

Large Account Management Process (LAMP) Strategic Account Analysis

Abstract

MILLER
HELMAN

SITUATION APPRAISAL		STRATEGY		ACTION PLAN											
<p>Selling Organization Team</p> <p>Role</p> <p>Spencer</p>	<p>Our View</p> <p>Now</p> <p>Last Year</p> <p>1 Year</p> <p>3 Years</p>	<p>Buyer's View</p> <p>Field of Play's View</p> <p>Now</p> <p>Last Year</p> <p>1 Year</p> <p>3 Years</p>	<p>Single Sales Objectives</p> <p>Who</p> <p>When</p>	<p>Sales/Support Programs</p> <p>Who</p> <p>When</p>											
<p>Field of Play Strategic Players</p> <p>Role</p> <p>Spencer</p>	<p>Charter Statement</p>	<p>Goal</p>	<p>How We Will Get There</p>	<p>Activity</p> <p>Who</p> <p>When</p>											
<p>Where We Are Today</p>	<p>Where We Want To Go</p>	<p>Objectives</p> <p>Focus Investments</p> <p>High Investments</p> <p>Revenue Targets</p> <table border="1"> <thead> <tr> <th>Time Period</th> <th>Low</th> <th>High</th> <th>Realistic</th> </tr> </thead> <tbody> <tr> <td>Time Period</td> <td>Low</td> <td>High</td> <td>Realistic</td> </tr> <tr> <td>Time Period</td> <td>Low</td> <td>High</td> <td>Realistic</td> </tr> </tbody> </table>	Time Period	Low	High	Realistic	Time Period	Low	High	Realistic	Time Period	Low	High	Realistic	<p>How We Will Get There</p> <p>Review LAMP Plan with Management</p> <p>Review LAMP Plan with Customer</p> <p>Review LAMP Plan (90 days)</p>
Time Period	Low	High	Realistic												
Time Period	Low	High	Realistic												
Time Period	Low	High	Realistic												

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