

Serving all of our partners: Some large, but many are small.



- Some with budget, but most have limited funds.
- Many without dedicated IT resources
- All work within the same network infrastructure.





Respecting budgets:



- Be creative.
- Seek out collaborative opportunities.
- Be flexible.

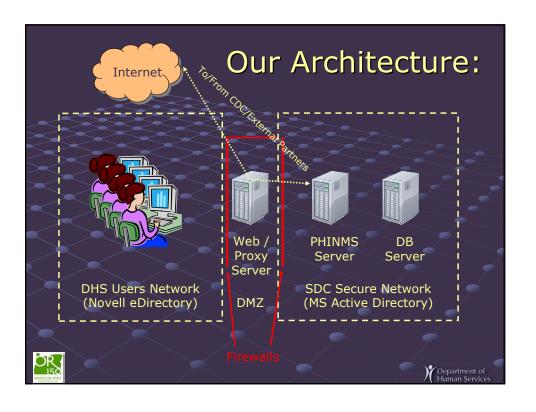


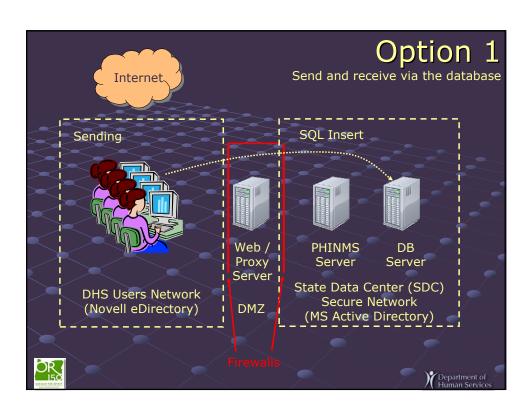


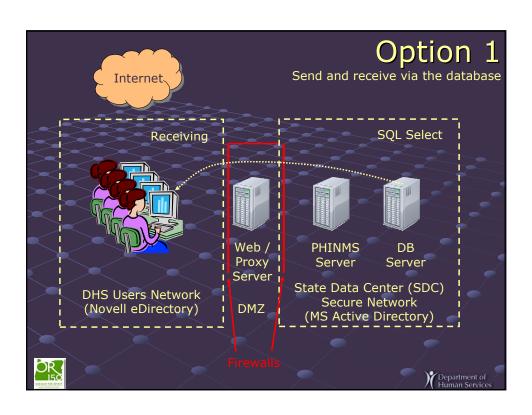


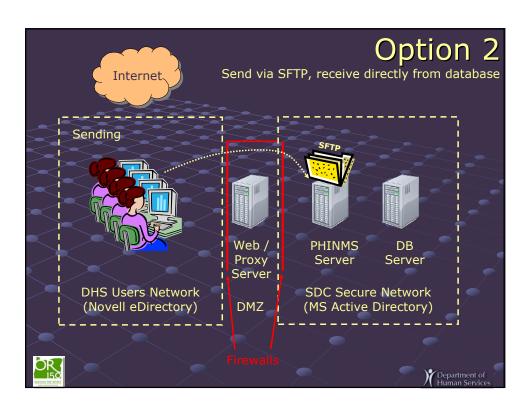


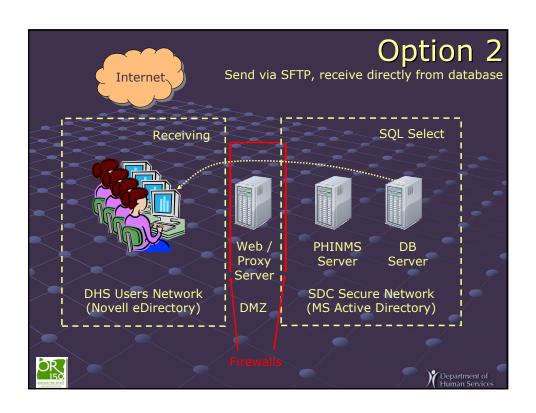


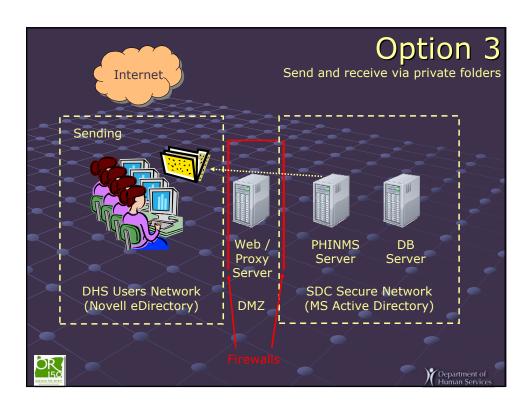


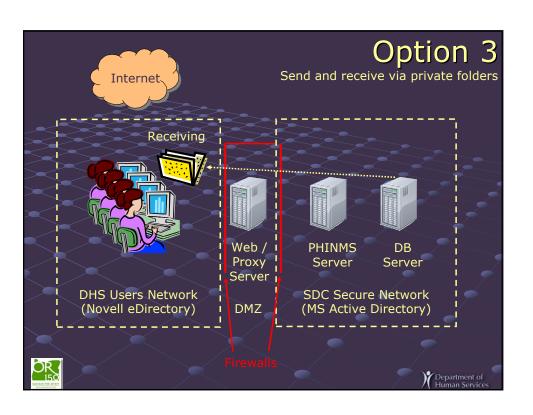


