

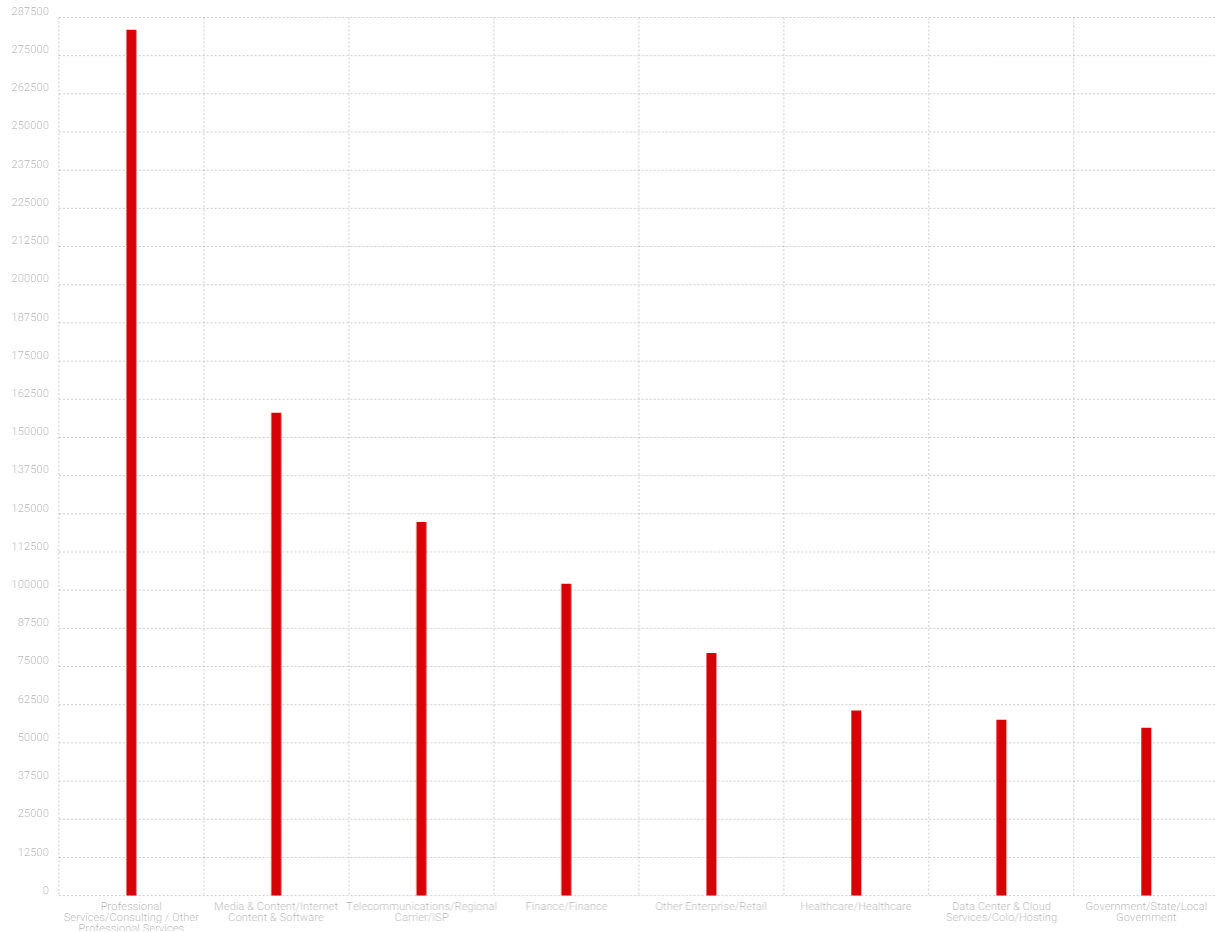
Zayo's Data Landscape II

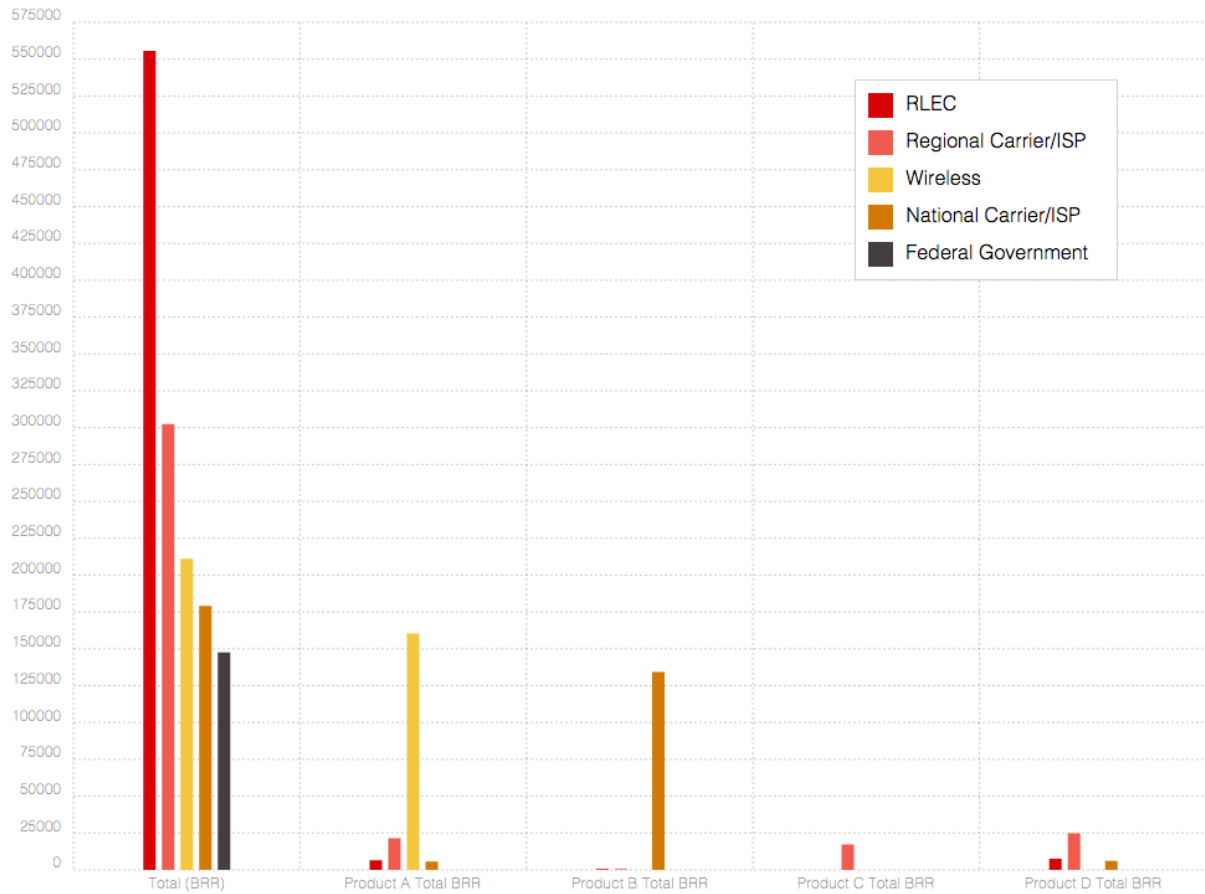
by Kevin Gifford, Caleb Hsu, Parker Illig, Satchel Spencer

Questions

Of the Tranzact accounts that have services, what industries/verticals spend the most money and on what products/services?

