

# Agenda

**Paul Galant**  
*Vision*

Driven by clients' current and future needs

**Vin D'Agostino**  
*Strategy*

Defining market dynamics and strategy for growth

**Glen Robson**  
*Solutions*

Launching next-generation, client-centric devices and services

**Joe Mach**  
**June Felix**  
**Carlos Lima**  
**Steve Aliferis**  
*Regional Leadership*

Delivering global solutions locally

**Sheetal Shah**  
*Operations*

Increasing efficiency and discipline

**Marc Rothman**  
*Finance*

Driving improved results and delivering greater shareholder value





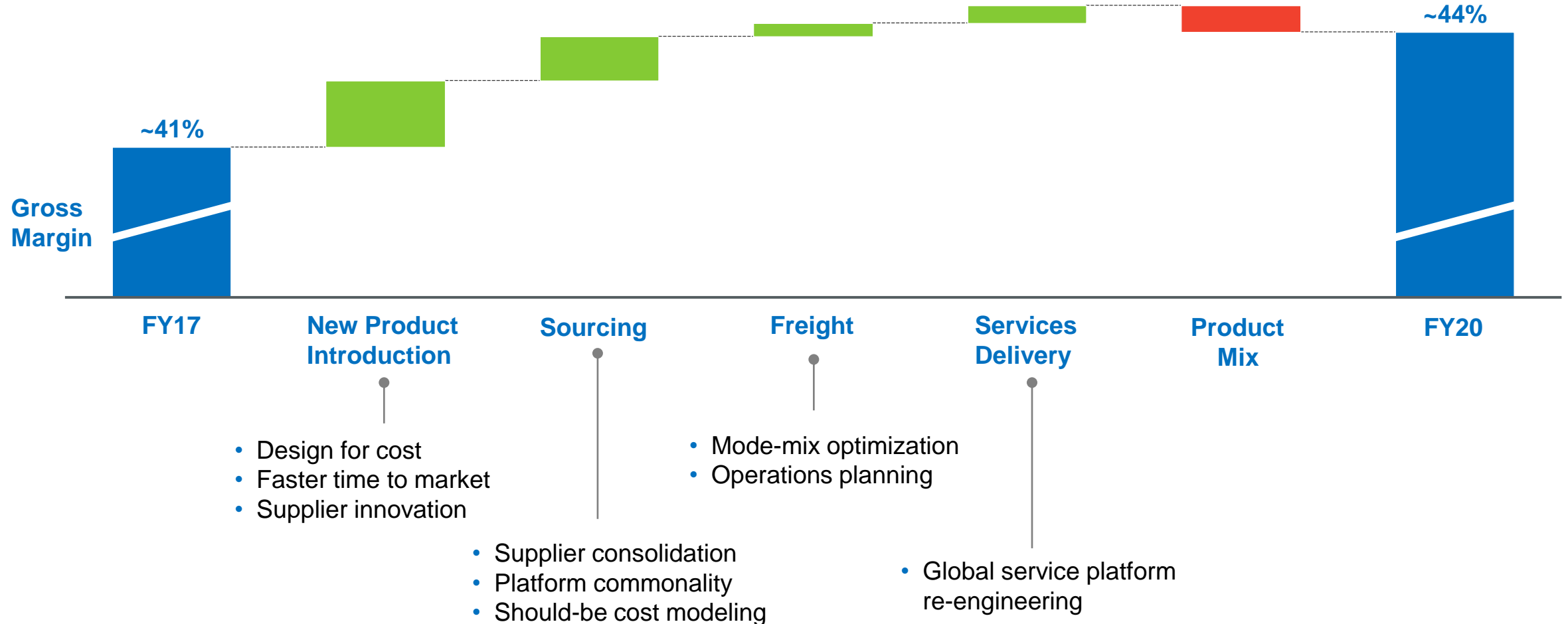
Operational Imperatives

Driving a new standard of execution for our solutions to deliver faster with better margins