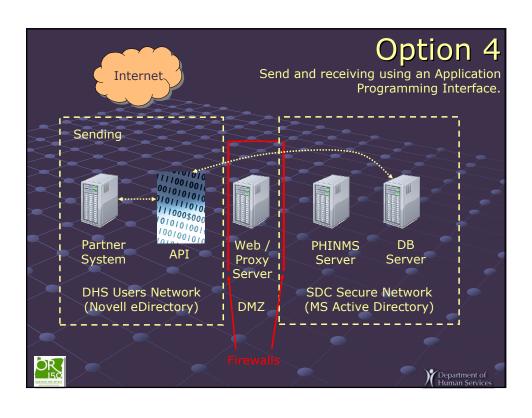


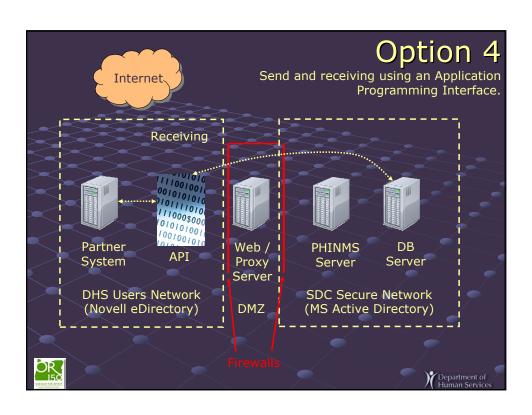


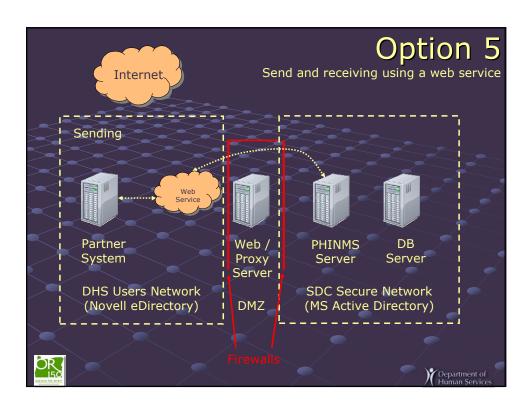


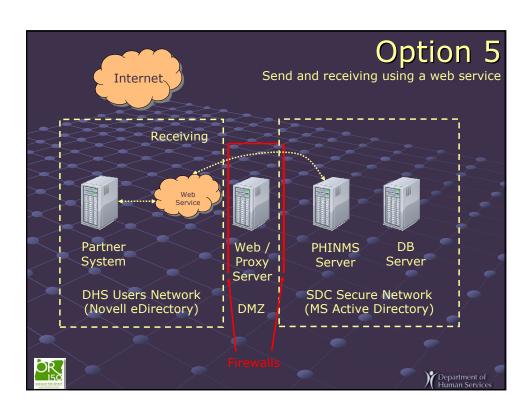


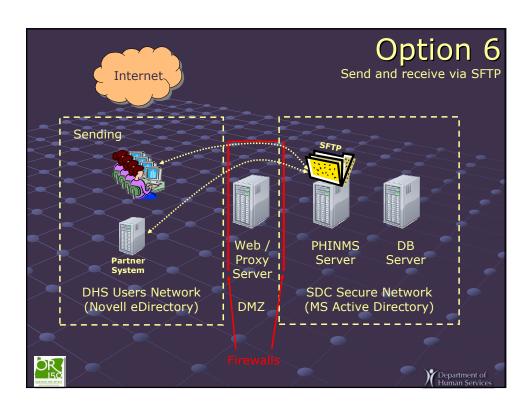


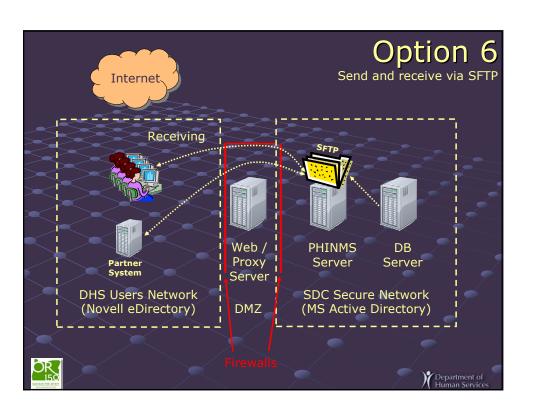












Summary:



- Communicate with your partners.
- Talk to your infrastructure folks.
- Formulate and evaluate the pros and cons of all of your options.
- Present those options to your partners.
- Facilitate gathering consensus on choosing one of these options.





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