

B	I	N	G	O
Core competencies	Drop the Ball	Backwards compatible	alignment	return on investment (roi)
mission critical	Reinvent[ing] the wheel	At the end of the day	paradigm (shift)	Due dilligence
results driven	24/7	EATON	Fast track	Low hanging fruit
out of the loop	gap analysis	go viral	team building	lessons learned
re-engineer our process	win-win	drill down	bottom up	off site meeting

B	I	N	G	O
go viral	ballpark	Low hanging fruit	Quick win	on the same page
mission critical	market leader	Level Playing Field	24/7	Paradigm shift
revisit	gap analysis	EATON	Bottom line	Due dilligence
Fast track	At the end of the day	out of the loop	return on investment (roi)	off site meeting
granular	Reinvent[ing] the wheel	alignment	pushback	Strategic fit

B	I	N	G	O
revisit	results driven	paradigm (shift)	value proposition	Low hanging fruit
Raising the Bar	pushback	mission critical	Reinvent[ing] the wheel	re-engineer our process
on the same page	Drop the Ball	EATON	etched in stone	Backwards compatible
market leader	Core competencies	Paradigm shift	Think outside the box	Take that off-line
Turnkey solution	Strategic fit	Level Playing Field	return on investment (roi)	action item/required