



2020 Connected Big Rocks

#154270

BIG ROCK 1

BIG ROCK 2

BIG ROCK 3

BIG ROCK 4

BIG ROCK 5



#154270

HOVER

Gibson, Semi Bold 18pt

>> EMEA / EMEAAC / Multiple Regions / Multiple Divisions / Multiple Offices #005797

Gibson, Semi Bold 26pt

KEY RESULTS 231F20

#0295D3 ★ Maximize Efficiency by Focusing on Most Winnable Business

Gibson, Semi Bold 16pt

FULFILLMENT OPTIMIZATION



Gibson, Regular 18pt

0,000 ▲ +45%

0,000 ▼ .19%

0,000 ▲ +22%

Gibson, Semi Bold 16pt

Key Result 1

Key Result 2

Key Result 3

Reduce Time to Sub

Increase Fill Ratio

Increase Starts per Producer

Gibson, Regular 16pt

KR1: Reduce Time to Sub 0295D3

KR2: Increase Fill Ratio

KR3: Increase Starts per Producer

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Fulfillment Optimization

Talent Attraction

Service & Engagement

Talent Predictions & Recommendations

Pipeline & Outreach Management

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Gibson, Regular 12pt

#005797

A-Z GLOSSARY



Gibson, Bold 50pt

Gibson, Regular 50pt

Gibson, Regular 18pt

Gibson, Bold 18pt

Gibson, Semi Bold 12pt

Gibson, Bold 24pt

Gibson, Bold 24pt

Gibson, Regular 12pt

FILL RATIO

0,000

231F20



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▲ +45%

DURATION

0,000



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▲ FDB517 +78%

SPREAD

0,000



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▼ -11%