5 Presentation Silver Bullets

Mike Parkinson
Billion Dollar Graphics
“It’s not what you want to say, it’s what you want to cause.”

—Andy Bounds, The Jelly Effect
Bring the future into the present.
STOPS fraud and theft before it happens.

- **Starts** protection protocols immediately
- **Confirms** identity and credentials
- **Denies** inconsistent reports
Highlights & Benefits

- Free to hotels
- Easy to navigate & saves on administrative work
- One hotel profile fulfills the needs of 4 applications
- Hosts multiple email address options – accommodates various contacts
- Built in network of support: BPC’s, inside sales, and technical help
- RFP Hotel & Account statuses predominantly displayed for each client
- RFP Account Manager = specific Choice contact for each bid
- RFP data archived and readily available for historical reference
A Better Solution

- **Saves Money**: Free to hotels
- **Easier**: User-friendly, intuitive interface
- **Faster**: Fulfills the needs of 4 applications
- **Built in network of support (BPC’s, inside sales, and technical help)**
- **RFP Hotel & Account status displayed for each client**
- **Choice RFP Manager assigned to each bid**
- **Multiple email address options = multiple contacts**
- **RFP data archived and available**
PRI Lifecycle

1. Assess Origination & Program
   - Identified by Program Officers
   - Strategic fit and expected social return
   - Enterprise need for capital

2. Review Financials
   - Enterprise financial health
   - Expected financial return calculations
   - Appropriate capital structure
   - In-house for basic loans
   - May be outsourced for complex vehicles (equity) or sectors (e.g. real estate)

3. Legal Review
   - Exit feasibility / market liquidity (equity)
   - Follow-on rounds and repayment (debt)
   - Recycle returned PRI principal

4. Execute
   - Monitor and report

Key Benefits:

- Efficient (5 days)
- Lower cost ($800 per application)
- Low risk of errors (1 in 1,000)

Save $1.2M Annually and Process More Applications
Guaranteed **Quarterly Software Releases**

Queue (Bug Fixes and Updates) → Mobile Package Collaboration (Prioritize and Approve) → Finalized Mobile Package (125 FPs max.) → ReleasePlus™ (Workload Capacity: 125 FPs) → Quarterly SW Releases
“Tell me a fact and I’ll learn. Tell me a truth and I’ll believe. But **tell me a story** and it will live in my heart forever.”

—Native American Proverb
Data Tools

Search Tools

• Same platform
• Hardware agnostic
• One GUI

$ 32% Cost Saved
42.1M International Users
91 Awards
96M Increased Revenue
APT Process
Lowers Transition Risk

Old System
- Frequent outages
- Not supported
- Costly training
- Slow

New System
- 99.9% up time
- Free support
- Intuitive
- 79% faster

Analyze
- Review current needs and system

Plan
- Develop plan and review new system specs

Test
- Analyze results and modify

Deploy
- Begin using and monitoring new system

NEW SYSTEM
• Neat G adaptable G
time G
• Free G support G
• Intuitive G
• Faster G
Online
Users Report Results That Automatically Improve System

Make
Interactive Report Portal

Launch
Solutions Globally

Allocate
Assign Solutions Based on Findings

Compare
Assessment Metrics Over Time

Review
Three Level Assessments

Collect
Documentation and Reports
Develop Better Software Faster

1. Requirements
   - Users
   - Customers
   - Executives
   - Developers
   - Testers

2. Product Backlog
   - Select Features from Wish List

3. Release Backlog
   - Prioritize and Estimate Time for Selected Features
   - 16 hrs, 32 hrs, 14 hrs

4. Sprint Backlogs
   - Daily 10 Minute Stand-up Meets with SCRUM Master and SMEs
   - 4-12 Concurrent Sprints (3-30 Days Each)

5. Software Ready

(SMEs Estimate Time, Execute Sprints, and Test SW)

Bumdown Chart (Controls Schedule and Cost)

(Project Manager) SCRUM Master

(Please Select Best Features) Product Owner

(Users, Customers, Executives, Developers, Testers)
Best Value… Guaranteed

Best Value Price Justification Matrix

1. Low Price, High Risk
2. Low Quality, Medium Risk
3. High Quality, High Risk
4. Medium Price, Medium Risk
5. High Performance, High Risk
6. High Schedule, Low Risk
Best Value… Guaranteed

