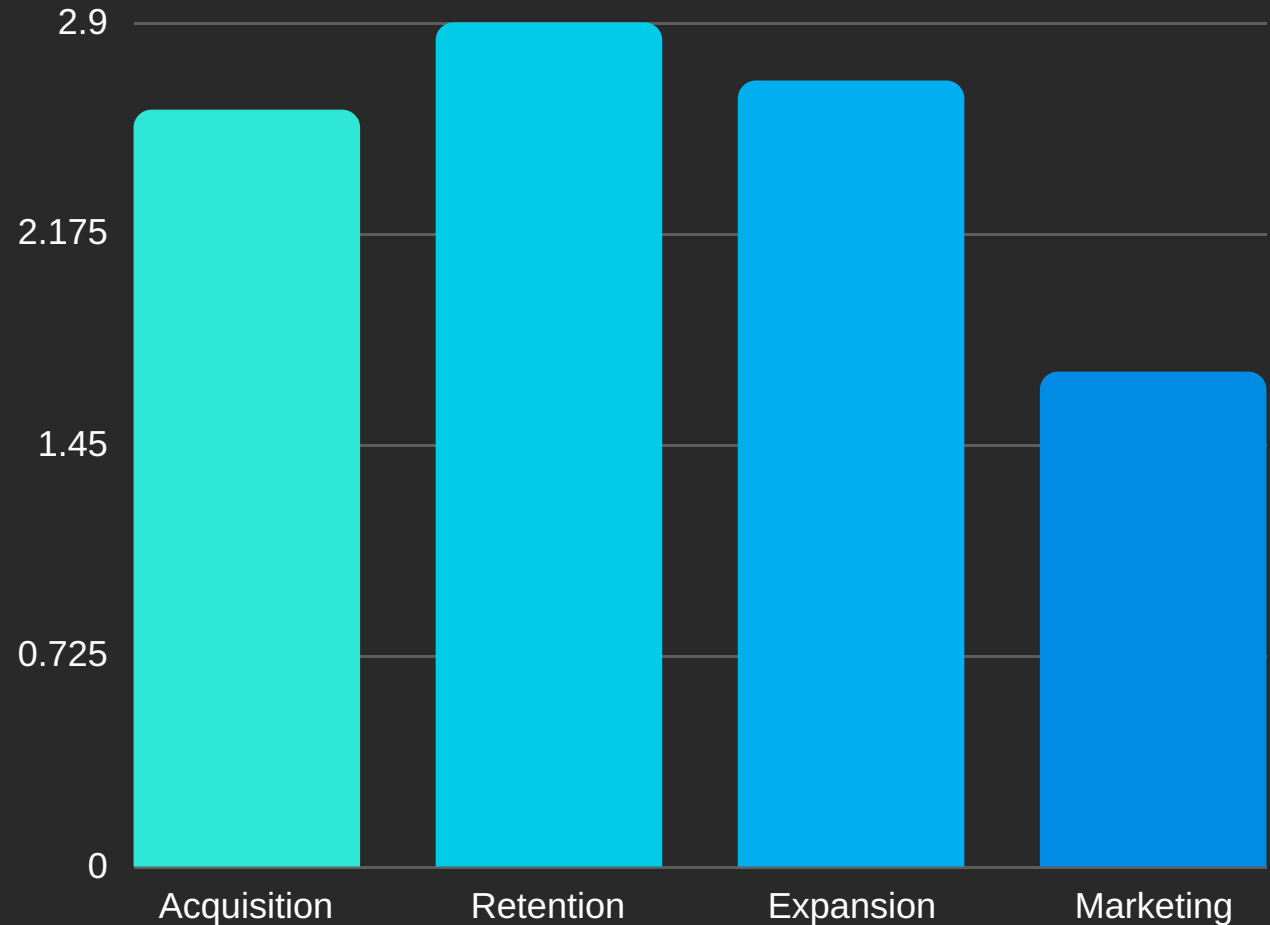




**BUSINESS FOCUS**  
**SURVEY RESULTS**

