Global Services

BGS CMM

Connectivity – LRBP Growth

Russell Branham | Snr. Manager – Strategy and Business Development

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Authentic Presences Qualities (APQ's)





Openness

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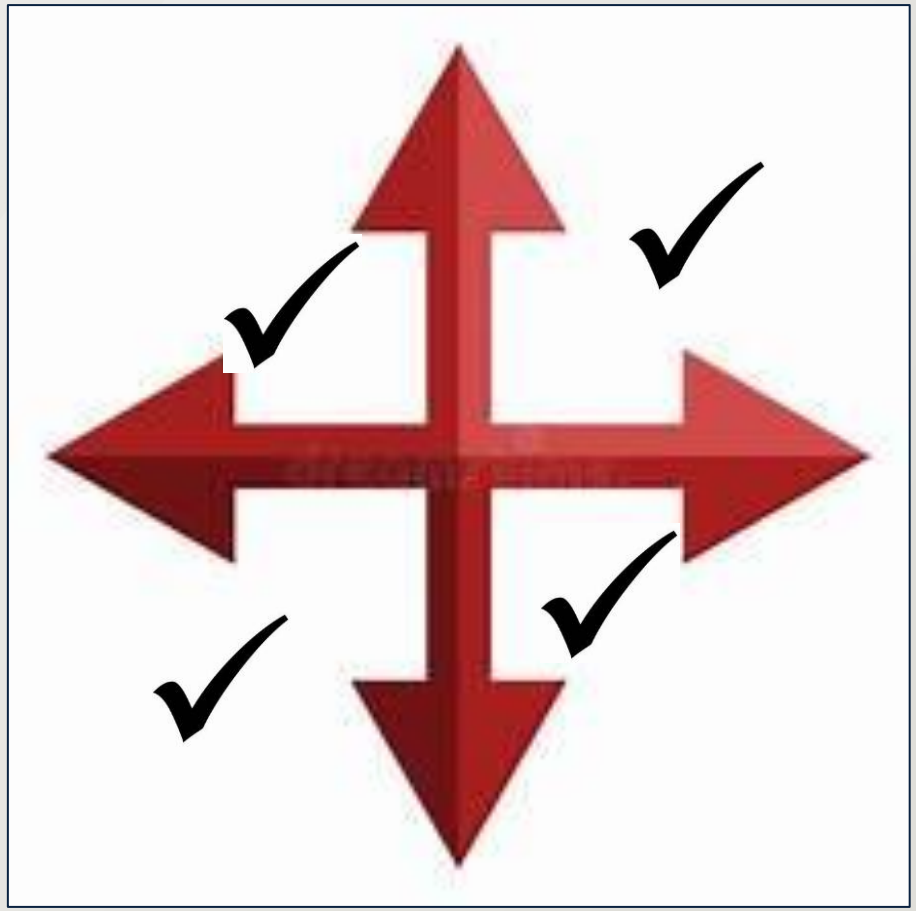
Audience Matrix

- Doug Backhus
- Ross Kruse
- Bret Bolkcom
- Michael Dean
- Chris Luna
- Sean Woodward



“Customer Focused”