Best Value Price Justification Matrix

25% Less

<table>
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<tr>
<th></th>
<th>PRICE</th>
<th>RISK</th>
<th>QUALITY</th>
<th>PERFORMANCE</th>
<th>SCHEDULE</th>
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</tbody>
</table>
Best Value... Guaranteed

Best Value Price Justification Matrix

Cost

Value

+ 6M 20 62 99

SCHEDULE

PRICE RISK QUALITY PERFORMANCE

25% Less

+
Key Themes

- Humor
- Friendship
- Fun
- Adventure
- Loyalty
key themes

- FUN
- ADVENTURE
- FRIENDSHIP
- HUMOR
- LOYALTY
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</tbody>
</table>

www.powtoon.com/presentation/5-best-presentations/
AVERAGE SPEED 48
AVERAGE SPEED 28
GDS Division
• Strength: medical marketing and research leader
• Weakness: sales, staffing

GDT Division
• Strength: medical supply sales leader
• Weakness: marketing and research, overstaffed
Make Your Job Easy...

Work is Easier and Done Faster
Make Your Job Easy…

Collect

Important?

Time Sensitive?

Can You Do It?

To Do

Work is Easier and Done Faster

- Users
- Reviews
- Quality Control
- Evaluators
- Impacts others
- Impacts other software, hardware, or processes
- Marked high value need in reports
- Connected to event less than 1 month away
- Connected to past due deliverables
- Easy to learn how to resolve
- Within your skill set
- Within the skill set of your core team
- Easy to learn how to resolve
- Prioritize as you prefer
- Post as completed (do not wait for end of day)
Relationship

(Most graphic types can show relationships between elements. The graphic types pictured here are those most often used.)
Request Order and Damaged Part Arrives at CGC Repair Station

Part Repaired and Shipped

Client Needs Part?

Yes
Refurbished Part Sent to Client (within 24 Hours)

No
Refurbished Part Sent to Warehouse for Future Parts Needs
(1) Request order and damaged part arrives at CGC Repair Station

(2) Part repaired and shipped

(3a) Refurbished part delivered to client **within 24 hours**

(3b) Refurbished part sent to warehouse for future parts needs
Broker Commissions PI Program DMAIC Process

Define → Measure → Analyze → Improve → Control

Define the problem, understand system, initial findings
Understand Cost of Quality
Analyze how to improve
Implement improvements
Implement continuous improvement control mechanisms
Broker Commissions PI Program DMAIC Process

- Define problem
- Understand system
- Initial findings
- Understand quality cost
- Analyze how to improve
- Implement improvements
- Implement continuous improvement control mechanisms

DMAIC Process
PRI (Bad Slide)

**Origination & Program Assessment**
- Identified by Program Officers
- Strategic fit and expected social return
- Enterprise need for capital

**Financial Review**
- Enterprise financial health
- Appropriate capital structure
- Expected financial return calculations

**Legal Review**
- In-house for basic loans
- May be outsourced for complex vehicles (equity) or sectors (e.g. Real Estate)

**Execution**
- Monitoring & reporting
- Follow-on rounds and repayment (debt)
- Exit feasibility / market liquidity (equity)
- Recycling of returned PRI principal
What is PRI?

The PRI Engine

Origination and Program Assessment
Financial Review
Legal Review
Execute
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Origination and Program Assessment
Financial Review
Legal Review
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CONCERN: EAP Services

• Work/Life Benefits
  – Parenting and Childcare Resources
  – Eldercare Services
  – Financial Counseling
  – Legal Consultations
• Short Term Counseling 1-5 visits per issue per 12-month period
• Free Confidential – 24/7 800 number answered “live”
Improve Employee Performance

Work/Life Benefits
- Parenting and Childcare Resources
- Eldercare Services
- Financial Counseling
- Legal Consultations

Short Term Counseling
- 1-5 visits per issue per 12-month period

“Live” 800 Number

- Improved workplace health and morale
- Improved performance
- Reduced sick days
Our Fastest Hardware Ever

At up to 7x faster, ID3 eclipses ID1 and ID2. ID3 was developed in under 1 year.