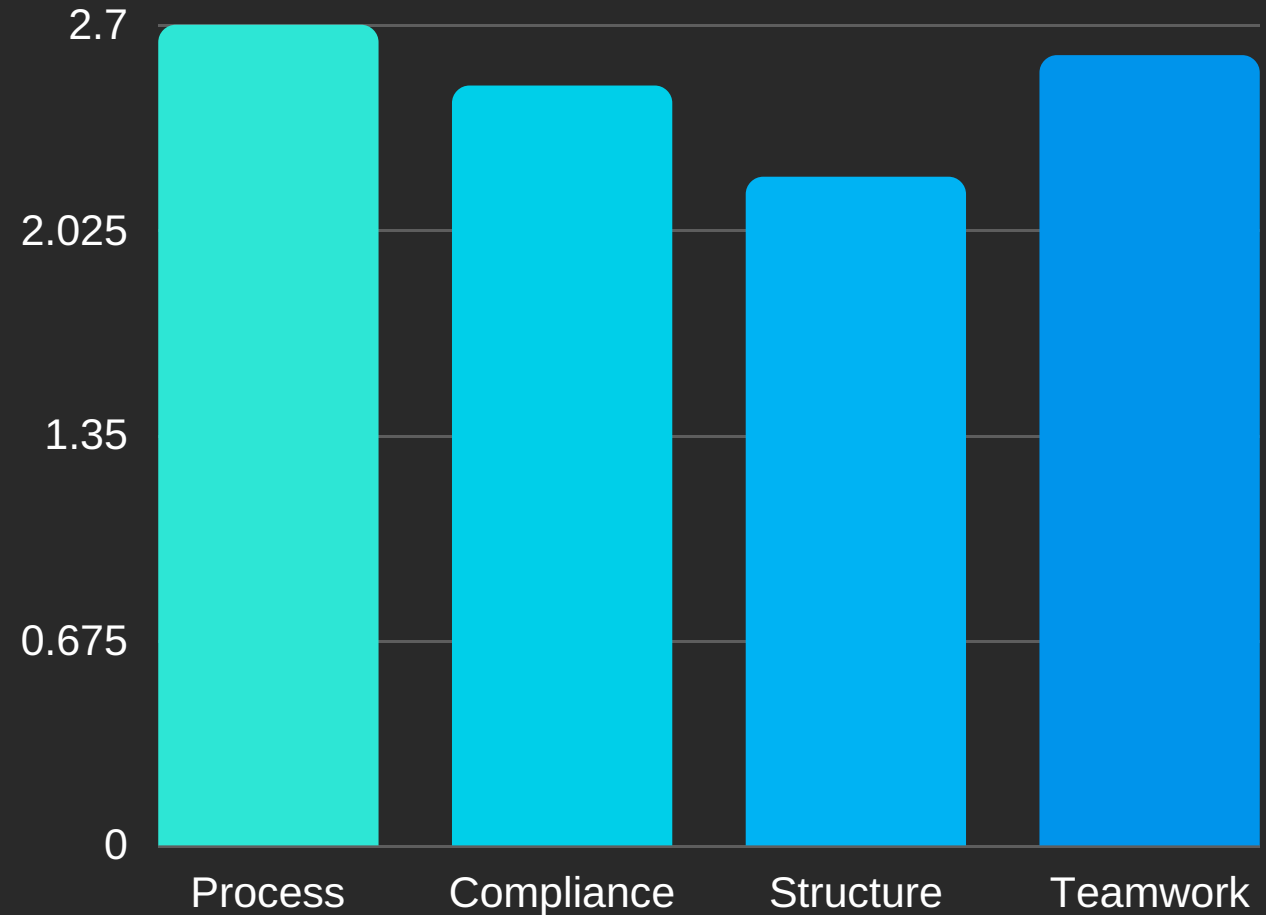
***TranStrategy***  
**PARTNERS**

# Time Energy expended on