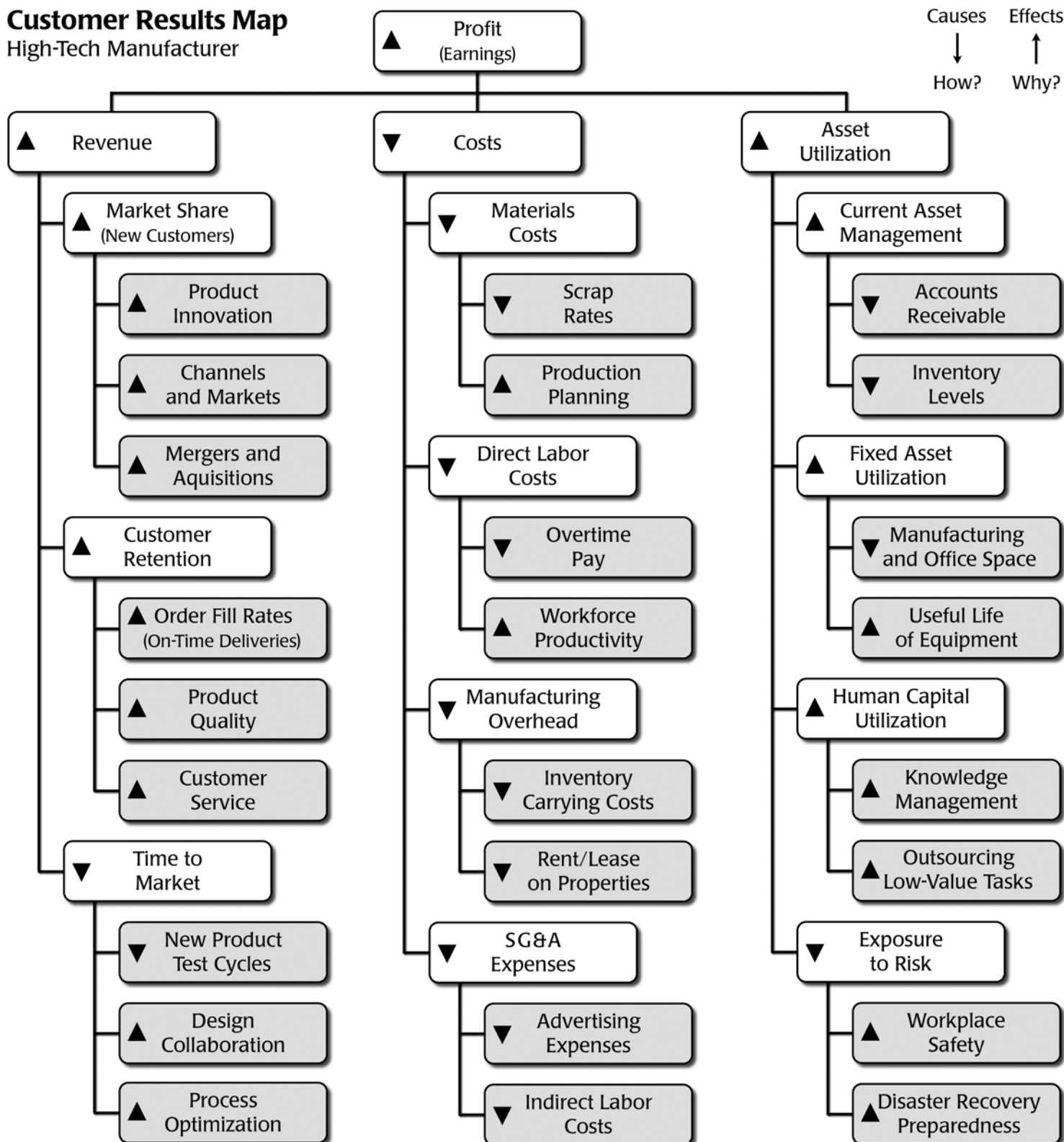


Customer Results Map

High-Tech Manufacturer

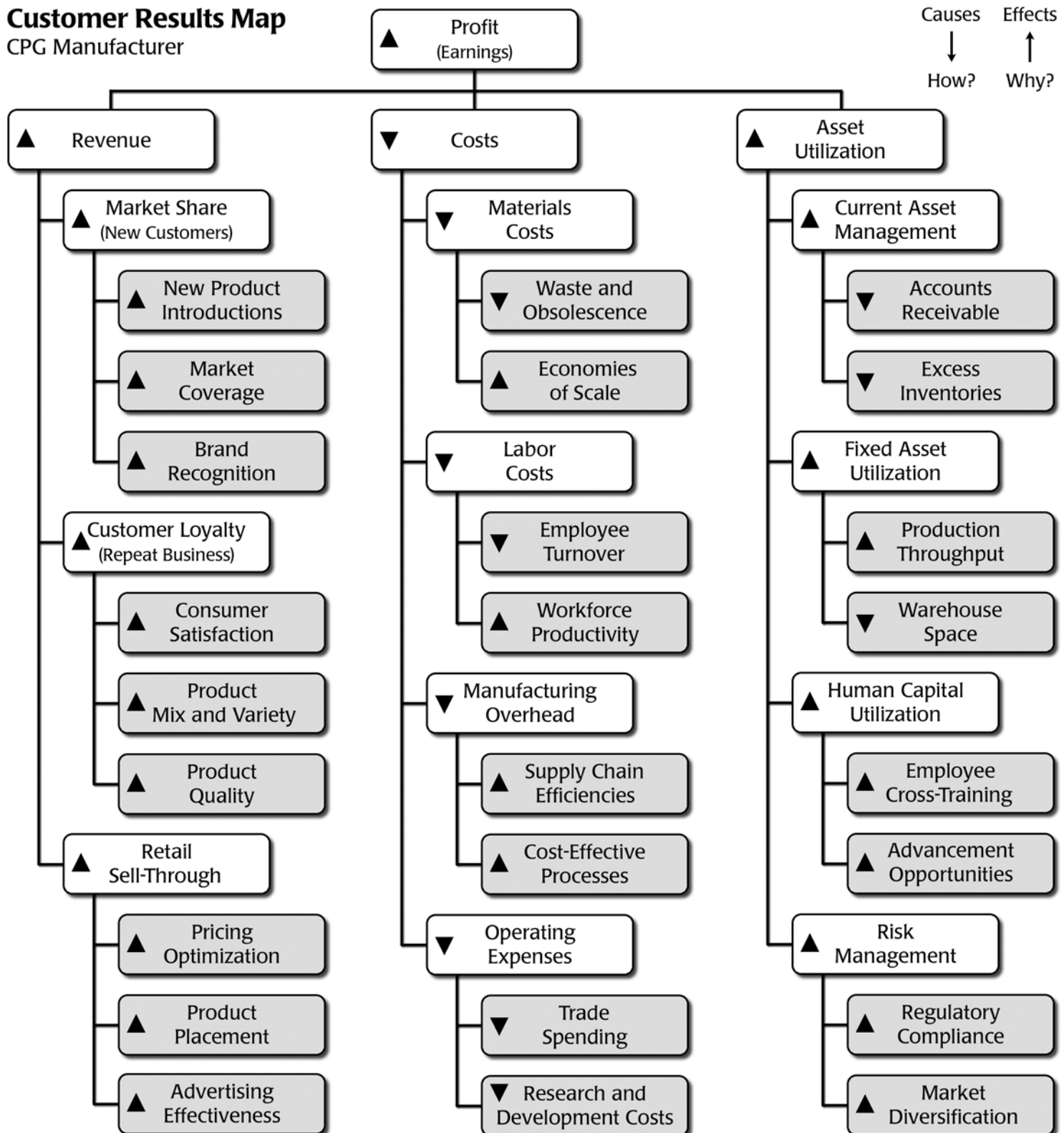


How do your capabilities tie in?

Customer Results Map

CPG Manufacturer

Causes Effects
 ↓ ↑
 How? Why?

