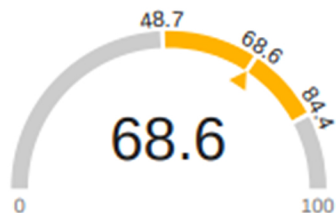
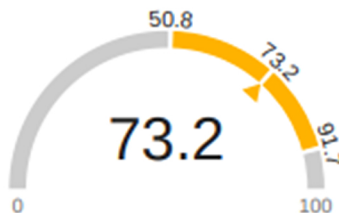


Benchmark Comparisons: Calculated Enabler Scores and Overall Weighted Mean

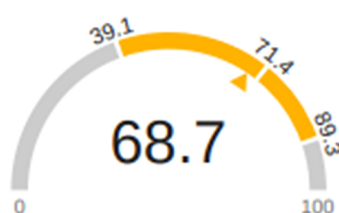
1.0 C-Level and Executive Sponsorship



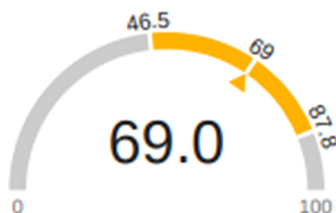
2.0 Account Selection/Deselection and Segmentation



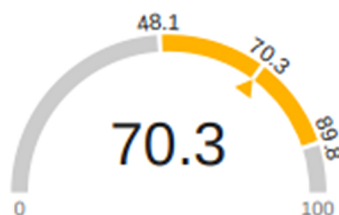
3.0 SAM Program Roles and Talent Management



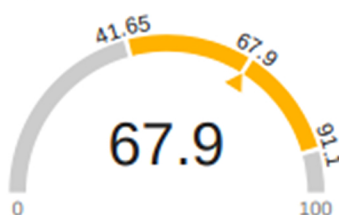
4.0 Internal Design, Structure and Alignment



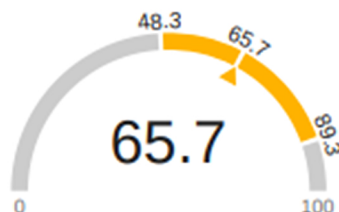
5.0 Strategic Customer Alignment and Relationship Management



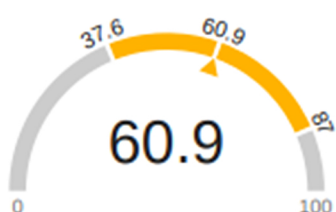
6.0 Strategic Account Planning and Execution



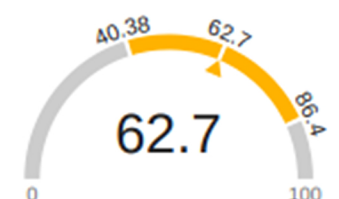
7.0 Value Co-Creation, Capture and Realization



8.0 Strategic Customer and Program Metrics



9.0 Systemic Enablement of Strategic Account Management



Overall Weighted Mean Comparison