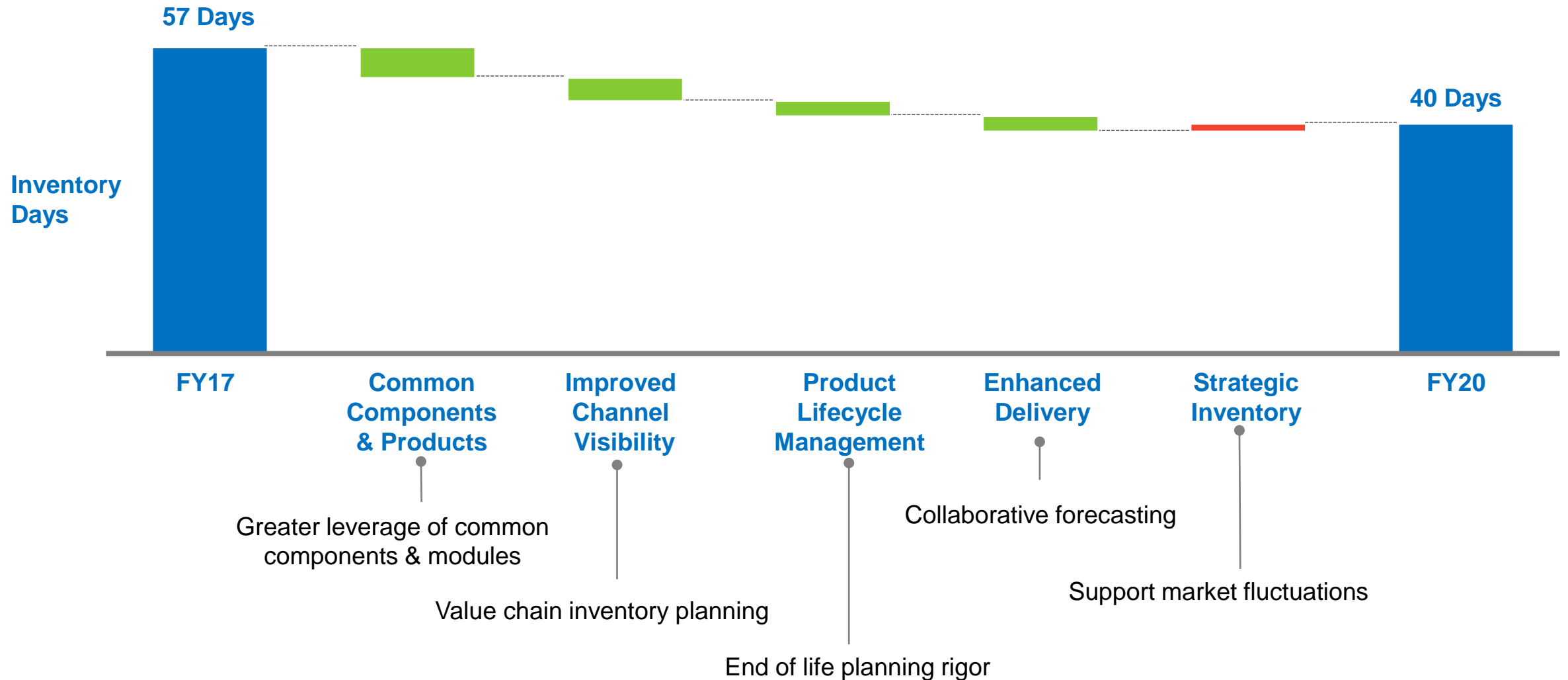
# We have made material progress on our top operational imperatives ...

		<u>FY14</u>	<u>Today</u>	<u>Results</u>
<b>1</b>	<b>Faster Time To Market</b>	<ul style="list-style-type: none"> <li>• <b>Highly fragmented</b> between core engineering &amp; client implementations teams</li> </ul>	<ul style="list-style-type: none"> <li>• Integrated <b>end-to-end</b> solution deployment</li> </ul>	<ul style="list-style-type: none"> <li>• <b>25% reduction</b> in time to market</li> </ul>
<b>2</b>	<b>Total Cost Management</b>	<ul style="list-style-type: none"> <li>• Fragmented &amp; <b>de-centralized</b> supply chain</li> <li>• <b>Undisciplined</b> supplier selection</li> <li>• <b>No leverage of common components</b></li> </ul>	<ul style="list-style-type: none"> <li>• Strategic &amp; <b>streamlined</b> supply chain</li> <li>• <b>Strategic</b> partnering</li> <li>• <b>Common</b> components across devices</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$15M incremental reduction</b> in costs for component &amp; manufacturing</li> <li>• <b>13% increased</b> spend with strategic partners</li> <li>• <b>30% improved</b> platforming</li> </ul>
<b>3</b>	<b>Operational Excellence</b>	<ul style="list-style-type: none"> <li>• <b>Disconnected</b> demand &amp; supply planning</li> <li>• <b>Inefficient</b> device services footprint</li> </ul>	<ul style="list-style-type: none"> <li>• <b>End-to-end</b> Sales &amp; Operations planning</li> <li>• <b>Consolidated</b> service network</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$6.8M freight cost reductions</b></li> <li>• <b>Eliminated a third of our global repair sites</b></li> </ul>

# Driving gross margin improvement of 300bps by FY20



# Drive inventory days ~30% lower



Our efforts to drive efficiency and discipline will result in improved operating margin

