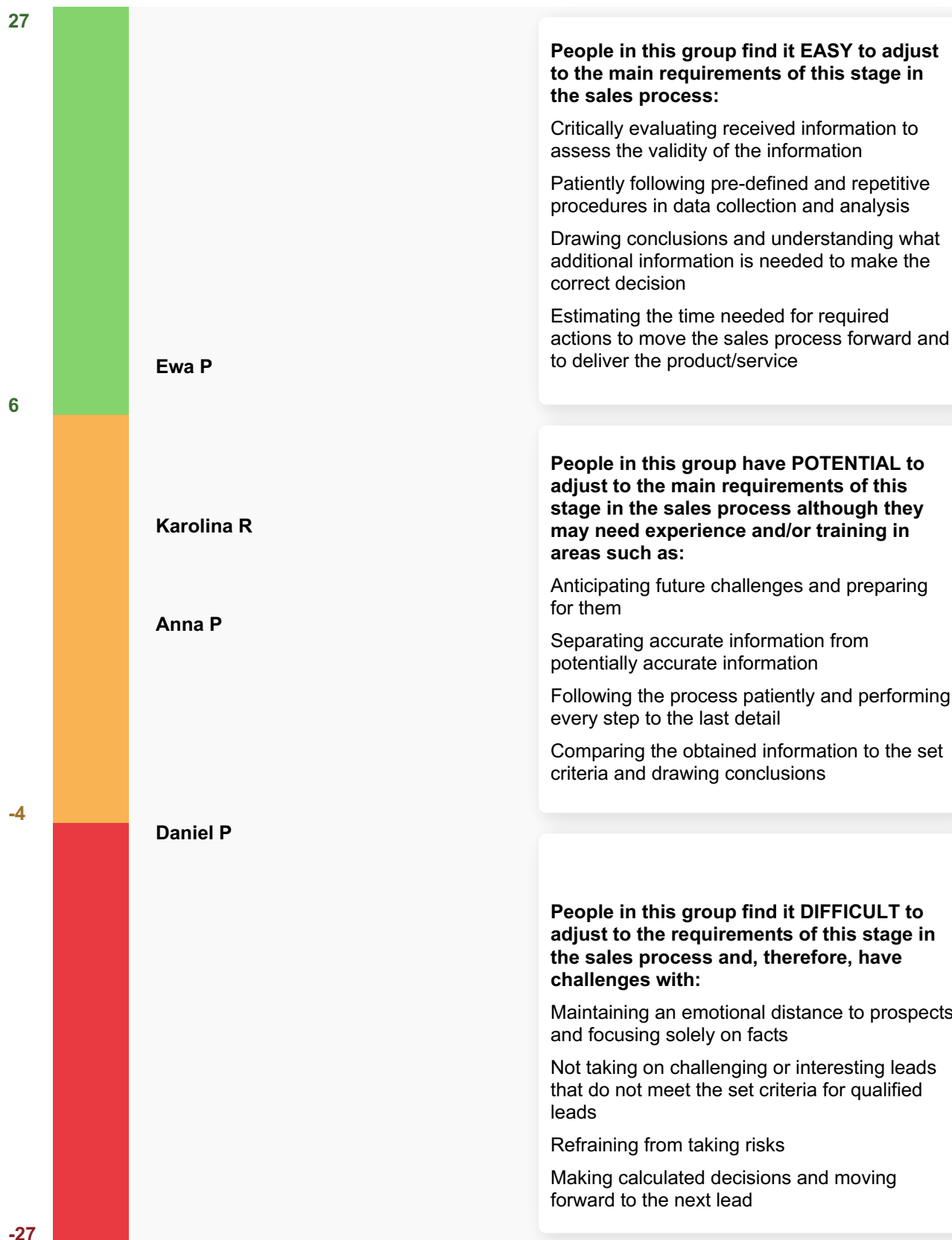


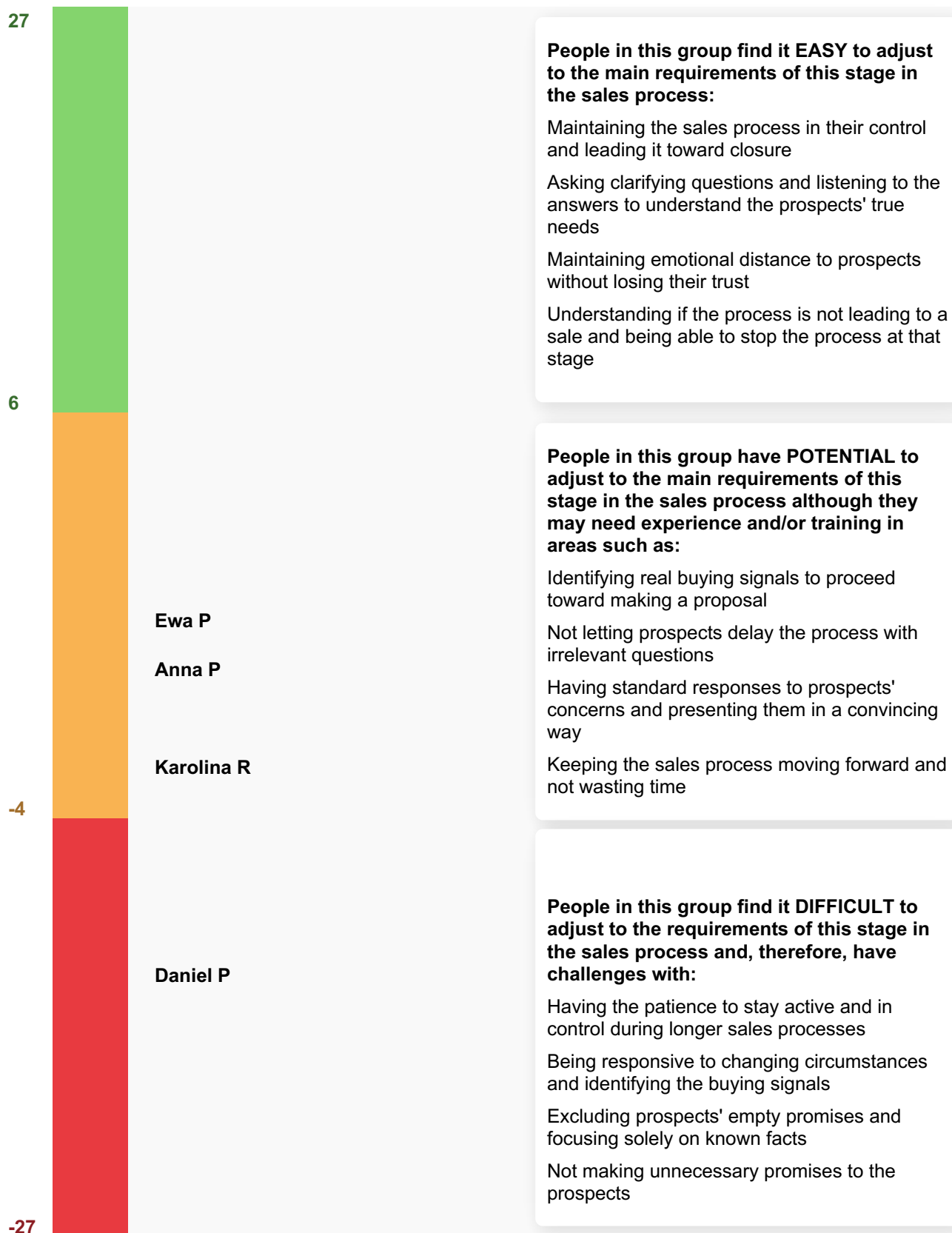
Sales Process Summary / Lead Evaluation



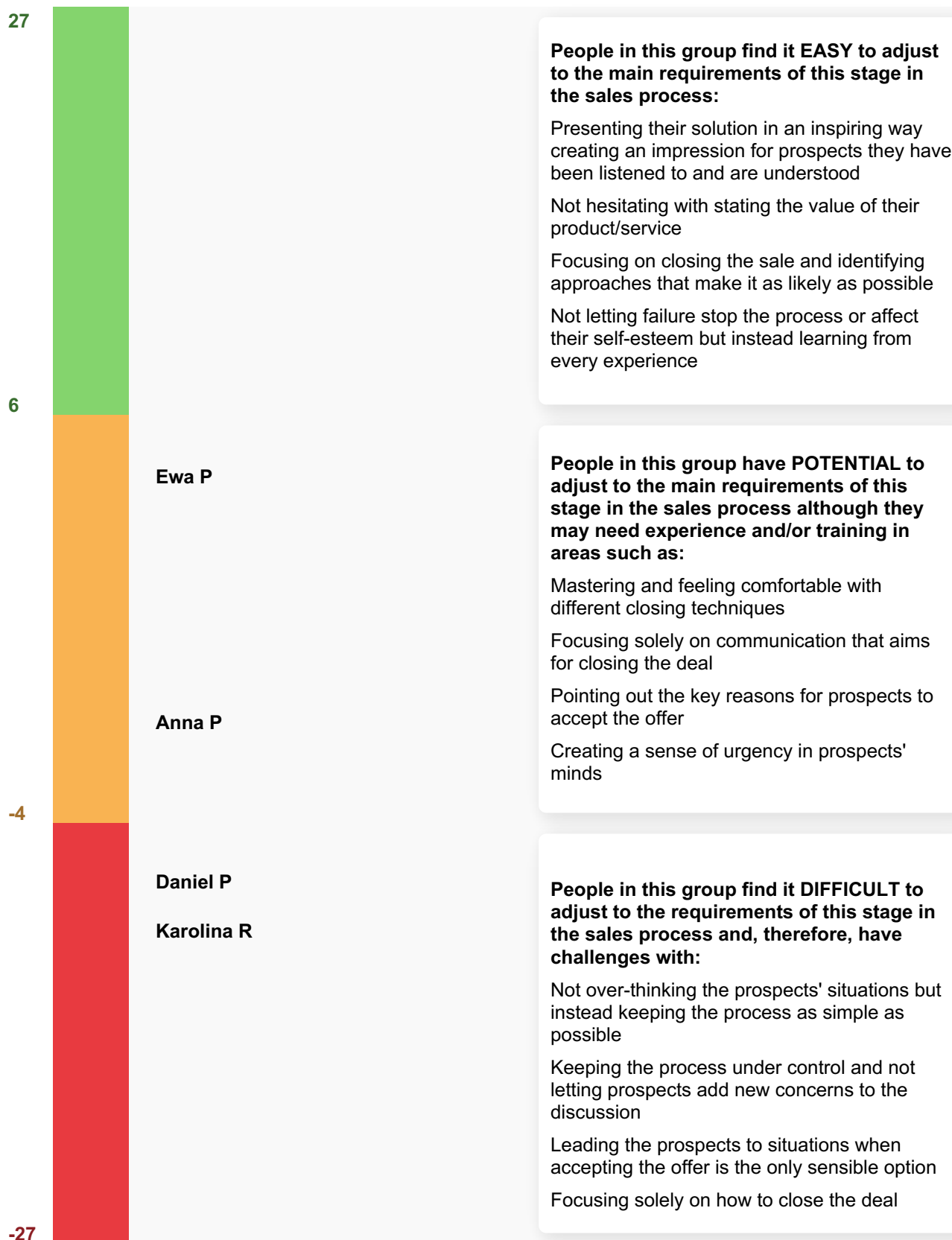
Sales Process Summary / Initial Contact