- Bullet one text here
- Bullet three content in this area
- Avoid too much text
- Keep it simple
Faster Hardware

ID3 is 12x faster than GSD for the same price and configuration options.

- Bullet one text here
- Bullet three content in this area
- Avoid too much text
- Keep it simple
Leave a Legacy: Get a Grant Named After You

- $1 - $100
- $101 - $500
- $501 - $2000
- $1001 - $10,000
- $50K - $90K
- $90K+

$10K - $50K
Marketing Amplitude = Revenue

- eLearning Division: $4.8M
- Software Division: $3.4M
- Hardware Division: $2.3M
Get What You Want—Participate

- Scholarship Continues
- Increases GPA
- Improves Learning
- Increases Post College Starting Salary
Resource Allocation

Place additional content here. Your content can be placed in this area. More content here.
Battlespace Intelligence
3 critical components in today’s drill…

Satellite Data
Your details here. More information here.

Reference Point
Your details here. More information here.

Your Position
Your details here. More information here.

How to pinpoint a target.
4 Solutions

- **Technology:**
  - Google DB
  - ASD
  - iVENT

- **Tools:**
  - Google Docs
  - MS Office

- **People:**
  - PhDs with 10+ years’ experience

- **Processes:**
  - eLearning
  - QC
  - Oversight
Cloud Computing
The benefits of cloud-based architectures include...

- Scales as needed
- Available everywhere
- Faster than any other solution
- Works with legacy systems
Cloud Computing
The benefits of cloud-based architectures include...

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- Available everywhere
- Faster than any other solution
- Works with legacy systems
Census Process

Conducting the census requires four key steps. Each step is critical to an objective, metric-based approach to collecting and sharing census data.
LEARNING SOFTWARE
Supports all of the companies needs out of the box.

The constellation of features and support...
When Are We Done?

Collection from Zone 1
Collection from Zone 2
Collection from Zone 3
Divide and Catalog

Phase 1
- Bullet text here
- Place your text here
- Your bullet text here
- Bullet text here

Phase 2
- Bullet text here
- Place your text here
- Your bullet text here
- Bullet text here

Phase 3
- Bullet text here
- Place your text here
- Your bullet text here
- Bullet text here

Phase 4
- Bullet text here
- Place your text here
- Your bullet text here
- Bullet text here

2015
2016
PHASED GROWTH

Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here.

1. STAGE 1
   Place additional content here.

2. STAGE 2
   Place additional content here.

3. STAGE 3
   Place additional content here.

4. STAGE 4
   Place additional content here.

5. STAGE 5
   Place additional content here.
3 Parts Ensure Agency Growth

Looking at our agency as a living, growing organism...

Branch
Place additional content here. Your content can be placed in this area. Place additional content here.

Leaf
Place additional content here. Your content can be placed in this area. Place additional content here.

Root
Place additional content here. Your content can be placed in this area. Place additional content here.
How We Did It
More than meets the eye.

Level 5
Level 4
Level 3
Level 2
Level 1

- Place your content-specific text here
- Your text can be placed here
- Add your content here if needed
How We Did It
More than meets the eye.

Below the surface...
- Add or delete levels easily
- Remove the elements to be deleted
- Place additional content here
- Your content can be placed in this area
- Place additional content here

• Place your content-specific text here
• Your text can be placed here
• Add your content here if needed
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<tr>
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<th>48%</th>
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<table>
<thead>
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<th>Element Two</th>
<th>10,868</th>
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</thead>
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<tr>
<td>Place additional content here. Your content can be placed in this area. Place more words here, if needed. Your goal is to use less text.</td>
<td></td>
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<table>
<thead>
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<th>7 in 10</th>
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<tr>
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<td></td>
</tr>
</tbody>
</table>
HOW CONFLICT OCCURS

PLACE ADDITIONAL CONTENT HERE. YOUR CONTENT CAN BE PLACED IN THIS AREA. TYPE MORE WORDS HERE IF NEEDED.

PLACE ADDITIONAL CONTENT HERE. YOUR CONTENT CAN BE PLACED IN THIS AREA. ADD YOUR WORDS HERE.
Finding Solutions
Place additional content here. Your content can be placed in this area.

