Wayne O'Neill & Associates, LLC	Connection With Decision Makers	Connection With Champion	Connection with Navigator	Written Capture Plan	Know Business/Political Issues	Firm Differentiators Linked to Business/Political Issues	Multi-Project Opportunity	
Aligned Account								Ownership
Account 1								
Account 2								
Account 3								
Account 4								
Account 5								
Positioned Pursuits								
Positioned Pursuit 1								
Positioned Pursuit 2								
Positioned Pursuit 3								
Positioned Pursuit 4								
Positioned Pursuit 5								
Reactive Pursuits								
Reactive Pursuit 1								
Reactive Pursuit 2								
Reactive Pursuit 3								
Reactive Pursuit 4								
Reactive Pursuit 5								