

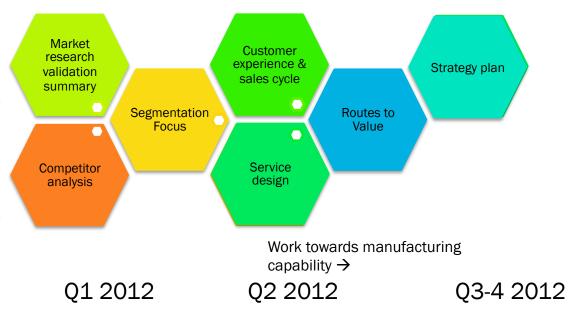
OUR STRATE OV 2012 JUSTIN HAYWARD 4<sup>th</sup> Smart Grids & Cleanpower Conference 14 June, Cambridge www.cir-strategy.com/events



13 November iHEAT 6<sup>th</sup> Conference here on intelligent heating systems

14 November HVM 10<sup>th</sup> Anniversary Conference here showcase

## **PROJECT PLAN CLUSTER**



Building & extending relationships with key partners  $\rightarrow$ 

CIR to provide the foundation for Customer to grow through a focused strategy based upon Company Values, market validated key segments, competitor analysis, customer and sales cycle analysis, value proposition & business case, service design, and routes to value.



