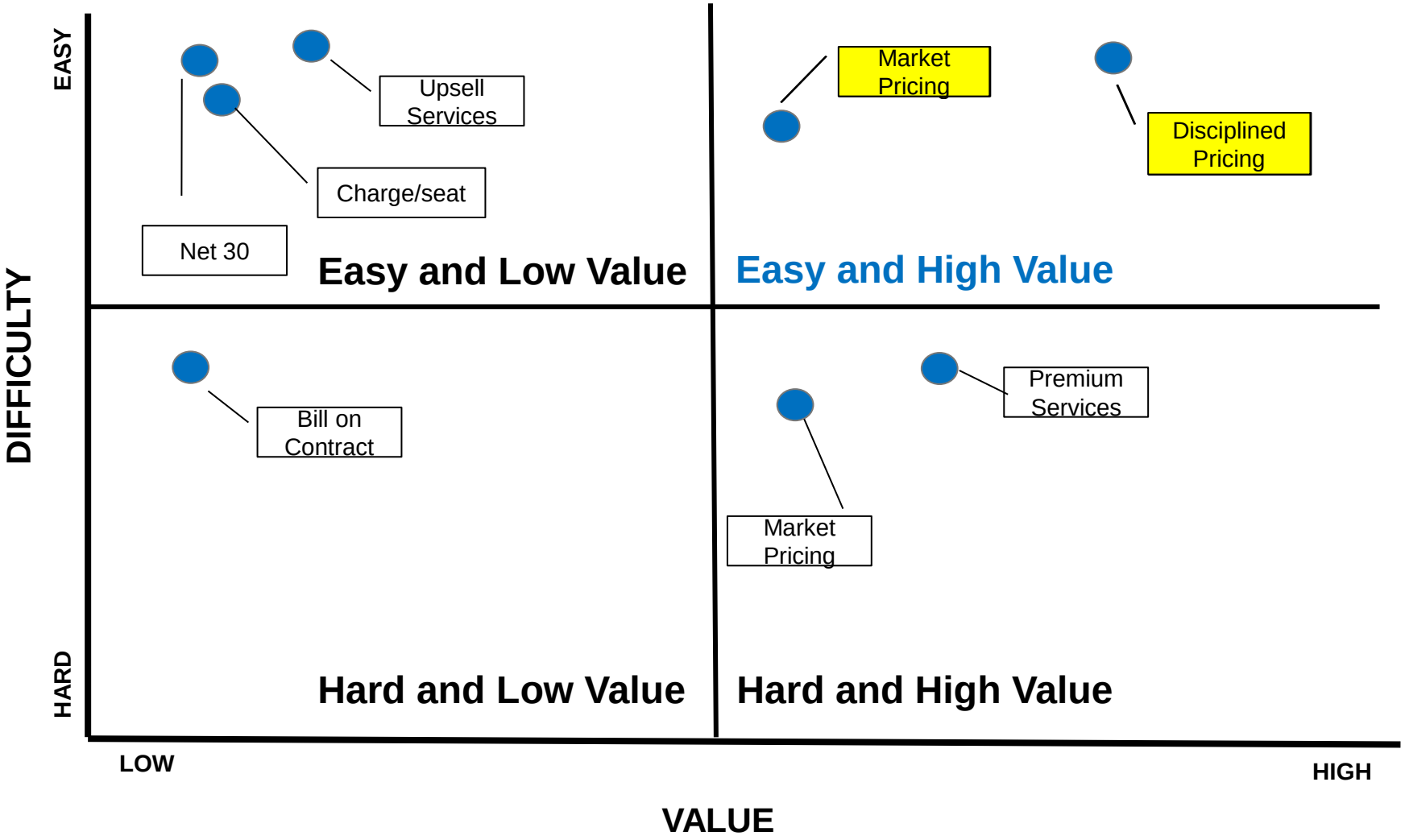
EASY
HARD
DIFFICULTY
Upsell Services
Charge/seat
Net 30
Easy and Low Value
Market Pricing
Disciplined Pricing
Easy and High Value
Bill on Contract
Hard and Low Value
Premium Services
Market Pricing
Hard and High Value
LOW
HIGH
VALUE

intelliVen