SALES



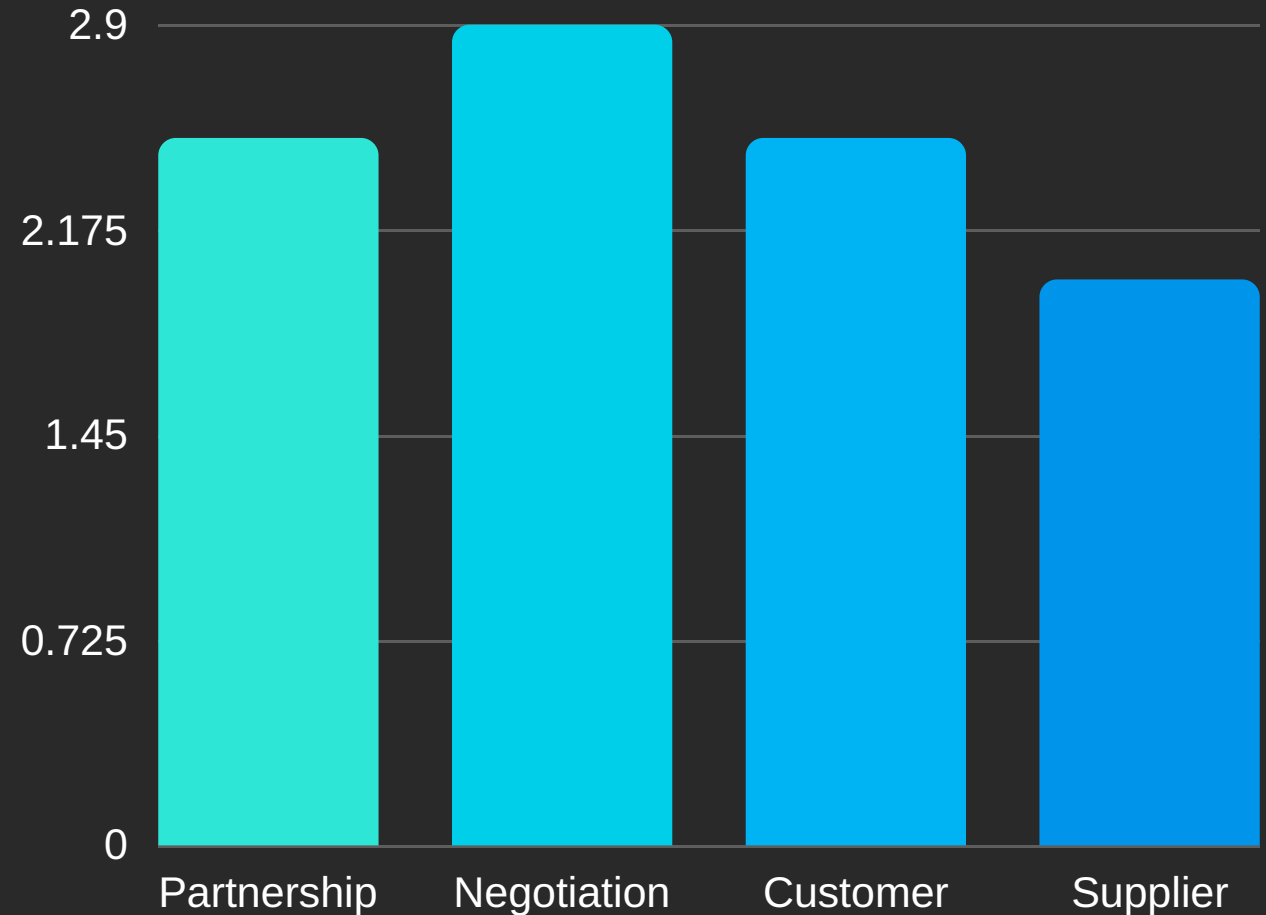
Rank - 4 most time energy; 1 least time energy