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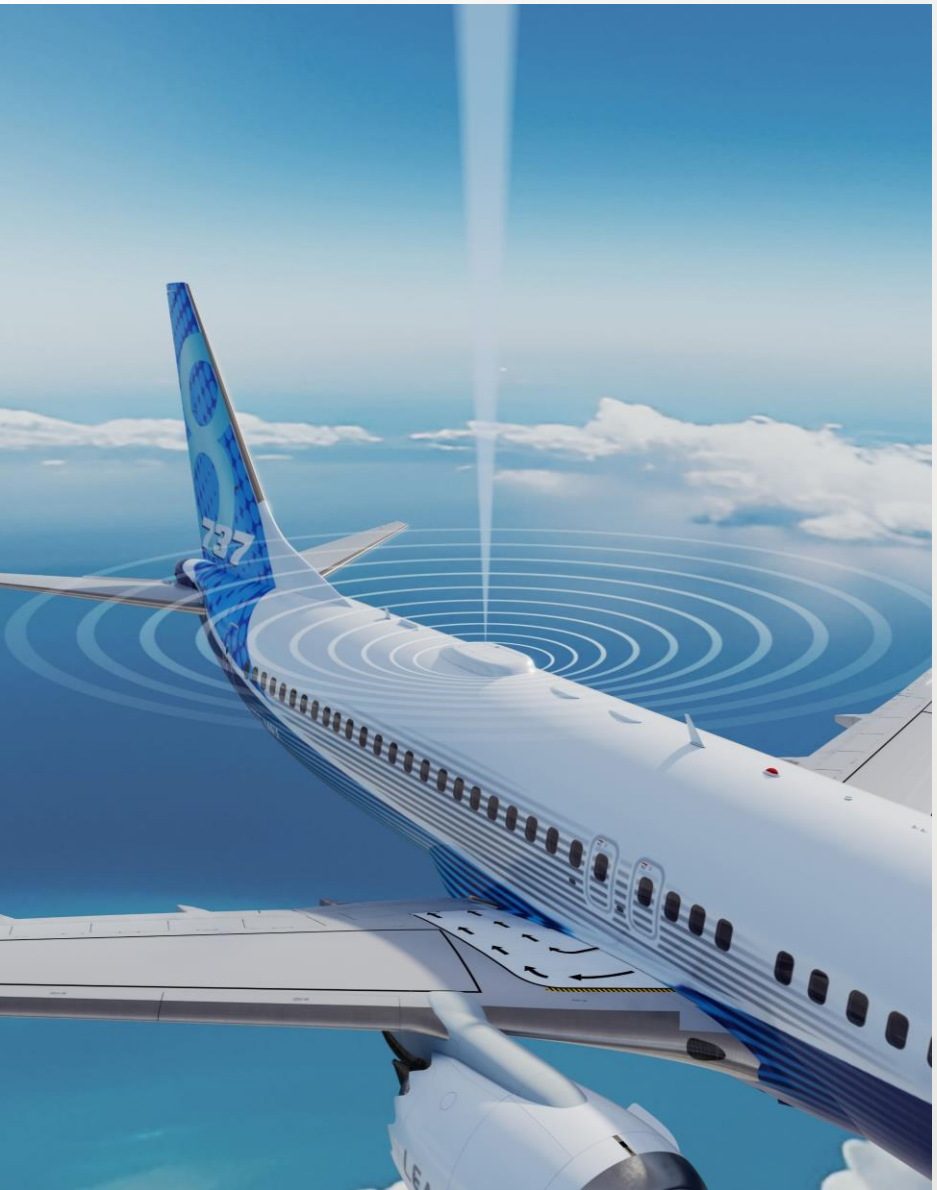
Attention-Getting Opening



Executive Summary



Purpose: Additional business growth in connectivity

Value: New Market Penetration
CM&M Customer Growth

Outcome: Decision to hire 21 resources unlocking $212 million

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Agenda

- Headcount
- Market
- Customer Impact



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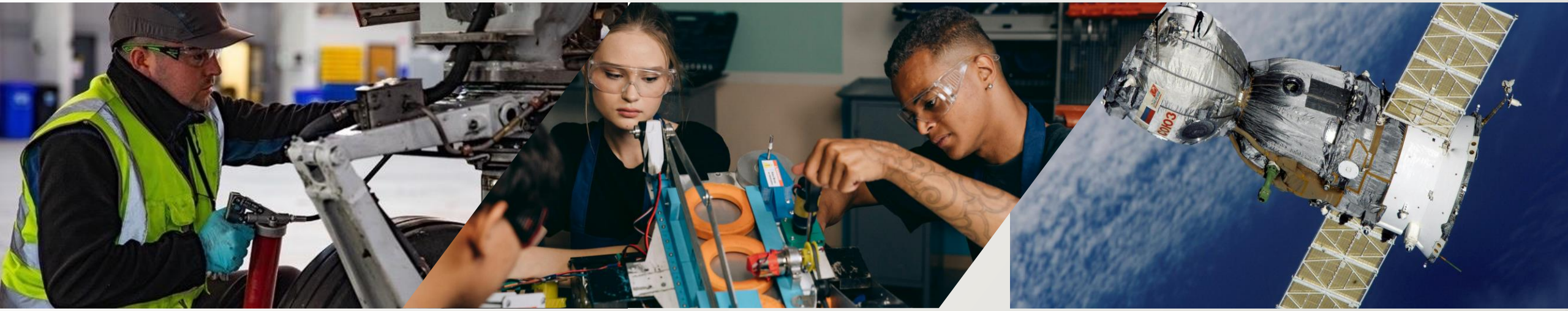
"H" = Highlight the Point
"O" = OK, So What
"R" = Relevant Information

