

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

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

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