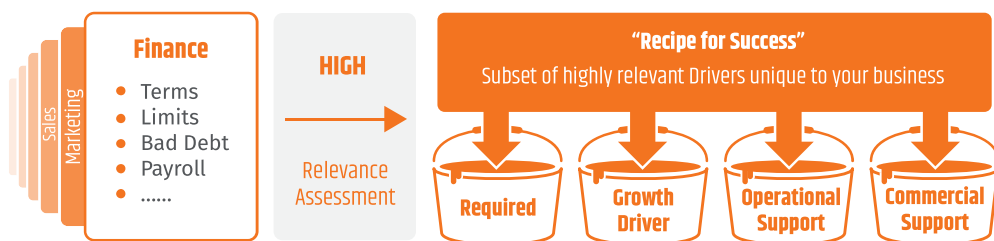


1

## Determine Relevance of Key Business Drivers

↓  
**INPUT**

- ✓ Key Objectives
- ✓ Market Dynamics
- ✓ Best Practice
- ✓ Competitive Landscape
- ✓ TFS Experience
- ✓ Team Input



What do we need in place across functions to ensure success?

Universe of 200+ Business processes – "The Drivers" – that impact success in international markets

2

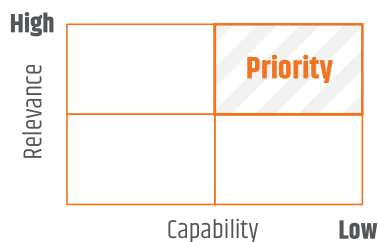
## Assess Current Capabilities against Recipe for Success



Where do we stand today?

3

## Identify and prioritize key gaps



What do we need to have in place?

Where will we get the biggest bang for our buck?

4

## Develop Pragmatic Plan to Fill Gaps – "The Playbook"

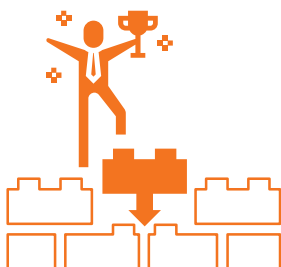


How are we going to address gaps in a systematic, efficient, and action oriented manner?

5

## Execute

Addressing gaps internally or with assistance from TerraFirma preferred partner network.



TFS Preferred Service Providers:  
Vetted, efficient, pragmatic.