# Time Energy expended on OPERATIONS



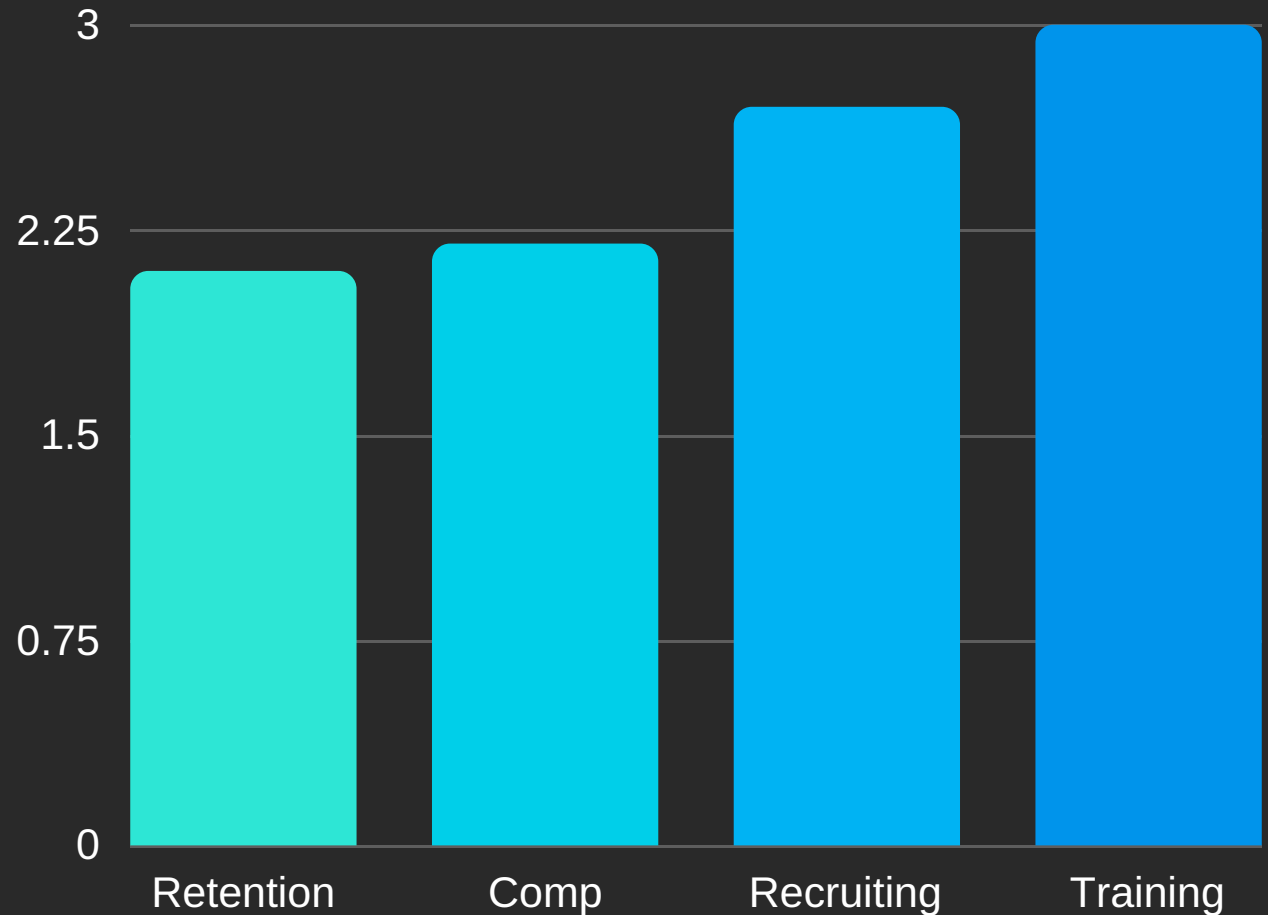
Rank - 4 most time energy; 1 least time energy

