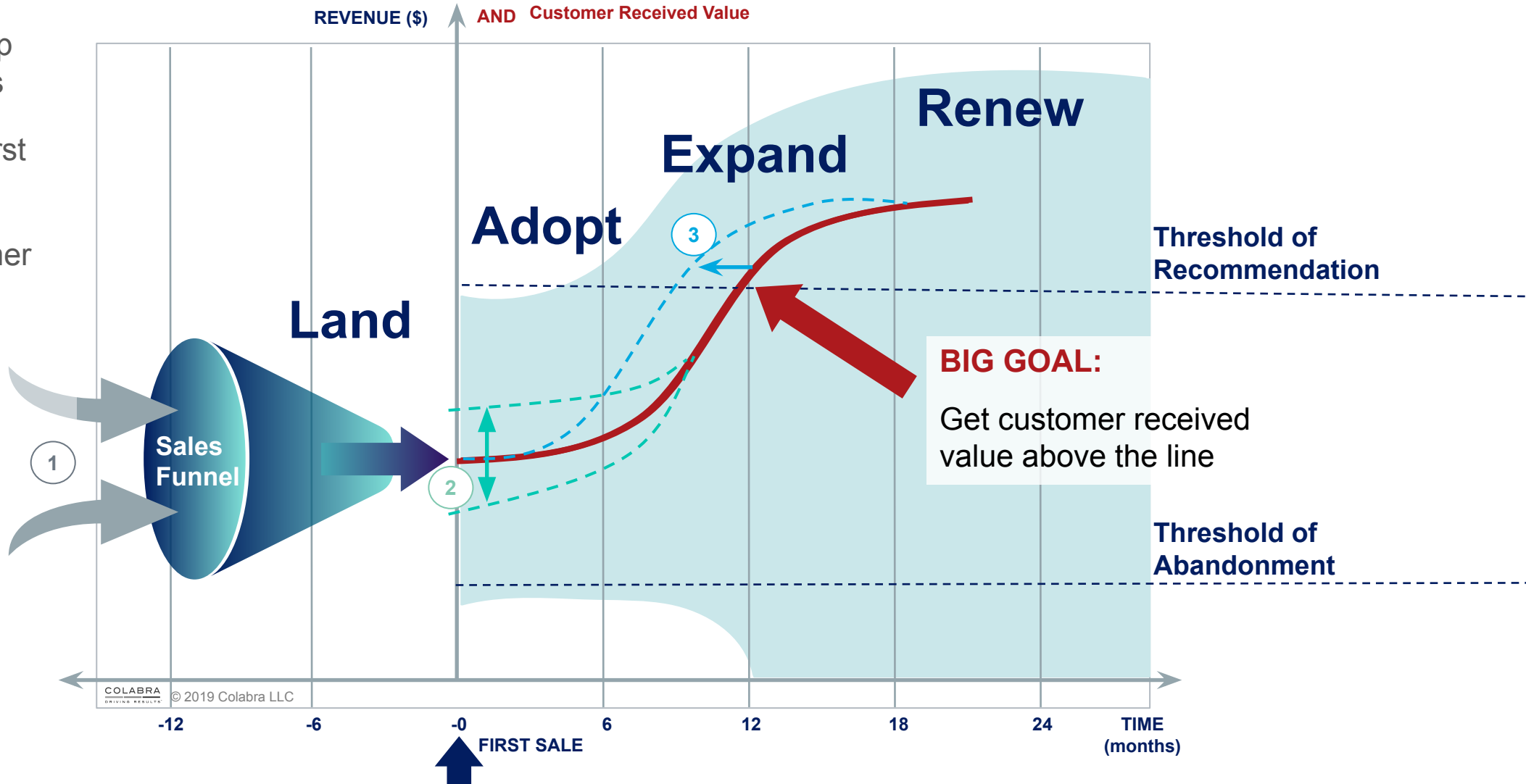


| Expand – Land - Expand

1. Target and develop the right prospects
2. Create the ideal first use (Land)
3. Accelerate customer received value (Implementation, adoption and expansion)



| Planingo commercial cycle