Resourcing Request



Current	Requested	Total
14	21	35

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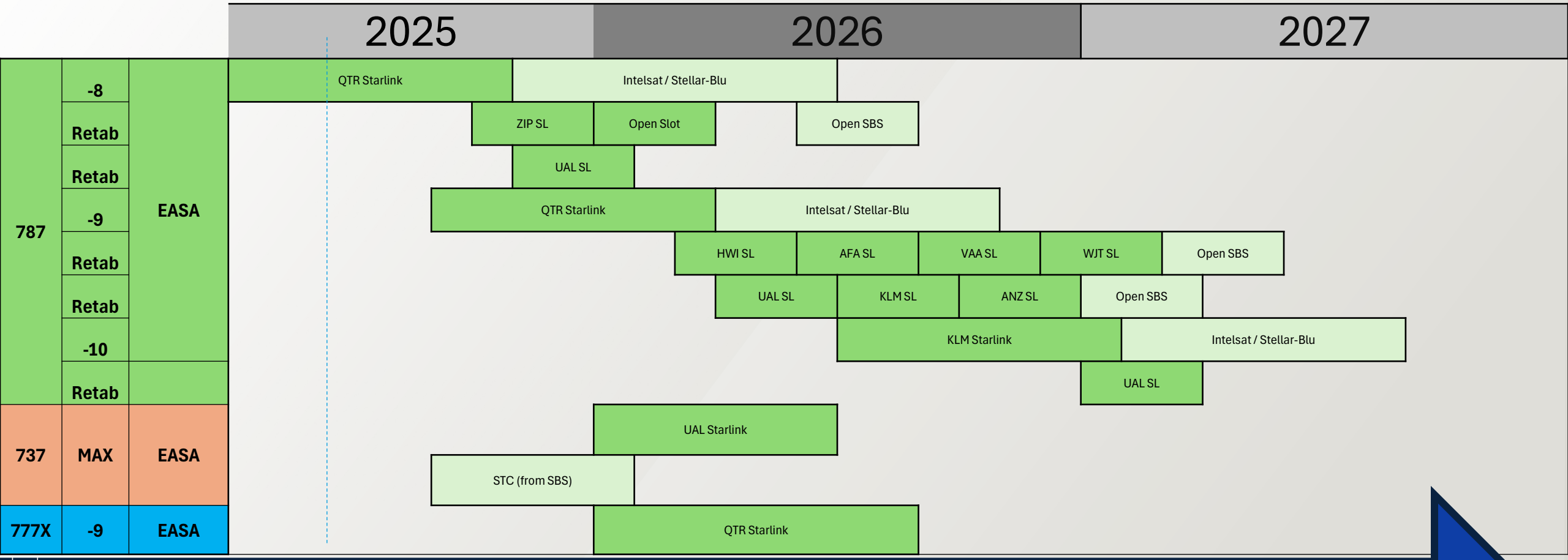
Market Demand