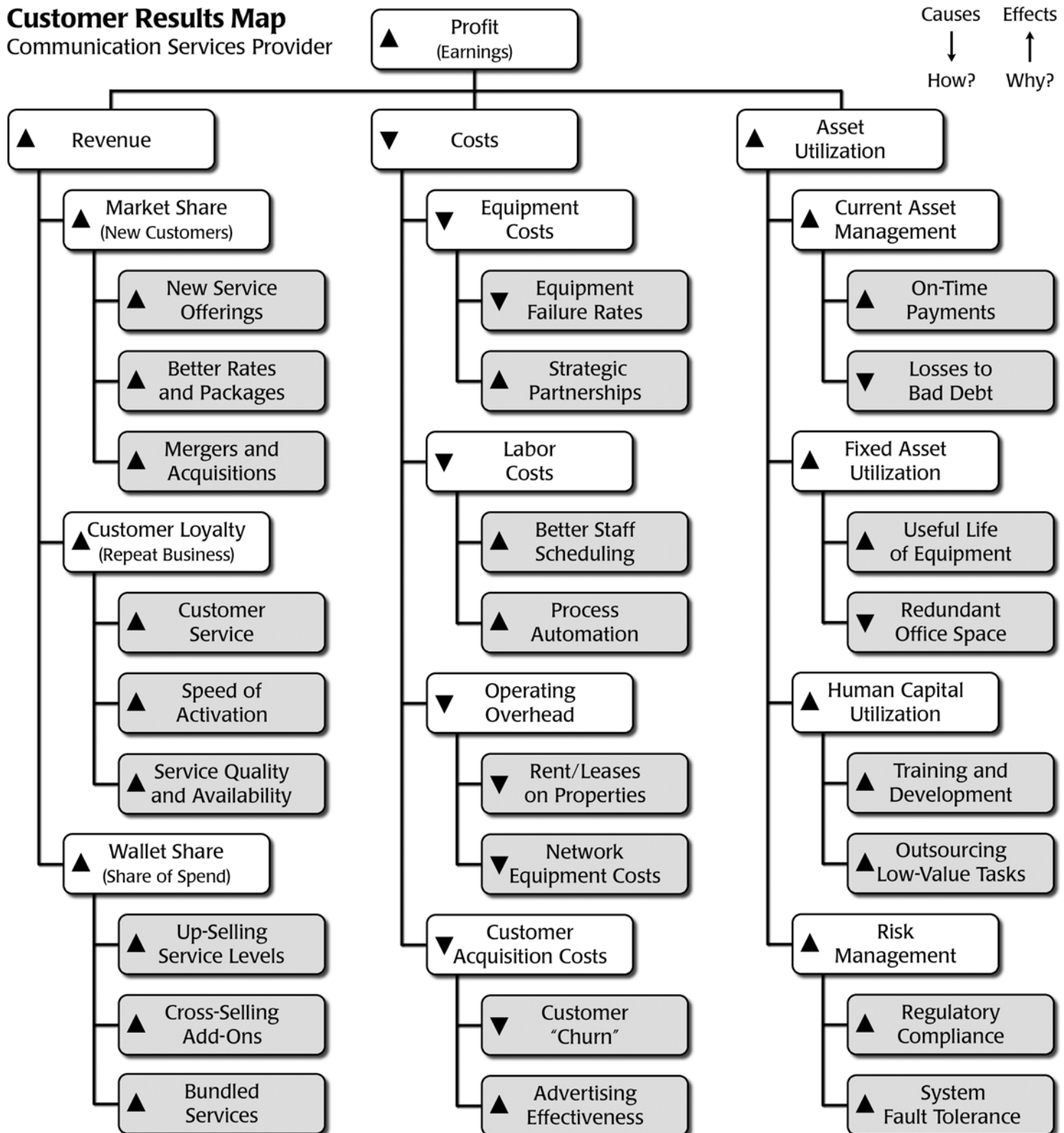


How do your capabilities tie in?

Customer Results Map

Communication Services Provider

Causes Effects
 ↓ ↑
 How? Why?



