

B	I	N	G	O
Bottom line	24/7	110%	bottom up	return on investment (roi)
mission critical	Walk the Talk	wow factor	pushback	Backwards compatible
value proposition	Fast track	EATON	Due dilligence	paradigm (shift)
gap analysis	go viral	service oriented	lessons learned	re-engineer our process
team building	results driven	drink the kool-aid	go the extra mile	drill down

B	I	N	G	O
on the same page	go viral	cross sell/promote	Level Playing Field	Paradigm shift
out of the loop	mission critical	market leader	Drop the Ball	value proposition
Low hanging fruit	revisit	EATON	gap analysis	go the extra mile
wow factor	Fast track	win-win	Backwards compatible	paradigm (shift)
return on investment (roi)	off site meeting	Due dilligence	action item/required	bottom up

B	I	N	G	O
value proposition	quality driven	Strategic fit	run the numbers	results driven
pushback	service oriented	Level Playing Field	Turnkey solution	mission critical
Walk the Talk	re-engineer our process	EATON	on the same page	24/7
gap analysis	110%	market leader	out of the loop	Bottom line
Low hanging fruit	Think outside the box	Take that off-line	action item/required	Due dilligence