



**THE ALTERNATIVE BOARD®**  
*Change Perspective. Improve Business. Enjoy Life.*

## **CURRENT & PROSPECTIVE EMPLOYEES**

	<b>Current &amp; Prospective Employees (e.g. what they want/need from their employer)</b>	<b>High Point Solutions Leadership Team (e.g. what they want/need from their employees)</b>
<b>Wants</b>		
<b>Needs</b>		



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## **CURRENT & PROSPECTIVE CUSTOMERS**

	<b>Current &amp; Prospective Customers (e.g. what they want/need from their Solutions Providers)</b>	<b>High Point Solutions Leadership Team (e.g. what they want/need from their customers)</b>
<b>Wants</b>		
<b>Needs</b>		



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## **CURRENT & PROSPECTIVE PARTNERS/VENDORS**

	<b>Current &amp; Prospective Partners/Vendors (e.g. what they want/need from their Distributors/Customers)</b>	<b>High Point Solutions Leadership Team (e.g. what they want/need from their suppliers/partners/vendors)</b>
<b>Wants</b>		
<b>Needs</b>		



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