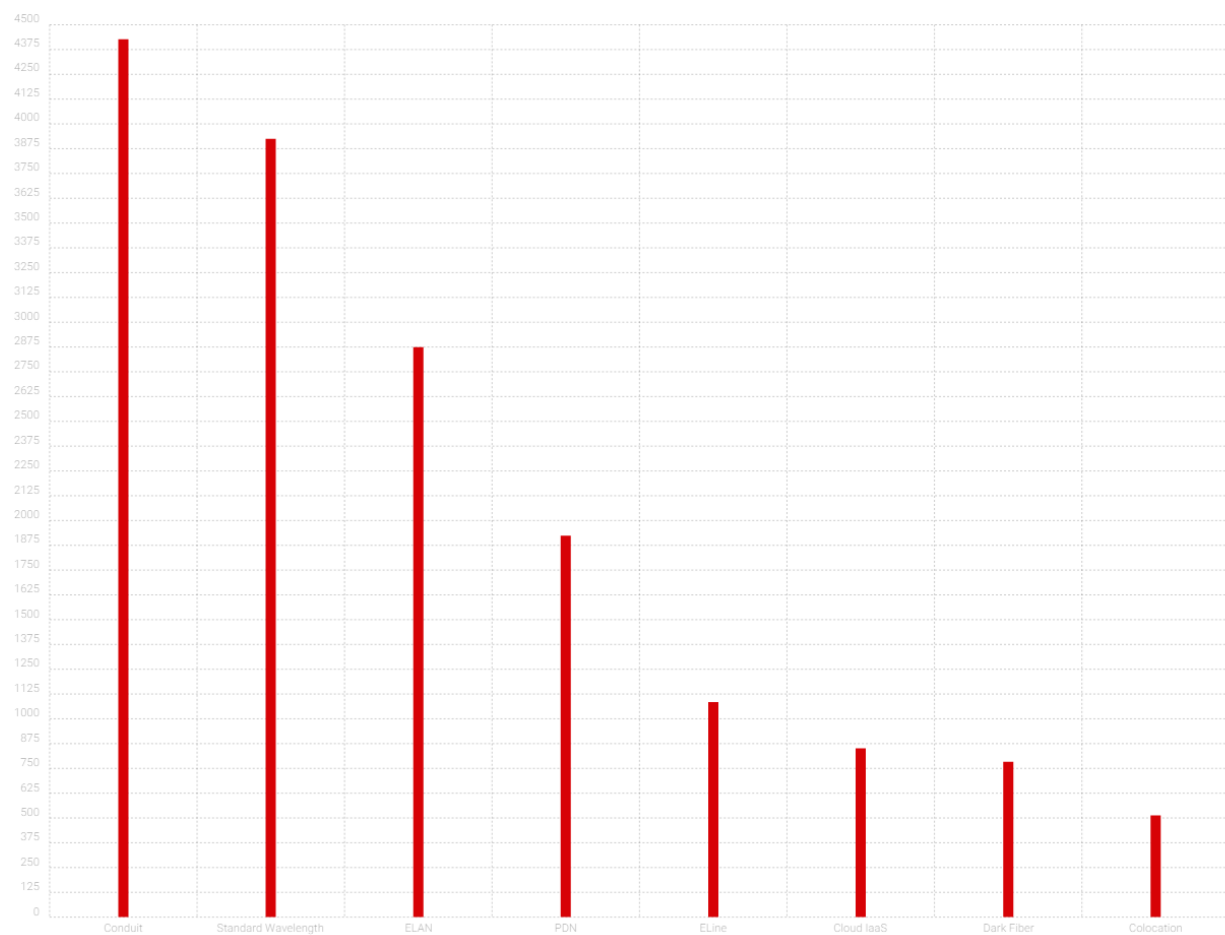
According to our analysis, the industry that currently spends the most is the **Professional Services / Consulting** industry on **Other Professional Services**.





