

B	I	N	G	O
SIX MONTH PIPELINE	\$1 625 000	EVENT COORDINATION	OLATHE	MEASUREMENT TECHNIQUE
5%	REDUCE UNIT COST	NEW REVENUE	\$24 5000 000	QBR SCORECARD
TOTAL REVENUE	10 GOALS	FREE	HERITAGE LABS	HIGH RISK THRESHOLD
ORANGE ROOM	MATT COMBS	NEW SOLUTION REVENUE	EVENT MANAGEMENT	NEW PRODUCT
25%	OPERATING INCOME	ACCOUNT GROWTH	WIN RATE REVIEW	ACCOUNT MANAGEMENT

B	I	N	G	O
TOTAL REVENUE	WIN RATE REVIEW	\$24 5000 000	MATT COMBS	5%
OLATHE	HIGH RISK THRESHOLD	EVENT COORDINATION	NEW PRODUCT	10 GOALS
HERITAGE LABS	\$1 625 000	FREE	EVENT MANAGEMENT	NEW SOLUTION REVENUE
ACCOUNT MANAGEMENT	SIX MONTH PIPELINE	ACCOUNT GROWTH	ORANGE ROOM	25%
MEASUREMENT TECHNIQUE	GOAL	QBR SCORECARD	NEW REVENUE	REDUCE UNIT COST

B	I	N	G	O
ORANGE ROOM	EVENT MANAGEMENT	TOTAL REVENUE	ACCOUNT MANAGEMENT	OLATHE
OPERATING INCOME	QBR SCORECARD	WIN RATE REVIEW	MATT COMBS	10 GOALS
NEW SOLUTION REVENUE	\$24 5000 000	FREE	HERITAGE LABS	EVENT COORDINATION
GOAL	MEASUREMENT TECHNIQUE	25%	\$1 625 000	SIX MONTH PIPELINE
REDUCE UNIT COST	NEW REVENUE	HIGH RISK THRESHOLD	NEW PRODUCT	ACCOUNT GROWTH