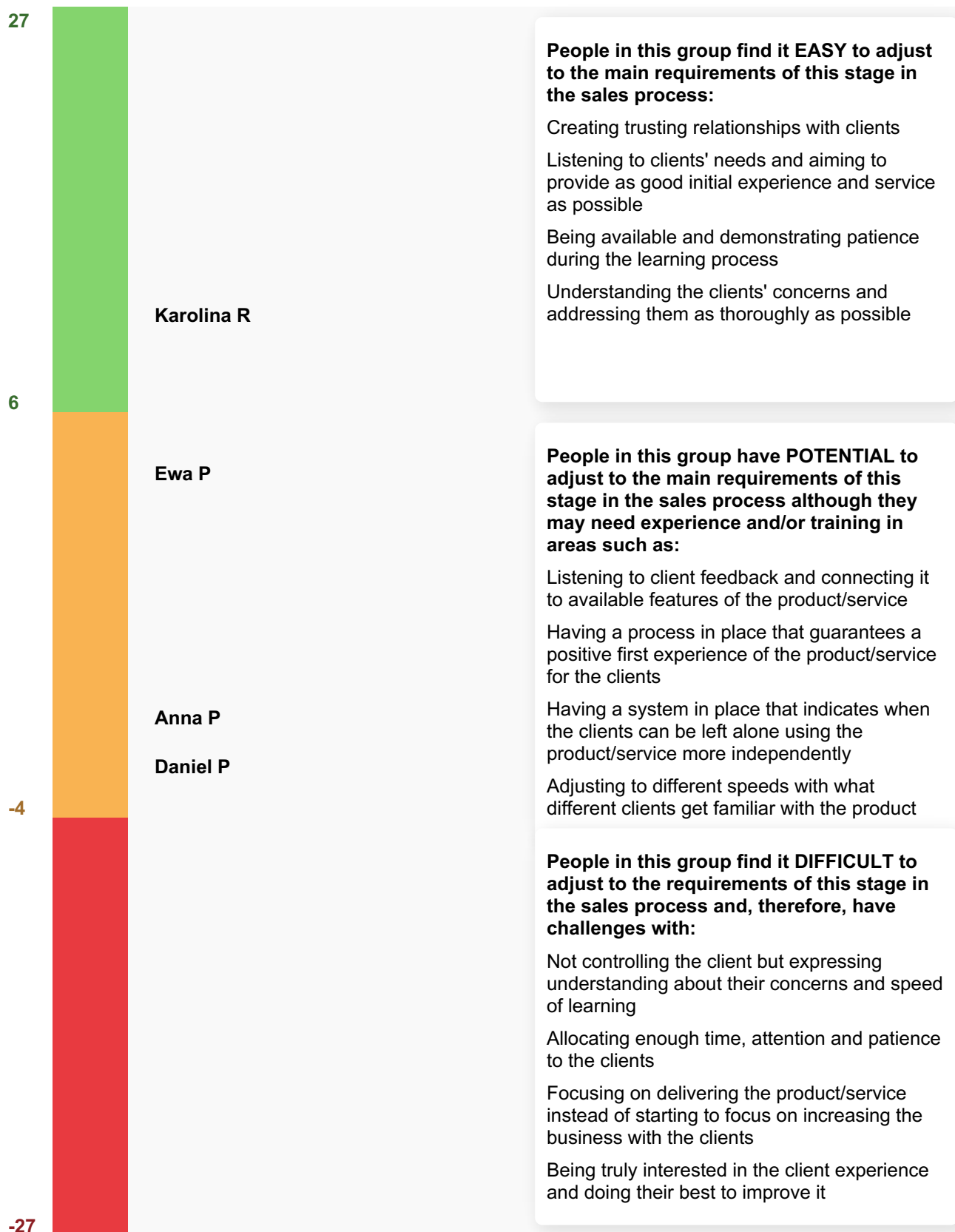
Sales Process Summary / Face-to-Face



Sales Process Summary / Closing



Sales Process Summary / Piloting



Sales Process Summary / Maintenance



Sales Process Summary / Expansion