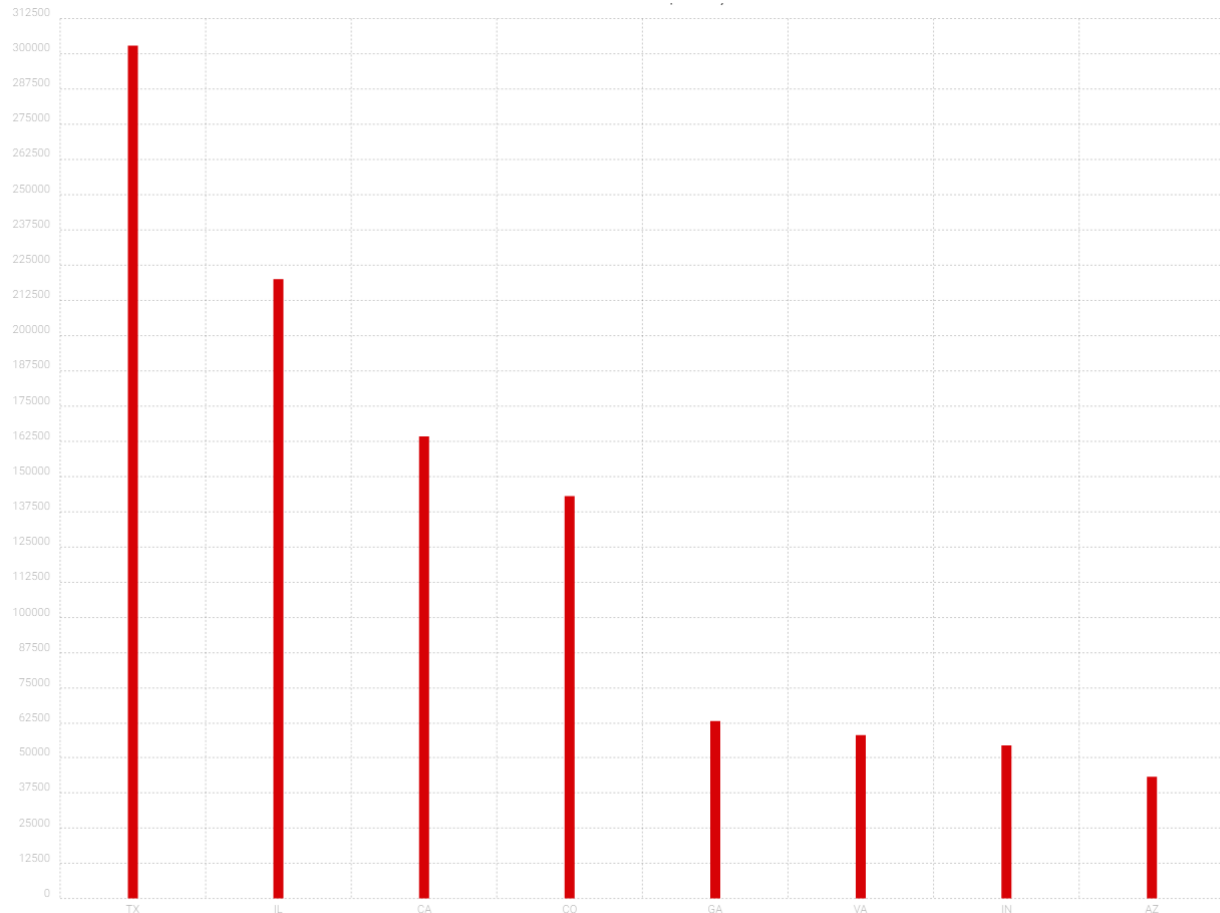
If Zayo only had enough team members to focus on two products, which products would you prioritize?

After looking at products with the highest average Total MRR, we recommend that Zayo prioritize **Conduit**, which has an average Total MRR of \$4,426.51, and **Standard Wavelength**, which has an average Total MRR of \$3,924.55.



If Zayo only had 5 representatives, which states would you prioritize for inperson meetings?

After looking at states with the highest total Total MRR, we recommend that Zayo prioritize **TX**, which has a total MRR of \$302,877.84, and **IL**, which has a total MRR of \$220,041.81.



If Zayo sent quotes to all Tranzact accounts, how would you prioritize the customer account list?

No Services Accounts First (Ordered Most to Least by Sales Volume):

58220, 53524, 40224, 66476, 90517, 61928, 27411, 21104, 83705, 73978, 41795, 78483, 85354, 26371, 30746, 61847, 87219, 59286, 85814, 40505, 67078, 67015, 40980, 84188, 61023, 26670, 33180, 30567, 56447, 25356, 40039, 43271, 69592, 40488, 84804, 94524, 15307, 94230, 19712, 86777, 79218, 67183, 44017, 15718, 28634, 14693, 65212, 16872, 75328, 39450, 39448, 50887, 24863, 87427, 73642, 69632, 64135, 14288, 91397, 55784, 43124, 35258, 79906, 15519, 71212, 70476, 37833, 87761, 37269, 72451, 21612, 22876, 54979, 62577, 79051, 92371, 93325, 36038, 28013, 92157, 55287, 14259, 10565, 51987, 23312, 67184, 51851, 99267, 44097, 78609, 99350, 15089, 30422, 77944, 76154, 43888, 86379, 18476, 43118, 63250, 59478, 23999, 50714, 74214, 32471, 43576, 86980, 94504, 67373, 26669, 96815, 93566, 27533, 72027, 24593, 73402, 75108, 90410, 77294, 67683, 74742, 90227, 33728, 94038, 64882, 61037, 54814, 47153, 77591, 46530, 60224, 63791, 11850, 44952, 42094, 51721, 79898, 99678, 36850, 75527, 23000, 56160, 83549, 48041, 55853, 22967, 87892, 16451, 46348, 57357, 55794, 76014, 87381, 36978, 15629, 77255, 61518, 72535, 75854, 67669, 42510, 71893, 29857, 21474, 21428, 99236, 54996, 94339, 77505, 66194, 71679, 29582, 22747, 88625, 97906, 61973, 10329, 78216, 32627, 42157, 78013, 82286, 22309, 84154, 48593, 72746, 37324, 38626, 64487, 69427, 80581, 77720, 64620, 79948, 26267, 31431, 87495, 39569, 43158, 61781, 24783, 31487, 16462, 10599, 47824, 66142, 16486, 32223, 34173, 43626, 78619, 84892, 52017, 49789, 61112, 76157, 12348, 67036, 41690, 51654, 47192, 96303, 14458, 70936, 51030, 60443, 57240, 18834, 47956, 53372, 12620, 34269, 26488, 67538, 70578, 35355, 35583, 11573, 67745, 78399, 55448, 37399, 58037, 40673, 93724, 75200, 68182, 21634, 99715, 80492, 71552, 45199, 39284, 87724, 29296, 18228, 46884, 66825, 29450, 94284, 64940, 73070, 15581, 48603, 49529, 18283, 10492, 96423, 53152, 93392, 58295, 67734, 45246,

