**Gives/Gets List**

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| **Gives**  | **Range** **(Offer | Accept)** |
| Payment terms/invoicing  |  |
| Extend term of contract |  |
| Joint press announcement  |  |
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| **Gets**  | **Range** **(Ask | Accept)** |
| Access to higher volume/new business  |  |
| More favorable payment terms |  |
| Executive Access (e.g., steering committee, QBR) |  |
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**Gives/Gets Ranges TBD for each opportunity based on opportunity specifics. Management pre-approval required.**