

Strategy Discussion from Partner Sync

July 2017

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**2019
Q2-20Q1**

Spaceteam

2018 Q2-Q3

\$750 Signed Rev Pegasus
Complete Stor132 Rollout
Matt & Spence off Projects

2018 Q4-19 Q1

Space Division Online
Gil Part time focus on projects
Same Rev Percentage Goals
40% Products
60% Services

2017 Q3

V1 of Structsure
\$100k Signed Revenue
Shape Pegasus
O&M Team for Structsure

2017 Q4

Structure has Comms
Structsure product mgr begins
Shape Product Sales Team
\$100k Signed Rev Structsure
\$250k Signed Rev Pegasus

2018 Q1

Structsure PM complete
Product Team Online
\$250k Signed Rev Structsure

2017: Quarter 3

- V1 of Structsure
- \$100k Signed Revenue
- Shape Pegasus
- O&M Team for Structsure

2017: Quarter 4

- Structure has Comms
- Structsure product mgr begins
- Shape Product Sales Team
- \$100k Signed Rev Structsure
- \$250k Signed Rev Pegasus

2018: Quarter 1

- Structsure PM complete
- Product Team Online
- \$250k Signed Rev Structsure

2018: Quarter 2&3

- \$750 Signed Rev Pegasus
- Complete Stor132 Rollout
- Matt & Spence off Projects

2018: Quarter 4, 2019 Quarter 1

- Space Division Online
- Gil Part time focus on projects
- Same Rev Percentage Goals
 - 40% Products
 - 60% Services

2019: Quarter 2 thru 4

- Spaceteam