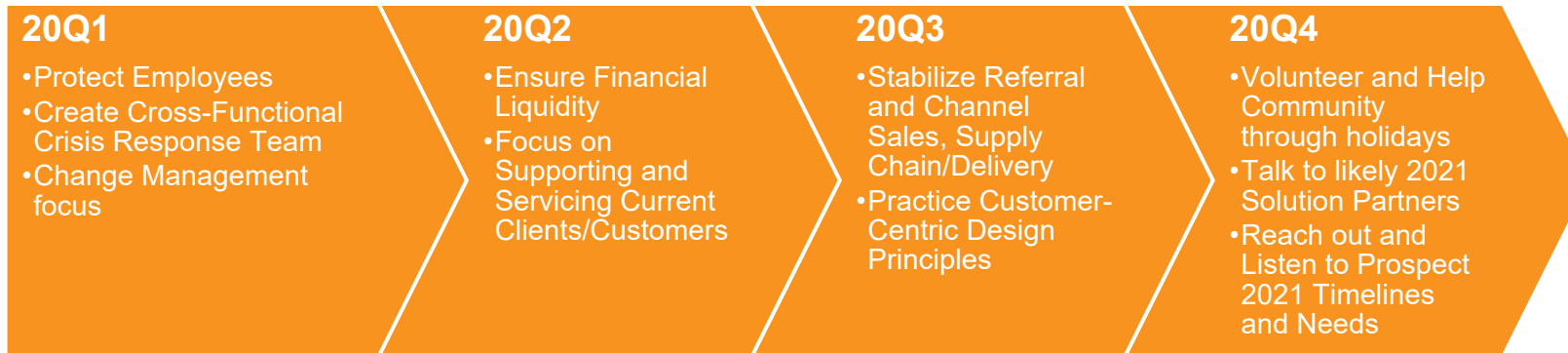


KVN Partners 20Q4 “Reduce the Whirl” Outcomes: COVID Response and Planning Session



2020 COVID Crisis Actions



Sector Sessions: Healthcare, Infrastructure and Industrial Construction, Technology, Energy, Non-profit Professional Associations, and Financial Services

2021 COVID Planning Timeline



Take-aways:

1. 12 month focus on Current Products and Customers
2. Determine likely 2021 Solution Partners and Cross-Markets
3. Determine value of existing products and services for current and new markets.
4. Justify product/service modifications in terms of real revenue and market share.