14.6 **156.1** **273.5**

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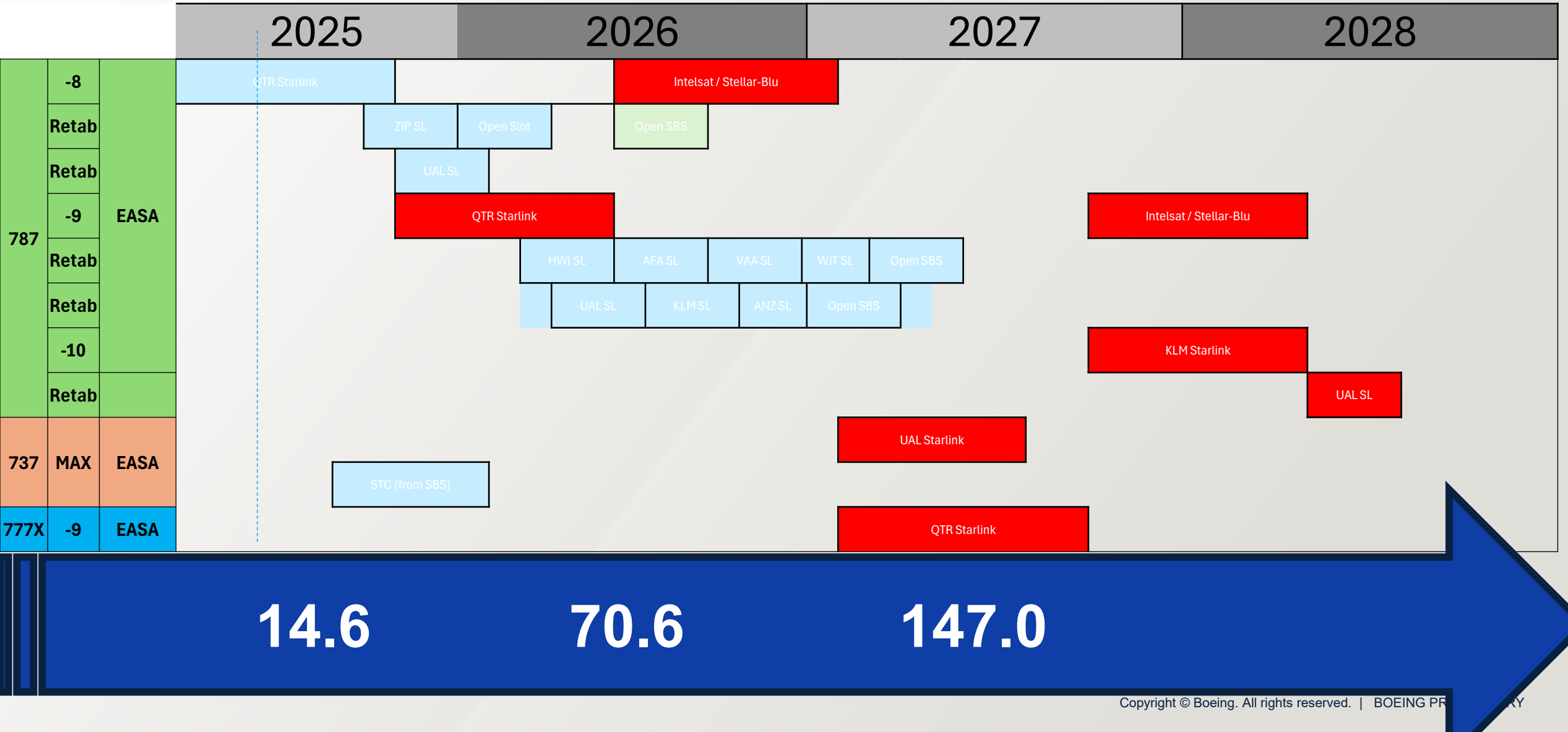
Customer Impact



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Revenue Projection Summary

	2025	2026	2027	2028	2029
Current Staffing	14	14	-	-	-
Revenue (M)	$14.6	$70.6	$147.0	$192.1	$20.0
Current Staffing +	35	38	-	-	-
Revenue (M)	$14.6	$156.1	$273.5	-	-
Revenue (M)		**$85.5**	**$126.5**		

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Finish Strong Close





Global Services

Service above and beyond

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