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Cool! I'am really happy

#Markus Jensen



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so many fake sites. this is the first one which worked! Many thanks

M	Metrics	What is the economic impact of the solution
E	Economic Buyer	Who has profit and loss responsibility for this?
D	Decision Criteria	What are their technical, vendor and financial criteria
D	Decision Process	Then what happens? Define validation and approval
I	Identify Pain	What are their primary business objectives?
C	Champion	Who will sell on your behalf inside the company?

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