67438, 24370, 21244, 59153, 35412, 83590, 78947, 98982, 30010, 21857, 40294, 67439, 91949, 34574, 23539, 36712, 98127, 87619, 23588, 55355, 56962, 98636, 49461, 89020, 65383, 51325, 74741, 80463, 45474, 53881, 14113, 29279, 97656, 66609, 25885, 22520, 37981, 96775, 35972, 54292, 96793, 48253, 82891, 54995, 77467, 56565, 80548, 85518, 17695, 13665, 21930, 76995, 17539, 21613, 74684, 70105, 78610, 75340, 68147, 22278, 96814, 81504, 20337, 29229, 36274, 47768, 69317, 14410, 75333, 31243, 45348, 22644, 88115, 74155, 61621, 28244, 11919, 50883, 82117, 71613, 58601, 88726, 12268, 21481, 55492, 63436, 70716, 72333, 93416, 32729, 29832, 51810, 31995, 33226, 24048, 13226, 30934, 95021, 66281, 15054, 14895, 47246, 94578, 63698, 48130, 95125, 90659, 72655, 58928, 20963, 91838, 91196, 82896, 18730, 25464, 30081, 65332, 72086, 20923, 38899, 69559, 88176, 44344, 18844, 75494, 72243, 94374, 60165, 10301, 96059, 49418, 35982, 89194, 78959, 58489, 54795, 82701, 45485, 43380, 94222, 86168, 63475, 46652, 42010, 60414, 54306, 25662, 64275, 85505, 62833, 77380, 60436, 12813, 72680, 77953, 13961, 11243, 40240, 35957, 79932, 89553, 99992, 72221, 91174, 90274, 72073, 71153, 20216, 68499, 14181, 70287, 23885, 75637, 67207, 43155, 84333, 92307, 96051, 76672, 45346, 65738, 86707, 84580, 25761, 31770, 94931, 42130, 32434, 26867, 98124, 45642, 84540, 17452, 79088, 64515, 95381, 23197, 79953, 67210, 38447, 13149, 97417, 90226, 59289, 75612, 48158, 68439, 61129, 87962, 82668, 35831, 72992, 12451, 55732, 38096, 55221, 97446, 67857, 30717, 21486, 81677, 77231, 51386, 46421, 71707, 63366, 58472, 75362, 22430, 73933, 60029, 53638, 33432, 13971, 11179, 68641, 12029, 87361, 78809, 69935, 47476, 22164, 20827, 60843, 41991, 14172, 64127, 73195, 54456, 53104, 34444, 24139, 76423, 55135, 37092, 92534, 80147, 73071, 47277, 38705, 17124, 13587, 95804, 76694, 52082, 42744, 29842, 22645, 21576, 10168, 63503, 60437, 30496, 23405, 23138, 87634, 79526, 69198, 48127, 45977, 28945, 18514, 49893, 97187, 91480, 77574, 72192, 63268, 63162, 59685, 53879, 25763, 85231, 35991, 99242, 96145, 93982, 91615, 76424, 63011, 52454, 52122, 46052, 40783, 38718, 38359, 13512, 53231, 98726, 93987, 86058, 81736, 62722, 57387, 53652, 39534, 35577, 30679, 23614, 78123, 65300, 17803, 94725, 49415, 30842, 39837, 33198, 21647, 78915, 25231, 15627, 24150, 25178, 56449, 25830, 51104, 70520, 39956, 40985, 70258, 29479, 11410, 42296, 57779, 73121, 60483, 68186, 20331, 52657, 97805, 96238, 54409, 55647, 94579, 63093, 31916, 28078, 17098, 75695, 75210, 22973, 81647, 59871, 95697, 22390, 27779, 90834, 49612, 18493, 67313, 35616, 70121, 98082, 75274, 26325, 99460, 99094, 97652, 96824, 96382, 95006, 94477, 93621, 93033, 91520, 90401, 89926, 89692, 87535, 86513, 86328, 85883, 85019, 83874, 83740, 83450, 82827, 81711, 80944, 80327, 79345, 79312, 79266, 78270, 77872, 77072, 74148, 73562, 73334, 72413, 71276, 70136, 68772, 68268, 65817, 64115, 61470, 59909, 59421, 57578, 56554, 50558, 49227, 47571, 47299, 47118, 45648, 