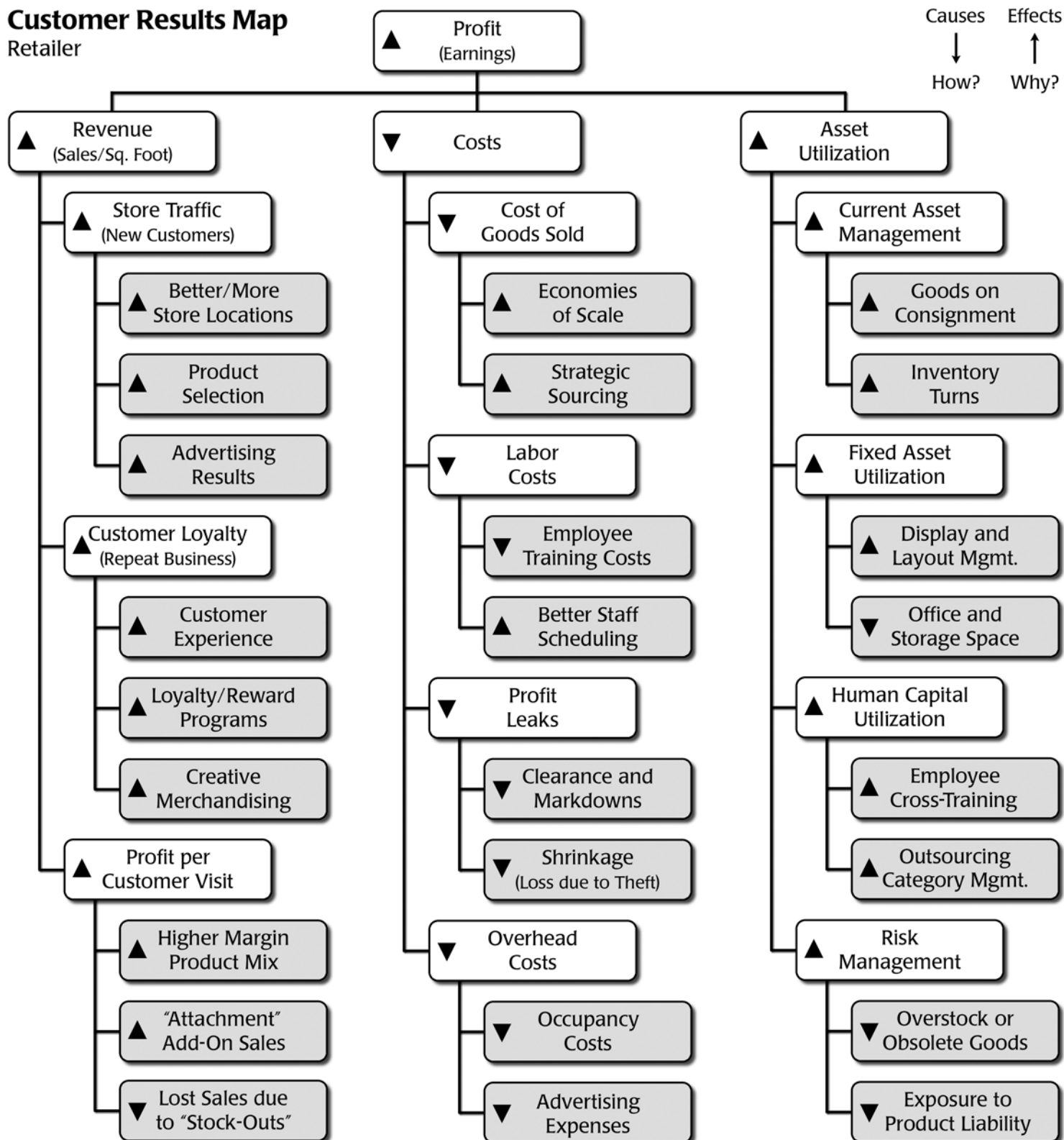
How do your capabilities tie in?

Customer Results Map

Retailer

Causes
↓
How?

Effects
↑
Why?