# Time Energy expended on CARRIER RELATIONS



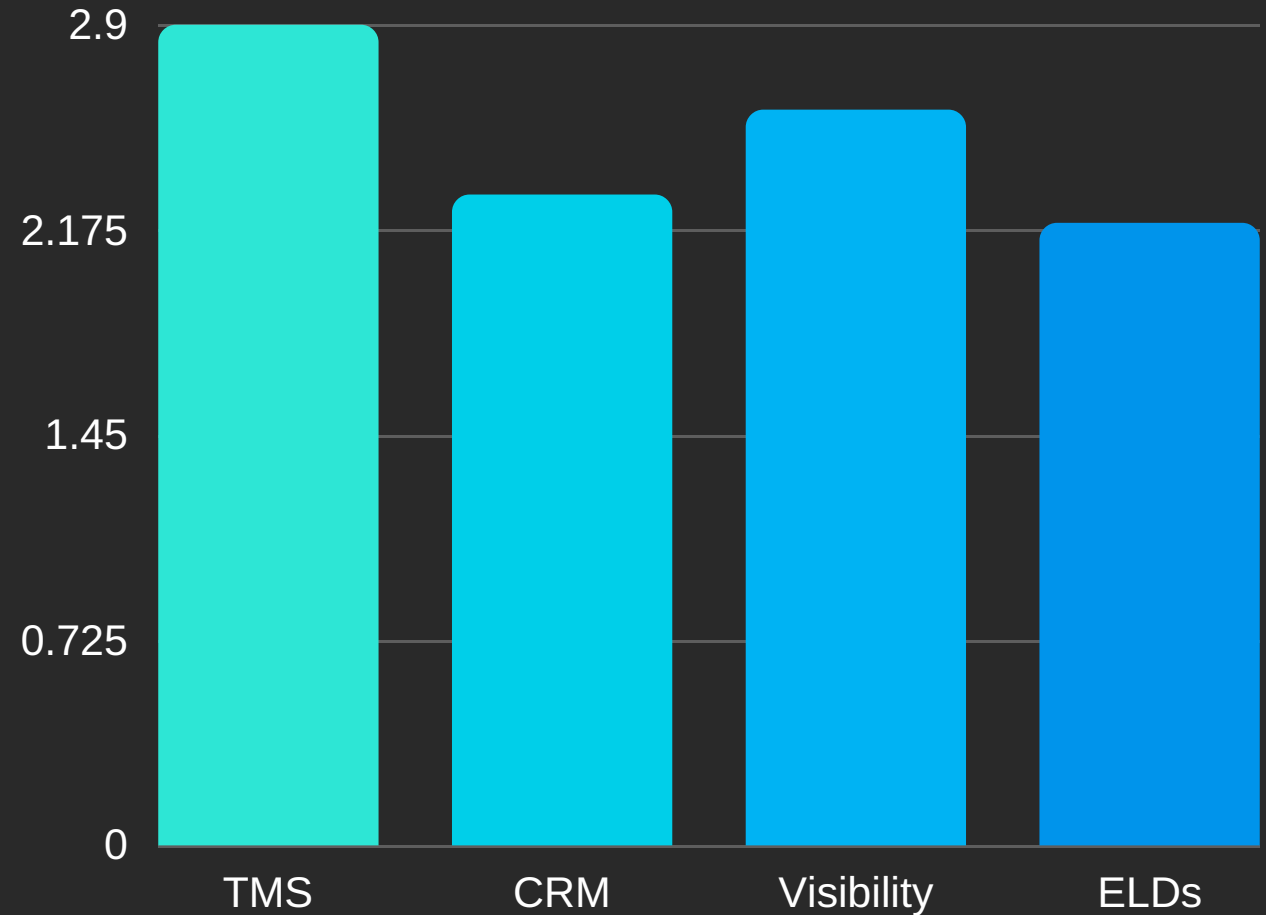
Rank - 4 most time energy; 1 least time energy

