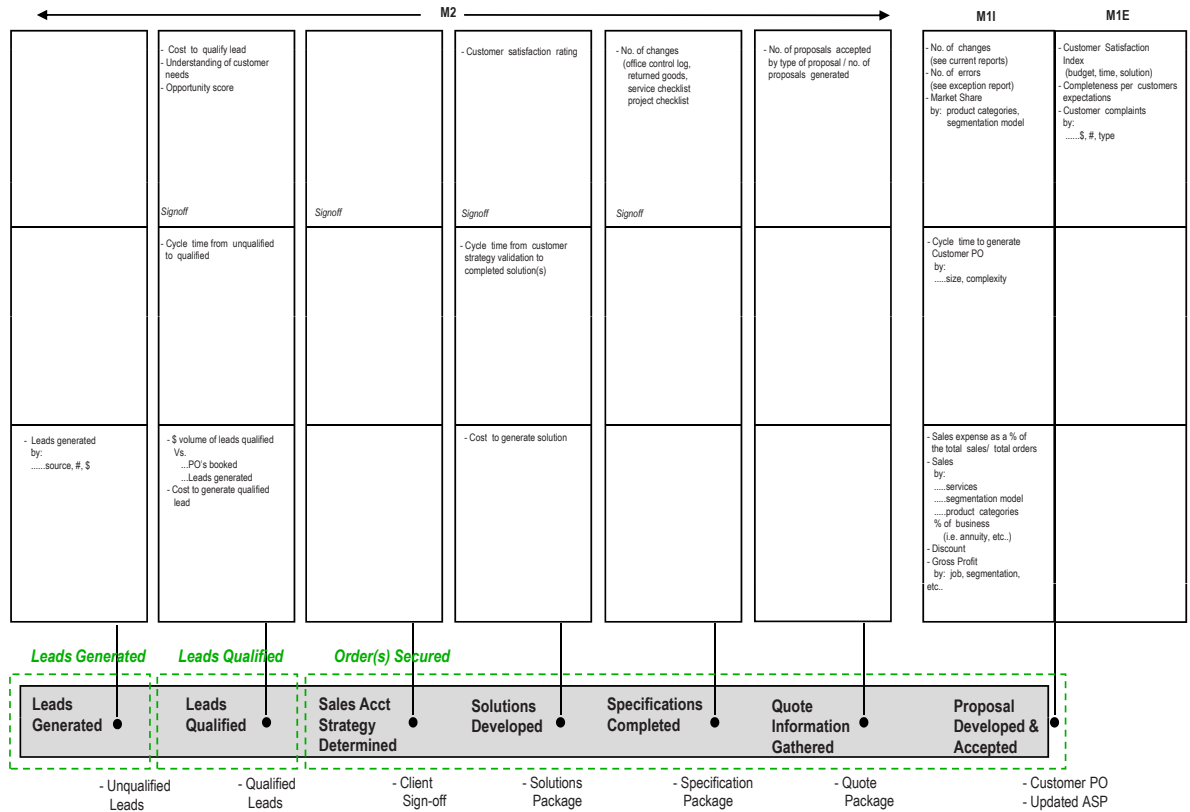
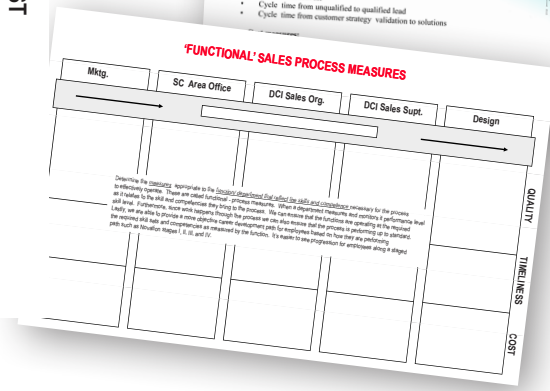
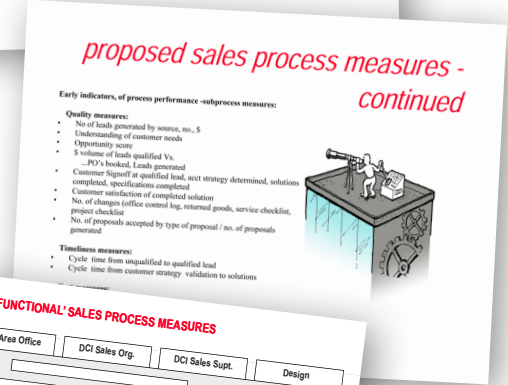
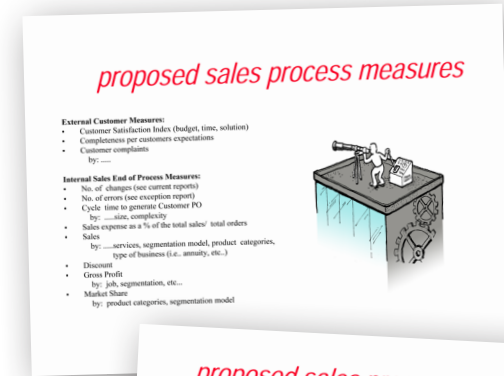




### SALES PROCESS MEASUREMENT CHAIN



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developed with:  
**Steelcase**

## Sales Operating System

A systematic approach to selling the products and services resulted in reduction in customer and seller risk management, standardized customer interaction during selling and leading performance indicators to manage financial business objectives.