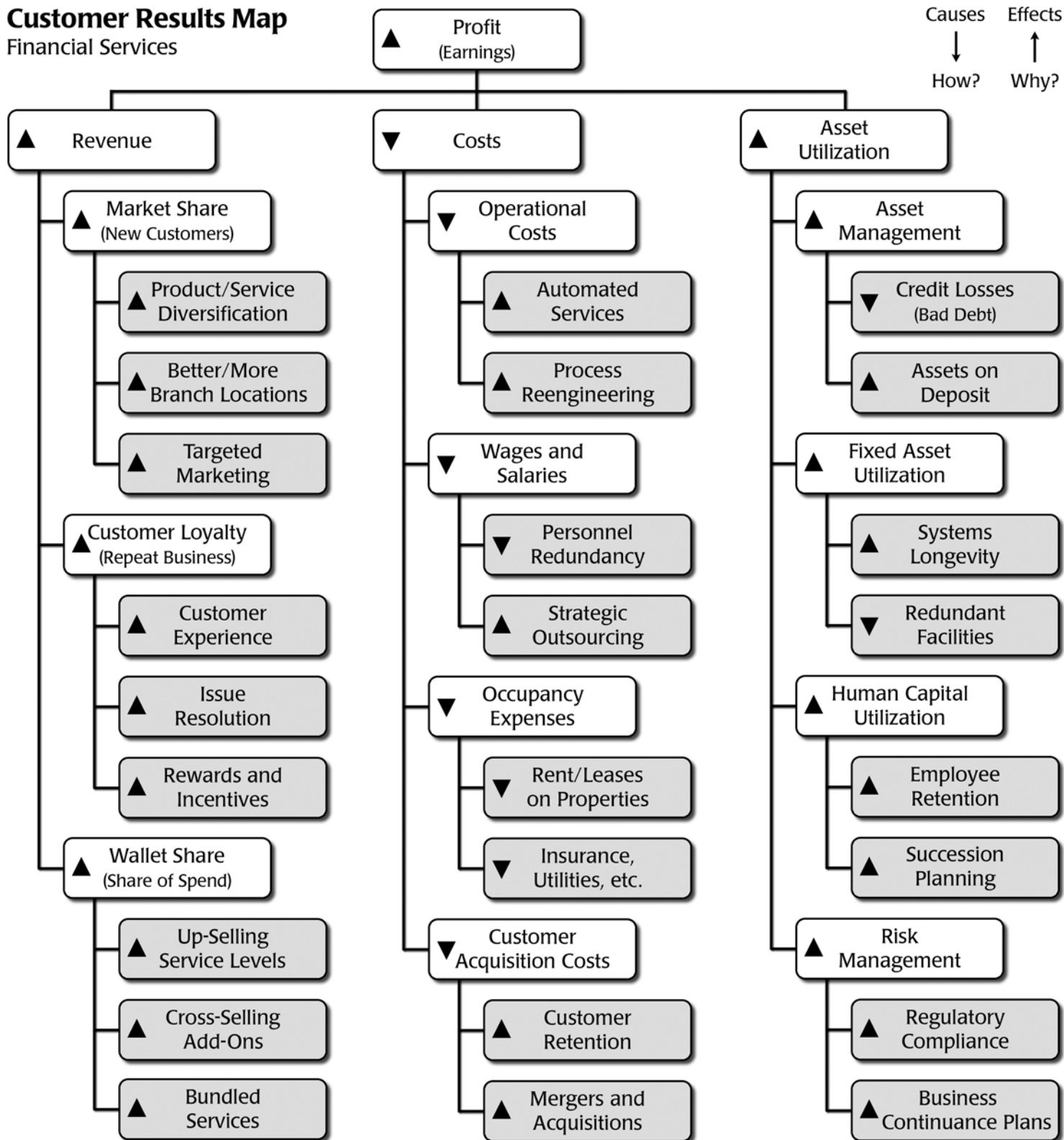


How do your capabilities tie in?

Customer Results Map

Financial Services

Causes
↓
How?
Effects
↑
Why?