# Time Energy expended on PEOPLE



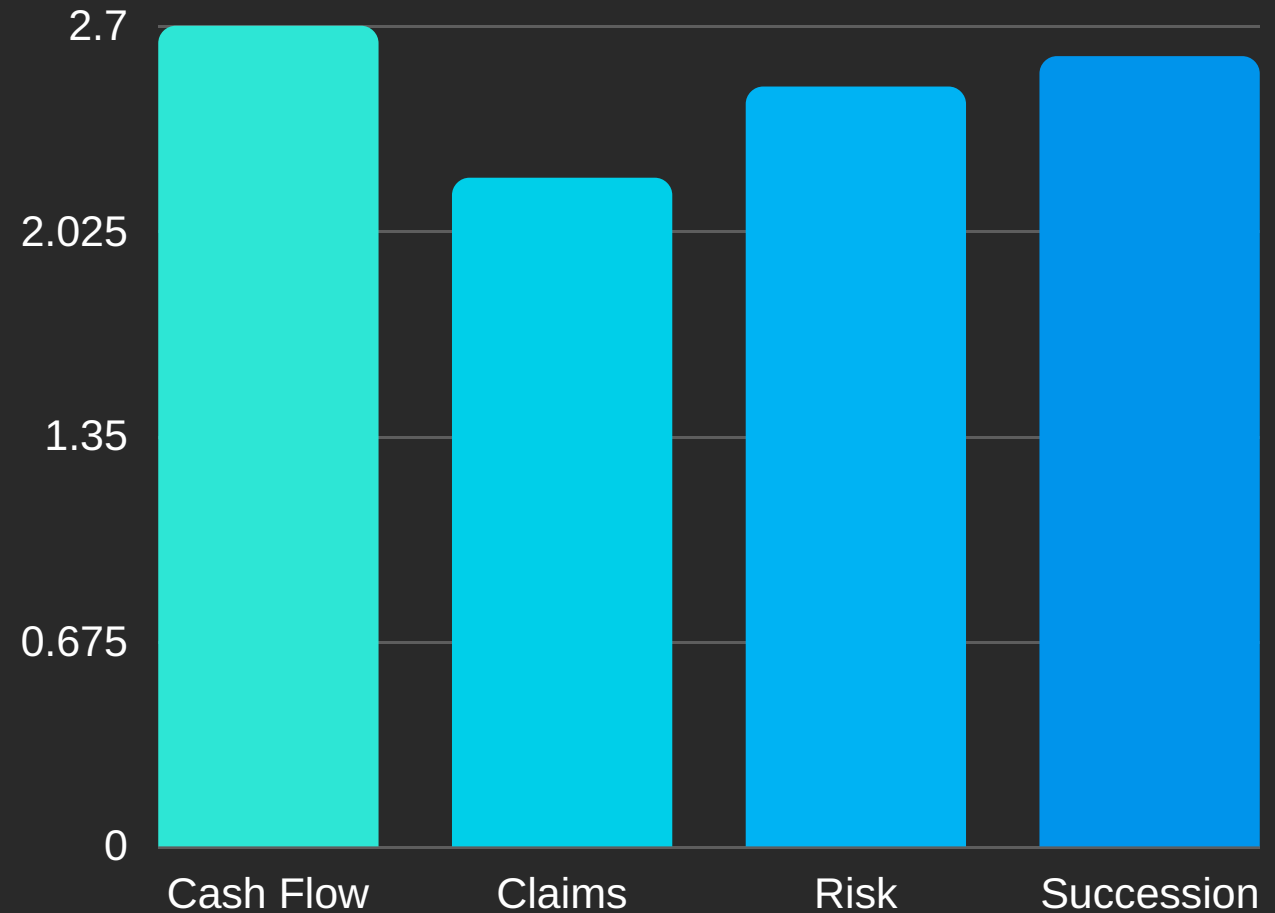
Rank - 4 most time energy; 1 least time energy

