



## AIPM/APM Benefits Management Seminar

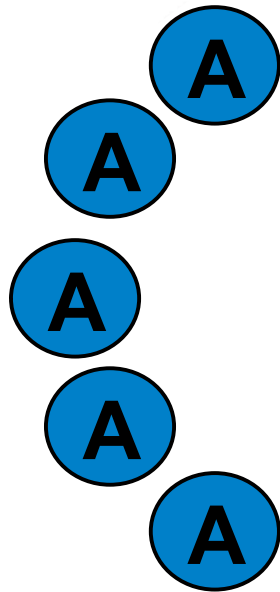
# What is a 'benefit'?

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# What is a 'benefit'?

## “The Value Equation™”



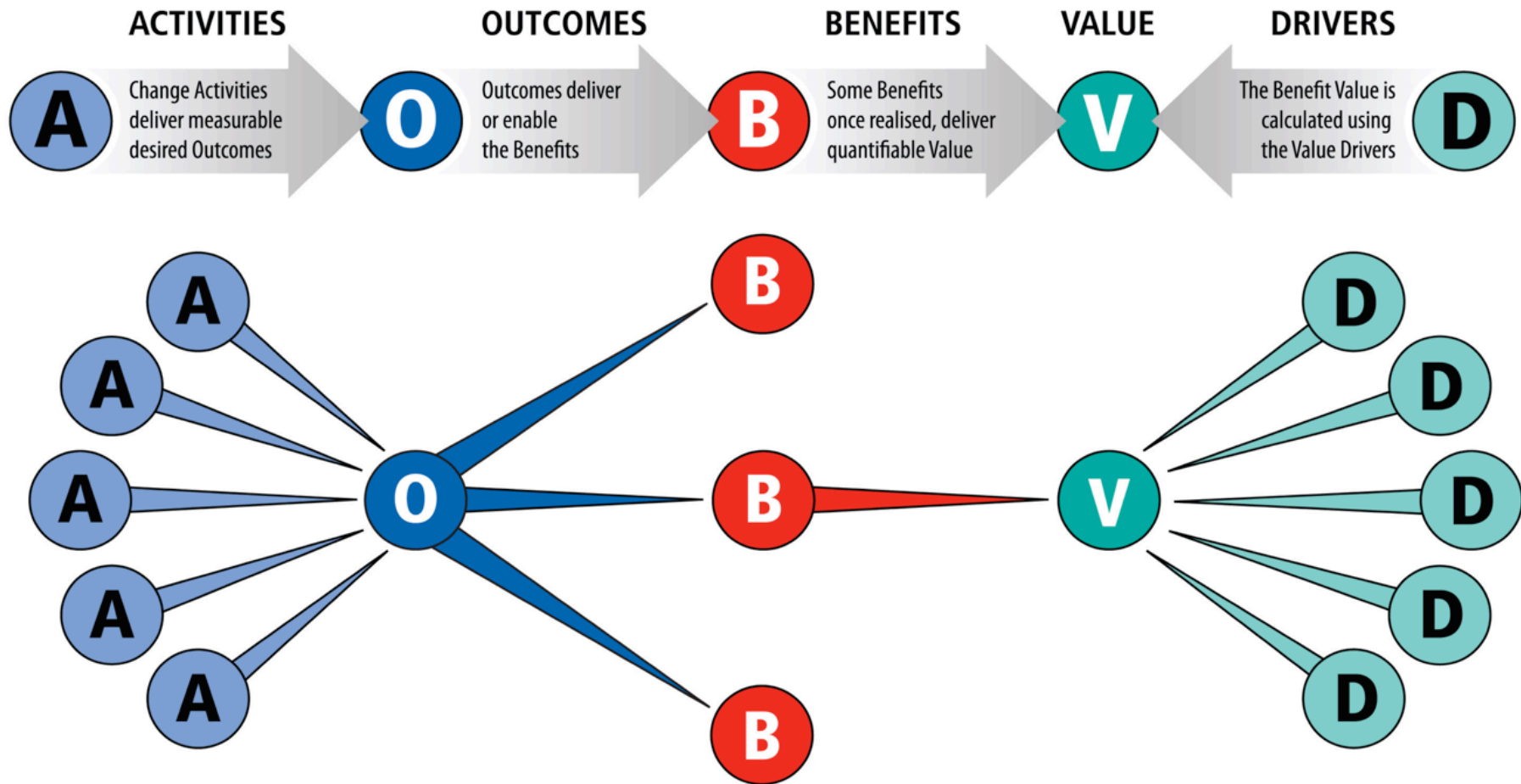
“We accurately invoice  
all service calls within  
24 hours”

Reduced working capital  
Reduced invoice write-offs  
Reduced service man time

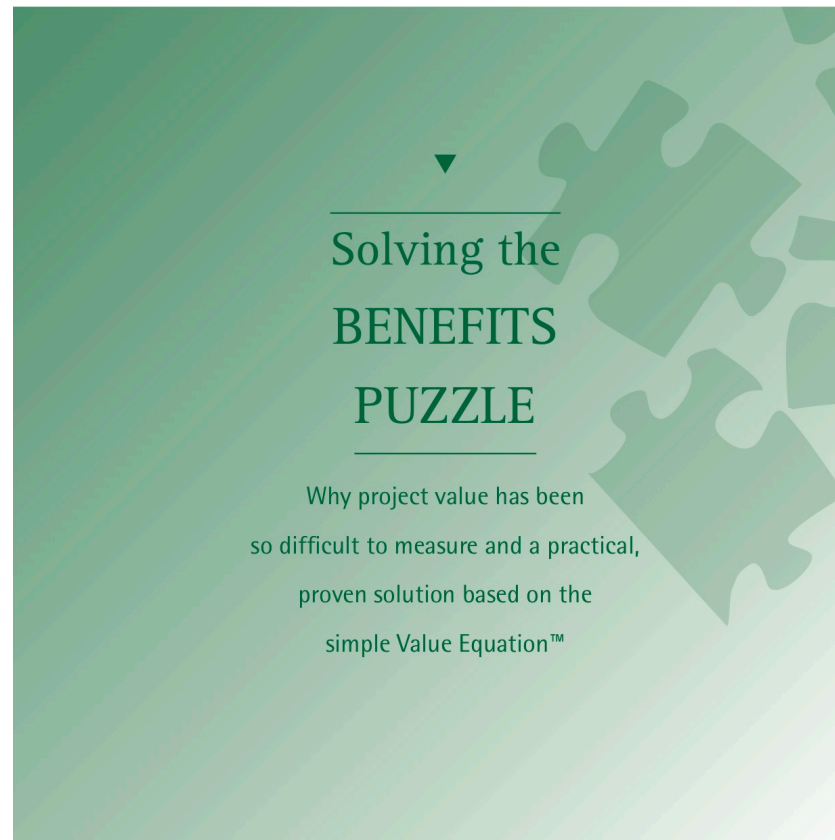
**\$350K**

\$ value outstanding  
cost of capital  
average days outstanding

# The Value Equation™ equips you to define, track and measure the delivery of ‘benefits’



For more information on  
The Value Equation  
get our story-based book  
“Solving the Benefits Puzzle”



Available free for one week only at  
[www.valuedeliverymanagement.com](http://www.valuedeliverymanagement.com)