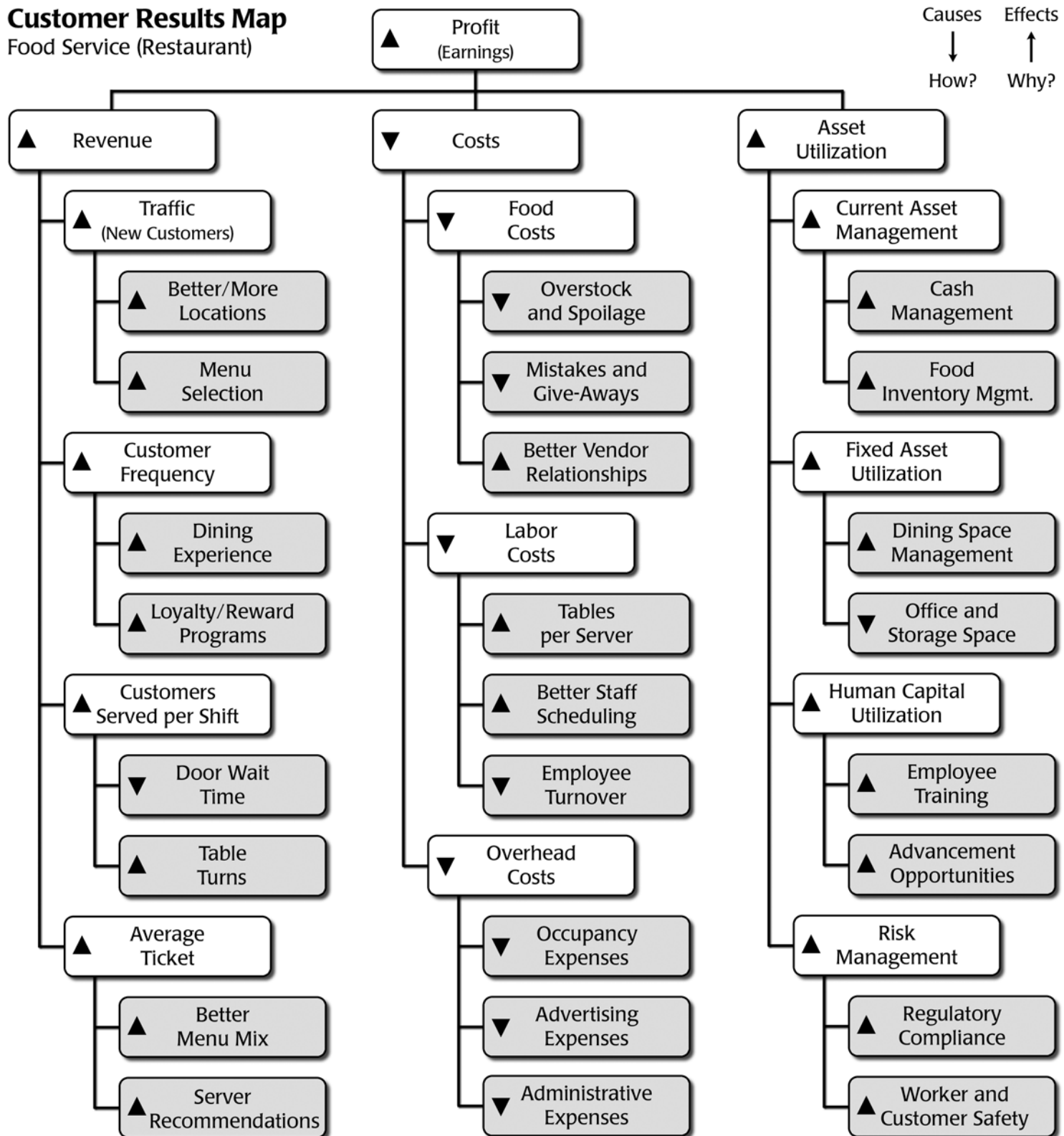


How do your capabilities tie in?