# Time Energy expended on TECHNOLOGY



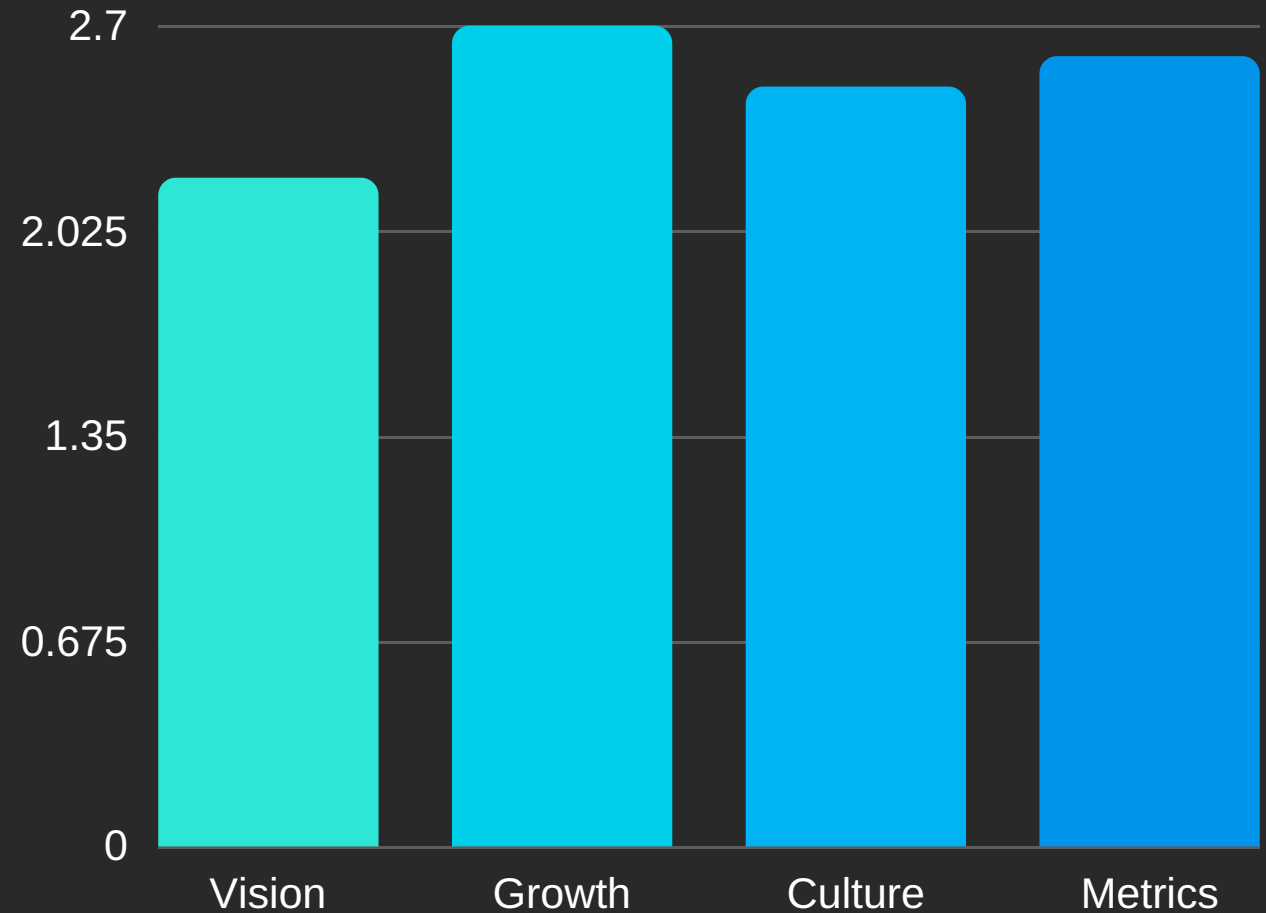
Rank - 4 most time energy; 1 least time energy

# Time Energy expended on BUSINESS CHALLENGES



Rank - 4 most time energy; 1 least time energy

# Time Energy expended on STRATEGY



Rank - 4 most time energy; 1 least time energy