees discussing ways to improve not only DOMA but themselves as well.

6 DOMA VISION DOMA VISION 7

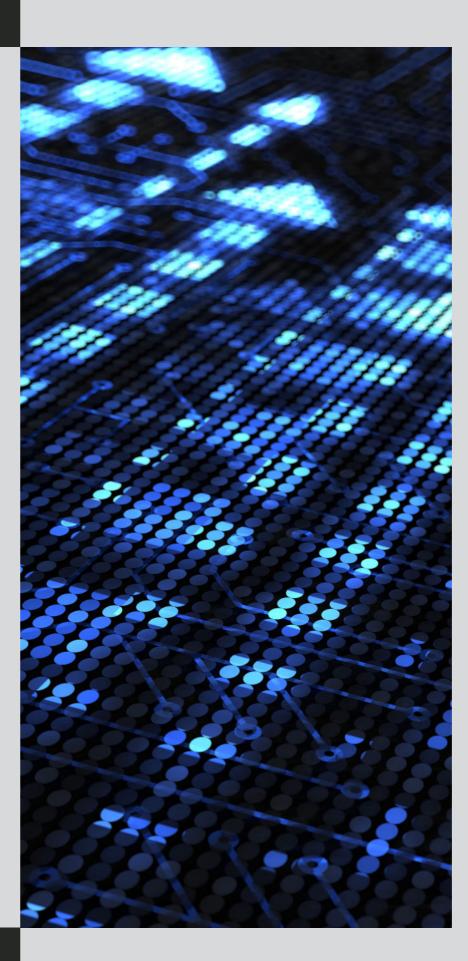
# **THE BRAND**

#### CREATING DOMA MAGIC

We are a company that changes people's lives. We consistently deliver excellence and are consequentially acclaimed by our employees, customers, and partners. We never rest on our laurels. Our competition is intimidated by our unrelenting upward climb. Client feedback is consistent; we make their lives simpler, save them time, and are valued collaborators in the success of their businesses. Our clients and partners love visiting our headquarters in Virginia Beach, and they travel from all over the United States to see how we create that "DOMA magic."

### **MARKETING & COMMUNICATIONS**

Our dedicated marketing and communications team is unbelievable! We are heralds for our industry and are making a media impact unlike anyone else in our market. They tell the DOMA story in a way that keeps our audience engaged and invested in us. Our DOMA website has evolved with industry-changing tools that drive business growth and customer interaction. We have positioned DOMA as the go-to source for data and digital workflow expertise. Likewise, the content we create gets everyone talking. People are always excited to see what's next at DOMA.



## **OPERATIONS**

Trained, cleared, and matrixed employees have a hand in all strategic programs so that we never miss our targets. We evaluate our service offerings annually to ensure we stay ahead of the competition in value, pricing, and services. Operating smoothly and efficiently is easy because we've created an environment that nurtures employee excellence. We support those who need it because we understand that the combined efforts of our team keep everything growing.

### **FINANCE**

Our fully integrated ERP software provides real-time analytics to our leadership with clear, on-demand visibility of our finances. By staying informed, we are poised to act quickly and can execute real-time investments in people and resources. Not only is the technology at work, but our finance team is ready to support us and help us understand the ins and outs of each decision. The company is debt-free and working capital is above the industry average, which allows us to invest in our people and leading-edge technology. We are constantly learning and adapting to economic changes.

# **BUSINESS DEVELOPMENT**

We are recognized in the industry as a best-in-class sales partner and organization. DOMA is widely acclaimed for its excellent service and straightforward solutions. We win deals by offering unequaled value and impactful, innovative solutions that maximize business performance. We are promoters of *The DOMA Experience*, and we do not deviate from our high standards and proven methods. We foster loyalty in our customers and as a result, continue to see a high percentage of automatic contract renewals and re-compete wins. Everyone has a "David" mentality. No giant is too great an adversary; we compete to win even when the odds are stacked against us! We are THRIVING and reveling in the success of our exponential growth.



# **OUR TECHNOLOGY**

WE OUTPACE THE COMPETITION

We have a team of technology software experts who can enable anything! Our microservices and platform capabilities are widely recognized as robust, current, user-friendly, compliant, secure, affordable, and feature-rich. This has driven and supported our sales process for clients of all sizes. We have perfected rapid customer engagement, and on-boarding. DOMA's services shamelessly integrate with a wide range of leading industry platforms. Our platform ecosystem is a differentiation point in our business.



DOMA leads the industry in high volume, efficient, and reliable document and data capture. Customers and competitors alike are always asking how we do it. Through the implementation of technology, our process has become more efficient and more accurate than ever before. Hyper automation tools paired with improved data extraction methods mean less human intervention. We utilize the latest software capabilities and consistently work to make data capture and access more intuitive. Our effort translates to faster contract completion and better business process optimization. Customers trust us because we deliver on our promises to provide better data for better decisions.

#### INFORMATION TECHNOLOGY

Our IT team provides unparalleled, proactive service both internally to employees and externally to clients. Customers rave about the support team's eagerness to help and their willingness to find answers. Optimized systems provide consistent, ondemand performance.

Our IT professionals are ever vigilant and take the protection of DOMA's data seriously. IT fosters a positive and trusting relationship with the company and its clients because they plan ahead to mitigate any failure or disruption of services resulting from a cyber-attack or other mishap.

# **WE INNOVATE**

DOMA'S EDGE LAB ALLOWS OUR
SOFTWARE TEAM TO EXPERIMENT,
IMPROVE AND DELIVER INNOVATIVE
SOLUTIONS TO OUR CUSTOMERS
THAT CHALLENGE THE STATUS QUO.

### SOFTWARE DEVELOPMENT

Our development team is integral to DOMA's overall success. They deliver high-impact results and create lifelong value for our clients. The team takes pride in providing leading-edge design and functionality. They are ecstatic to show the entire company and clients what's next. Development is intimately engaged in the sales process so they can provide technical expertise, market awareness, and user experience functionality. They are foremost innovators but also know that balance is key to success. Software development is a challenging process. Although our team doesn't always have all the information required to make decisions, they strive to find agile working solutions even when it means taking a new path. They always deliver!

12 DOMA VISION DOMA VISION 13

#### **HUMAN RESOURCES**

DOMA has best-in-class training and smoothly integrates employees using transparent systems and procedures. We have the best recruitment strategies to attract qualified and diverse individuals to our organization. Our competitors look to us as the gauge for their success in these areas. DOMA invests in employees' development and expands our succession management program; this reinforces our strategy of growing our own. We enhance our employee experience through a culture of employee wellness, engagement, diversity, and inclusion. This approach leads to higher overall employee well-being, productivity, and retention.

# WE ARE THE TALK OF THE TOWN



# **COMMUNITY COMMITMENT**

DOMA GIVES BACK



DOMA philanthropy is unmatched in Hampton Roads. Our humanitarian efforts and donations through our *DOMA Gives* initiative motivate workforce to know their community and leave it better than they found it. *DOMA Gives* is an entire team of dedicated employees who seek out great causes to provide financial aid and volunteer support. We show our employees, customers, and country that we are not just another company that goes to work and then goes home. We recognize our unique privilege to help our community and commit to giving back every day.

