B	I	N	G	O
social media	protect our rights	avoid upsetting client	key to success	contact legal for advice
ask for help	risk/reward	expectation setting	Deep dive	issue stems from pre-award
re-solution	Don't operate without an LBA	**FREE**	damage Accenture reputation	bottom line
client focused	living document	competitive advantage	holding the line on contract scope	proactive
blamestorming	best line of defense	credibility	Drain the slide	LGSC

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B	I	N	G	O
damage Accenture reputation	contact legal for advice	Don't operate without an LBA	re-solution	Drain the slide
key to success	bottom line	client focused	risk/reward	Deep dive
what we knew at the time	credibility	**FREE**	ask for help	avoid upsetting client
holding the line on contract scope	issue stems from pre-award	expectation setting	living document	LGSC
protect our rights	social media	win-win	avoid litigation situation	best line of defense

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B	I	N	G	O
damage Accenture reputation	ask for help	holding the line on contract scope	avoid litigation situation	Deep dive
protect our rights	win-win	what we knew at the time	LGSC	risk/reward
at the end of the day	living document	**FREE**	competitive advantage	issue stems from pre-award
credibility	client focused	bottom line	Don't operate without an LBA	proactive
Drain the slide	re-solution	contact legal for advice	avoid upsetting client	expectation setting

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