Customer Results Map

Food Service (Restaurant)

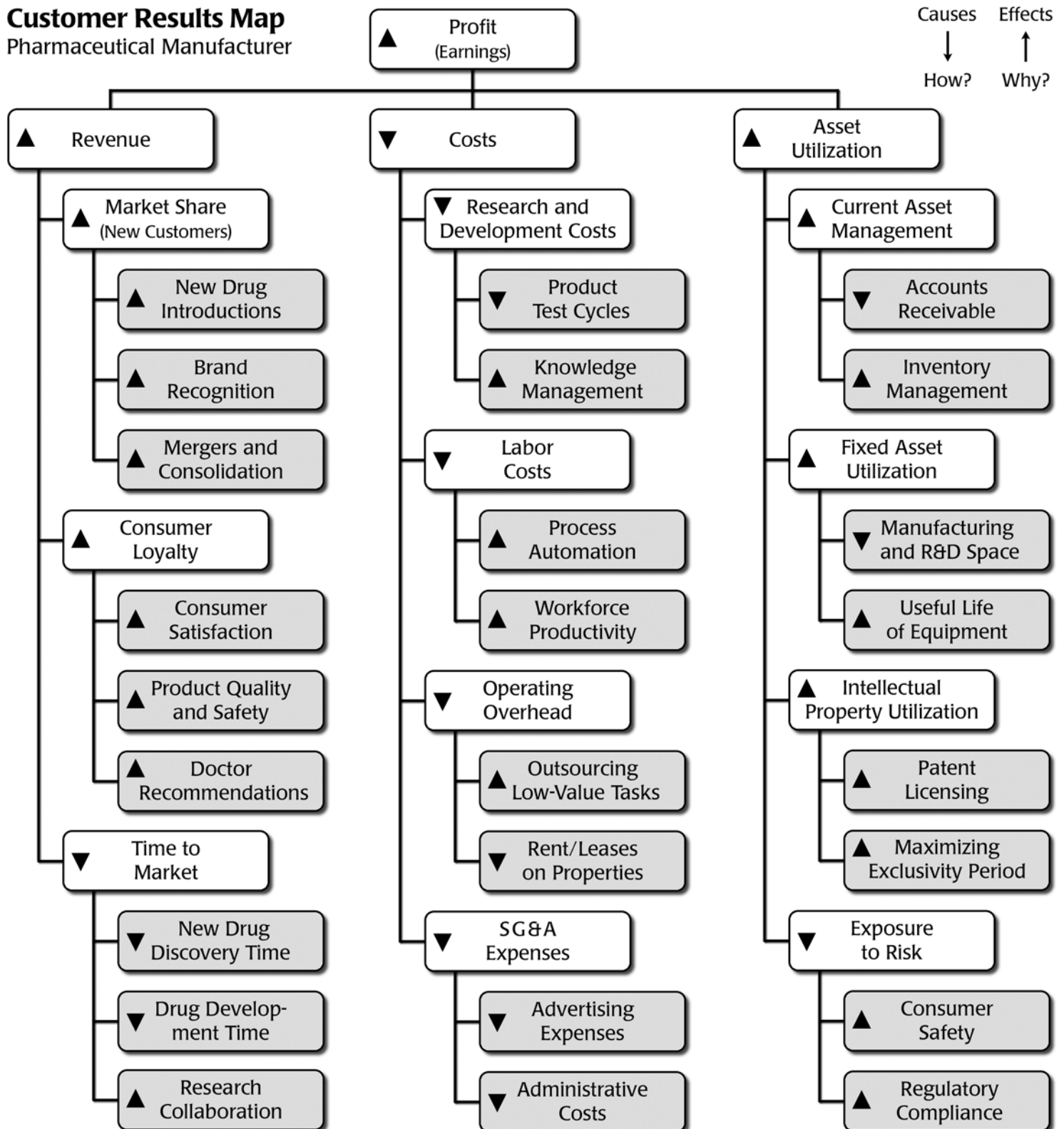
Causes Effects
 ↓ ↑
 How? Why?



How do your capabilities tie in?

