**Action Item:**

In the table below, list five end-user accounts that you think would benefit from one of your hosted or managed services. For manufacturers, it might be a good exercise to list types of end-user accounts (e.g., hospitals, small businesses, technology).

In the cell to the right, list three types of value that the account will receive (but not the CapEx to OpEx … keep that as the BTW Statement).

|  |  |
| --- | --- |
| Account | Value |
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