

ALLIANCE PROGRAM OVERVIEW

STRATEGIC COLLABORATIONS LEAD TO TOP-LINE GROWTH AND BOTTOM-LINE RESULTS



Plenum is a trusted business advisor and revenue development firm. We help our clients increase top-line growth, bottom-line results and create their futures by providing them the right advice and tailored solutions for their individual needs. And, to provide our clients with the best business solutions in the market-place, we built an alliance program that allows us to work together with leading partners in a number of different industries. These key relationships mean that we have the strategic resources to deliver innovative and comprehensive revenue solutions that directly affect top-line growth and bottom-line results.

Proven Solutions And Measurable Value

To remain competitive in today's dynamic global economy, your organization must explore new ways of doing business—gaining and maintaining market share requires innovation and collaboration. Our alliance program enables a joint commitment from both Plenum and our alliance partners. It focuses on

revenue solutions, sales training and operational efficiency that deliver maximum results to your organization. Our alliance program enables us to:

- Focus on a select portfolio of alliance partners with proven success.
- Reduce risk through upfront collaboration and joint delivery.
- Leverage industry-relevant solutions based upon your unique needs.

Why Plenum?

Experience, Flexibility, Client Focus

We address your organization's needs through five channels:

- Business Development Programs
- Strategic Sales Training
- Financial Services
- Outsourcing
- Operational Efficiency

Within each channel, Plenum works shoulder-to-shoulder with experienced partner teams to ensure that only solution-specific programs customized to your



specific needs are presented based upon your organization's goals, objectives and capabilities. By leveraging relationships with our alliance partners, we can also help your organization reduce risk, achieve better operational efficiency, achieve faster results and deliver tangible top-line growth and bottom-line results.

How Our Alliance Program Works

Plenum professionals work closely with teams from our alliance partners to build solution execution plans designed to deliver results to our clients. The solution plan establishes joint opportunities and success metrics. The alliance teams execute the plans, working collaboratively to drive the program and achieve the alliance and client goals.

Our Resources

We have invested significant resources building our alliance program. Our results-based approach provides a win-win strategy for our alliance partners, our clients and our teams.

Alliance Program Management

Plenum is committed to alliance program management by remaining involved throughout the process. Our alliance staffing varies depending on client need.

It's our unique ability to see future revenue opportunities that sets us apart.

Top-Line Growth. Bottom-Line Results.

We are a revenue development company for emerging and medium-sized businesses. Unlike most consulting firms, our end product is not a multi-page report arising out of a protracted study. Rather, working shoulder-to-shoulder with our clients, we actively seek out and deliver tangible business opportunities that drive incremental top-line growth and bottom-line results.

To learn more, contact us at 949.218.8657 or visit our Web site at www.plenumrevenuegroup.com.



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