Customer Results Map

Pharmaceutical Manufacturer

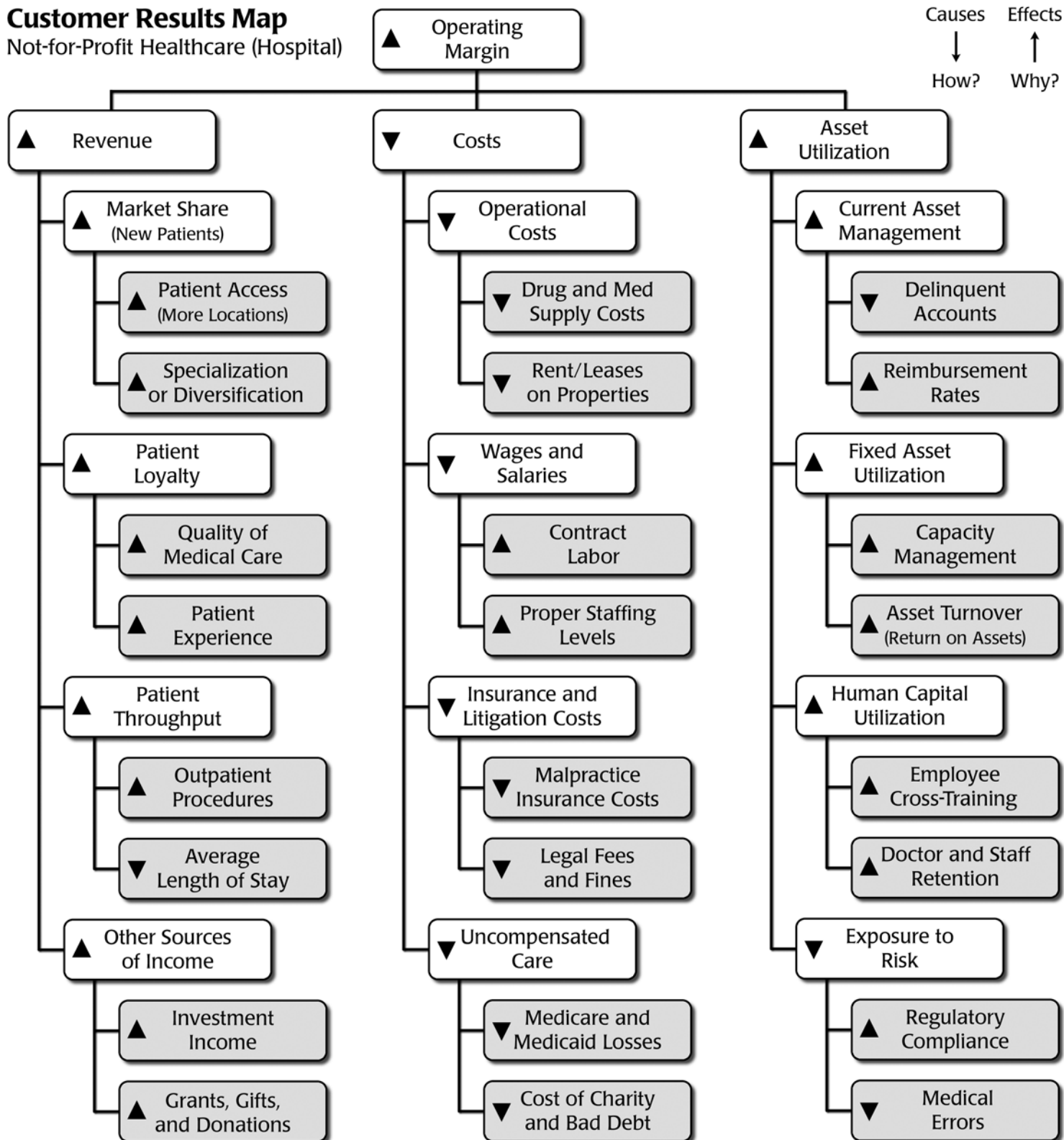


How do your capabilities tie in?

Customer Results Map

Not-for-Profit Healthcare (Hospital)

Causes Effects
 ↓ ↑
 How? Why?



How do your capabilities tie in?
