**Gives/Gets List**

|  |  |
| --- | --- |
| **Gives** | **Range**  **(Offer | Accept)** |
| Payment terms/invoicing |  |
| Extend term of contract |  |
| Joint press announcement |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

|  |  |
| --- | --- |
| **Gets** | **Range**  **(Ask | Accept)** |
| Access to higher volume/new business |  |
| More favorable payment terms |  |
| Executive Access (e.g., steering committee, QBR) |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

**Gives/Gets Ranges TBD for each opportunity based on opportunity specifics. Management pre-approval required.**