45308, 42978, 42274, 41223, 40699, 38428, 37960, 37348, 34512, 34427, 32924, 31463, 30692, 30592, 29382, 28664, 28510, 26351, 25872, 25744, 24284, 23313, 22508, 19886, 19747, 18149, 18095, 16447, 16084, 15191, 13895, 12870, 12427, ; Then Accounts Already With Services (Ordered Least to Most by MRR): , 96893, 46661, 79494, 90625, 76735, 40162, 34265, 94556, 82923, 62271, 91157, 14235, 15332, 15945, 17278, 18609, 24119, 30204, 32514, 32945, 33588, 35993, 44074, 51184, 60883, 65554, 65992, 67667, 68662, 69390, 71510, 89769, 97820, 13808, 10810, 12868, 58510, 75166, 27393, 83217, 85797, 92359, 10376, 39548, 71278, 85521, 58755, 83768, 97464, 21178, 61283, 94761, 53318, 16843, 62950, 75835, 46919, 67397, 46613, 27309, 63412, 43111, 58017, 31249, 36224, 50497, 40243, 10746, 12311, 14180, 18406, 24352, 44601, 69619, 91577, 17407, 21992, 26109, 32269, 33104, 36520, 37051, 43635, 54478, 60790, 64749, 69027, 73216, 77434, 78984, 82402, 91119, 91247, 53207, 20596, 22055, 73005, 98176, 37679, 64590, 78815, 16504, 39157, 70932, 83661, 92283, 98670, 79556, 67098, 91586, 28287, 30778, 36632, 49005, 62730, 75876, 77559, 81031, 99157, 18870, 25622, 43920, 92545, 50142, 19252, 36830, 91537, 39316, 44304, 48193, 48648, 76473, 58796, 54076, 54964, 65368, 73516, 27238, 26517, 16409, 48672, 81987, 20523, 33971, 59862, 65711, 97415, 71506, 38829, 95834, 80577, 73337, 80067, 37033, 23592, 99985, 11541, 19765, 22217, 62388, 27288, 31025, 93994, 36816, 60509, 63761, 81469, 81851, 58552, 32739, 54360, 91259, 62864, 85351, 91294, 12416, 48191, 37845, 69375, 34117, 64062, 80078, 38839, 46754, 21197, 45551, 47171, 42636, 65635, 74927, 31681, 94004, 16673, 95808,

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71416, 16389, 85834, 48787, 97731, 89141, 43018, 61964, 16565, 83572, 97306, 25097, 70236, 72488, 58767, 87141, 89585, 68655, 24653, 89389, 99941, 84496, 28998, 42663, 70044, 64527, 19531, 77846, 89118, 72163, 87983, 91116, 52505, 25492, 99902, 32415, 64397.

Of the Tranzact accounts without services, how would you prioritize which accounts to go after first and which products would they potentially buy?

*Ordered by Expected Growth in Dollars (Sales Volume * Sales Growth Rate):*

ID: 27411, **Matched Product:** Dark Fiber
ID: 94504, **Matched Product:** Private Line
ID: 19712, **Matched Product:** Private Line
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ID: 25356, Matched Product: Private Line
ID: 25231, Matched Product: DIA
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ID: 23885, Matched Product: Private Line
ID: 23614, Matched Product: Interconnect
ID: 23588, Matched Product: DIA
ID: 23539, Matched Product: Interconnect
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ID: 23313, Matched Product: Private Line
ID: 23197, Matched Product: Private Line
ID: 23138, Matched Product: Interconnect

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ID: 15191, Matched Product: Interconnect

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