Option One
- Sample text here
- Your text placed here
- Add content here if needed

Option Two
- Sample text here
- Your text placed here
- Add content here if needed

Option Three
- Sample text here
- Your text placed here
- Add content here if needed

Option Four
- Sample text here
- Your text placed here
- Add content here if needed
Element One

Place additional content here. Your content can be placed in this area. Type more words here if needed. Your content can be placed in this area.

Unifying Element

- Place more words here
- Your content can be here
- Type more here if needed
- Your content can be here

Element Two

Place additional content here. Your content can be placed in this area. Type more words here if needed. Your content can be placed in this area.

Bringing it Together

Place additional content here. Your content can be placed in this area. Type more words here if needed. Your content can be placed in this area. Place additional content here. Add your words here.
Cost Cutting Tasks
Step 1: Collect Metrics
Step 2: Analyze Spending
Step 3: Analyze Cashflow
Step 4: Prioritize and Schedule (Triggers)
Step 5: Measure Success and Failure
Step 6: Correct as Needed

$36%

2014

Place additional content here. Your content can be placed in this area. Type more words here if needed. Your content can be placed in this area. Place additional content here. Add your words here.
Save Your Business

- Natural disaster
- Human error
- Legal issues
- HR challenges
no visuals  visuals
When scaling, group all elements to be scaled. Scale as needed. Use the "Increase Font Size," "Decrease Font Size" buttons or manually change the font size for the editable text.
<table>
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<th>Company C</th>
<th>Company D</th>
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<td>Function Number Eight</td>
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<td>🟢</td>
<td>🟢</td>
<td>🟢</td>
<td>🟢</td>
<td>🟢</td>
</tr>
</tbody>
</table>
Location X
Place your details or bullets here. More text can be placed here.

Location X
Place your details or bullets here. More text can be placed here.

Location X
Place your details or bullets here. More text can be placed here.

Location X
Place your details or bullets here. More text can be placed here.
Repeatable Process Title Here

Process Step 1
Words Here

Process Step 2
Words Here

Process Step 3
Words Here

Process Step 4
Words Here

Process Step 5
Words Here

- Place information in this location
- More data can be placed here, if needed
- Place your information here

- Place information in this location
- More data can be placed here, if needed
- Place your information here
Place your blowout content here. Your content can be placed in this area. **Place additional content here.** Content can be placed in this area. Place more content here. Your information can be placed in this area. “"
Place your blowout content here. Your content can be placed in this area. **Place additional content here.**
Experience

Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place content here. Place additional content here. Your content can be placed in this area.
Your content can be placed in this area. Place additional content here.

Place more content in this location. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here.

Skills

• Place additional content here
• Your content placed here
• Place additional content here
• Your content can be here
• Information here

• Place additional content here
• Your content placed here
• Place additional content here
• Your content can be here
• Information here

Education

Additional content here. Your content can be placed in this area. Place additional content here. Place additional content here.

Your content can be placed in this area. Your content can be placed in this area. Place additional content here.

Your content can be placed in this area. Place additional content here. Your content can be placed in this area.
Jennifer Bock
Position Title Here
Accreditation

Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here.

• Place additional content here
• Your content can be placed in this area
• Place additional content here
• Your content can be here
• Information here

Place more content in this location. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here. Place additional content here. Your content can be placed in this area. Place additional content here. Your content can be placed in this area. Place additional content here.

Awards and Honorable Mentions
• Place additional content here.
• Your content can be placed in this area. More words in this location.

Experience:
15 years

Certifications:
• APMP
• DSCG
• HH3
• TSSR Level 3

Reviews:
“Jennifer always exceeds expectations. Her professionalism is 100%.”

“Jennifer is proactive. She anticipates future needs and delivers a superior work product.”

“Jennifer is an ‘A Player.’”

Team Rating: 98%
Your Title Here

Subtitle Here

This is placeholder text. Real text can be placed here. Your content placed here. Alternatively, you can use this text instead of pasting your content. This is placeholder text. Real text can be placed here. Your content placed here. Alternatively, you can use this text instead of pasting your content.

Real text can be placed here. Your content placed here. Alternatively, you can use this text instead of pasting your content. This is placeholder text.

Alternatively, you can use this text instead of pasting your content. This is placeholder text.

Your content placed here. Alternatively, you can use this text instead of pasting your content. This is placeholder text.
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