Our Big Idea

Logic Business Executive Team will create and manifest business opportunities with Senior Key Contacts of Top 25 accounts in market.

While cultivating deep relationships, this will **lead and support the evolution** of key initiatives aligned to objectives for the company focusing on transforming these accounts into advocate and growing revenue by:

1. **Protecting higher ARPU Wallet Share** | DIA & MPLS.
2. **Acquire New Logos:**
   - Unearth Big Deals | MRC$>50K & NRC$>500K.
   - Influence RFP/ Buying process and requirements.

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Ex-Spo Objectives

Provide strategic direction, and a long-term road map through senior level relationships to support Viya's sustained growth and future performance.

By delivering white-glove service to our top clients, our account executives can close deals faster and establish more long-term relationships with Government and large Enterprises .

Catalyse and influence behaviours, agendas, & changes of Government and large Enterprises through technology to execute strategic objectives.

Reassuring clients when they express doubts and providing the encouragement clients need to take the next step. Never underestimate the power of human connection especially at C- level.

Balance capabilities, talent, costs, and service levels to fulfill Viya's core responsibilities efficiently.

Ensuring a project's goals are aligned with the overall company strategy. Meanwhile providing ongoing direction to the C-level Exec's during meetings.

Ex-Spo Proposed System

May 1st

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Introductions/ Organic Communication
- Unscheduled call

Face to Face Meeting
- Q4
- FY24 Planning.

Face to Face Meeting
- Q2
- Possible identification of long-term goals/ objectives.

Account Planning
- Q3
- Deep Dive Meeting with AM and supporting Team members on long term projects.

Catch Up
Check-in:
- Coffee Meeting
- After work drink
- Social Event/ Sporting Activity

Organic Communication
- Unscheduled Call
- Texts

Executive Sponsorship Journey

1
2
3
4
5
6

Expected Outcome/ KPI:
1 x Deep Dive Meeting in Q3/ Q4 with ATNi SME and Exec Teams.

Top Account	Senior Key Contact	Title/Position	Viya Exec Sponsor	Account Manager
Dept. of Education	Dionne Wells Hedrington, Ed.D	Commissioner	Geraldine Pitt	Donna Pitman
D173 DEPT OF HUMAN SERVIC	Kimberley Causey-Gomez	Commissioner	Carl Momplaisir	Abigail Atwell
DEPARTMENT OF HEALTH	Justa Encarnacion	Commissioner	Carl Momplaisir	Abigail Atwell
VI POLICE DEPARTMENT	Ray Martinez	Commissioner	Julio Rhymer	Abigail Atwell
D255 INTERNAL REVENUE BUR	Joel Lee	Director	Daniel Olivier	Abigail Atwell
DEPT LICENSING & CONSUMER AFFAIRS	Richard Evangelista	Commissioner	Jennifer M-King	Abigail Atwell
VI HOUSING AUTHORITY	Lydia Pelle	COO	Jennifer M-King	Donna Pitman
V I PORT AUTHORITY	Carlton Dowe	Executive Director	Geraldine Pitt	Abigail Atwell
VI WATER & POWER AUT Y	Andrew Smith	CEO	Geraldine Pitt	Abigail Atwell
LIMETREE BAY TERMINALS LLC	Todd Dillabough	CEO	Julio Rhymer	Abigail Atwell
DEPT OF PLANNING & N L RESOURCES	Jean Pierre Oriol	Commissioner	Julio Rhymer	Donna Pitman
DEPT OF PUBLIC WORKS AN	Derek Gabriel	Commissioner	Daniel Olivier	Abigail Atwell
VI GOVT EMPLOYEES' RETIREMENT SYSTEM	Austin Nibbs	Administrator	Julio Rhymer	Donna Pitman
BUREAU OF INFORMATION TECH	Rupert Ross	Director	Julio Rhymer	Abigail Atwell
UNIVERSITY OF THE V I	Sharlene Harris	CIO	Geraldine Pitt	Abigail Atwell
MARSHALL & STERLING	Jim Dahoney	COO	Morris Reid	Abigail Atwell
VI LEGISLATURE	Donna Frett Gregory	Senate President	Geraldine Pitt	Abigail Atwell
DEPT OF LABOR	Gary Molloy	Commissioner	Geraldine Pitt	Abigail Atwell
TJ OCEAN AUTO I LLC	Denise Hannah	CEO	Carl Momplaisir	Abigail Atwell
DIAGEO USVI INC	Cynthia Arnold	VP, Operations	Julio Rhymer	Abigail Atwell
CRUZAN RUM-JIM BEAM	Lester Burgos	General Manager	Carl Momplaisir	Abigail Atwell
D185 DEPT OF PROPERTY & PROCUREMENT	Lisa Alejandro	Commissioner	Daniel Olivier	Donna Pitman
MERCHANTS COMMERCIAL BANK	Kirk Callwood	Vice President & COO	Julio Rhymer	Donna Pitman
D248 VI HOUSING FINANCE A ITY	Dayna Clendenin	Executive Director	Julio Rhymer	Abigail Atwell
D536 ECONOMIC DEVELOPMENT ORITY	Wayne Biggs	CEO	Daniel Olivier	Donna Pitman

Ex-Spo Scheduling

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		MAY	JUN	JUL	AGO	SEP	OCT	NOV	DIC
GERALDINE	Dept of Educ & VI Port Auth	1-6		1-6		1-6		1-6	
	VI Water/ Power & Univ of VI	21-27		23-29		17-23		19-25	
	VI Leg & Dept Labor		11-17		13-19		15-21		10-16
JULIO	VI Police Dept & Limetree Bay Term	1-6		1-6		1-6		1-6	
	Dept Plan & NL Res & VI Govt Emp Retirement	21-27		23-29		17-23		19-25	
	Bur of Inform Tech & Diageo USVI		4-10		6-12		8-14		3-9
	Merchants Com Bank & VI Housing Fin		18-24		20-26		22-28		10-16
MORRIS	Marsh & Sterl	1-6		1-6		1-6		1-6	
JENNIFER	Dept Lic & Cons Aff	1-6		1-6		1-6		1-6	
	VI Housing Auth		1-6		1-6		1-6		1-6
DANIEL	Internal Rev. & Dept of Pub Work	1-6		1-6		1-6		1-6	
	Dept Prop & Proc & Economic Dev		1-6		1-6		1-6		1-6
CARL	Dept Hum Res & Dept Health	1-6		1-6		1-6		1-6	
	TJ Ocean Auto & Cruz Rum- JB		1-6		1-6		1-6		1-6