

B	I	N	G	O
siloes	80-20 rule	10000 foot level	Oracle	marketing
customer focused	KE	right-size it	knock it out of the park	CSG
mantra	parking lot	stake in the ground	Digital Supply Chain	initiatives
at the end of the day	brainstorm	one off	cash cow	manage perception
paradigm shift	core competency	Salesforce	best practice	ROI

B	I	N	G	O
due diligence	brainstorm	R&D	EBS	EBS
growth mindset	deliverable	core competency	Commerce	parking lot
net/net	at the end of the day	Digital Supply Chain	right-size it	CSG
stake in the ground	perfect storm	CPQ	initiatives	marketing
best practice	bundle	KLM	PPKS	lipstick on a pig

B	I	N	G	O
stake in the ground	net/net	mantra	knock it out of the park	one off
Digital Supply Chain	FY20	low-hanging fruit	deliverable	KE
manage perception	going forward	CPQ	at the end of the day	10000 foot level
customer focused	growth mindset	siloed	EBS	win-win situation
training	KLM	synergy	Commerce	marketing