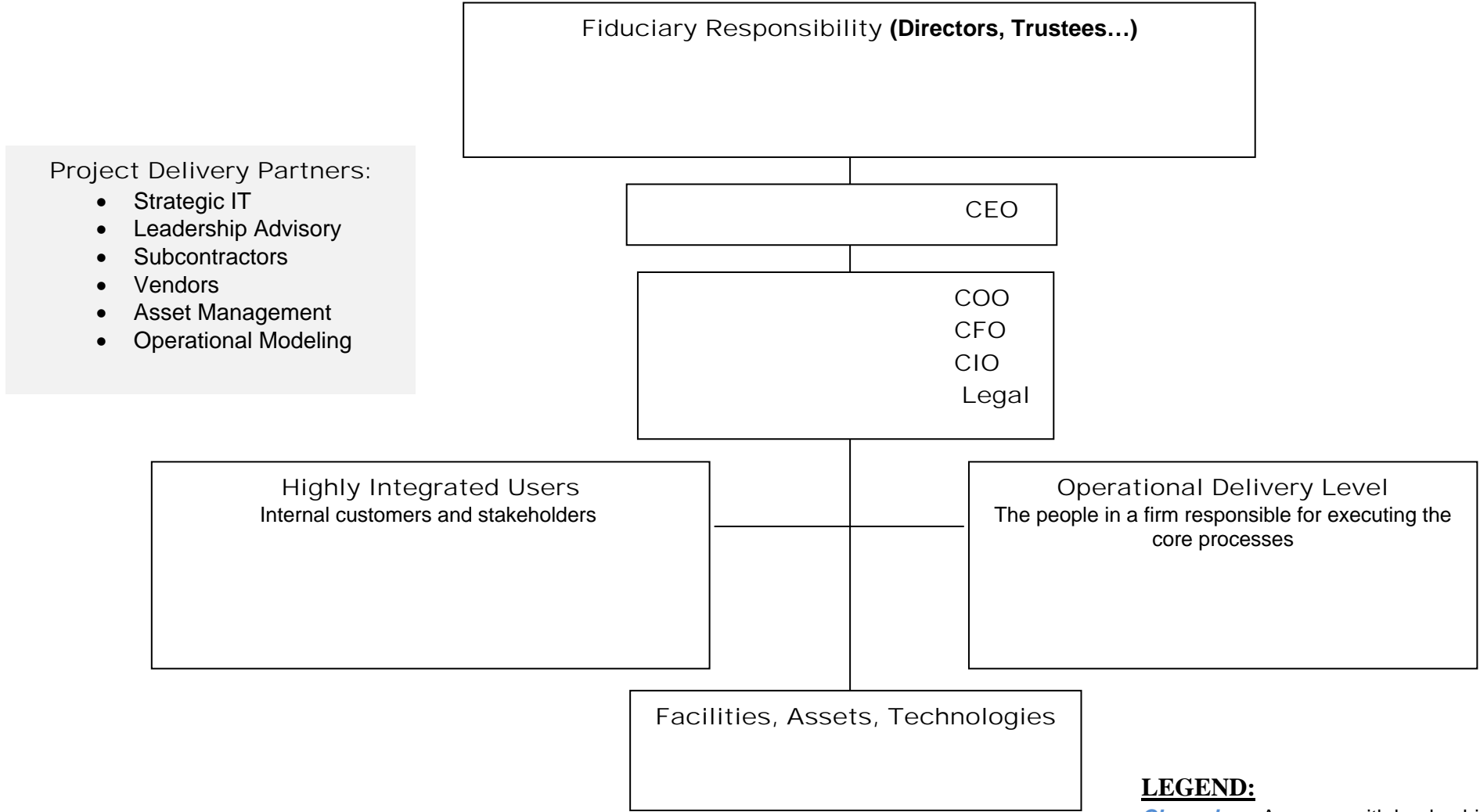




# Capture "Connection" Plan



- Project Delivery Partners:
- Strategic IT
  - Leadership Advisory
  - Subcontractors
  - Vendors
  - Asset Management
  - Operational Modeling

**LEGEND:**

**Champion** - A person with leadership level influence who wants you to win for their own greater good reasons

..... The Real Org Chart - Key influencers and connections relative to the really high risk decisions



<b>Priority</b>	<b>Business/Political Issues</b> Not just a list, you understand how they are connected and prioritized... in current relevance.	<b>Differentiators</b> Differentiators mean next to nothing unless they are <u>connected</u> to the clients current & most significant business and political issues.
1		
2		
3		
4		
5		



## Positioning Tactics

Anything that is adding to client intelligence or demonstrating **to the client** an understanding of the “issues behind the issues”

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