Merrifield Act II

Insights Into Quantum Profit Management

SCORECARD SUMMARY Exhibit 58 Worksheet 2

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What is the company's AI percentage score for maximizing sales of most profitable items to most profitable customers? Image: Company's AI percentage customers? How important is it to know best, strategic effectiveness diagnostics & follow up plays for each branch? Image: Customers and the customers? What is the company's AI percentage score for: Best strategic-effectiveness diagnostics & play execution? Image: Customers and the customers andian the customers and the customers and the customers	
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7. How big a problem/opportunity is updating group-think?	
How progressive is the thinking behind our AI activity?	
Give a percentage answer.	
8. How important is it to re-tune our group-think assumptions	
for succeeding in a slow/flat growth era?	
9. How important is it for our company to achieve noticeable	
service value that lowers customer's TPC & then be able to	
sell that benefit convincingly?	
What is the company's AI percentage for the above	
question?	
10. How important are strategic maps, bottom-up linkage	
knowledge & the metrics to make it happen?	
What is the company's current AI percentage for this	
objective?	
11. How important is it to define & measure our #1, most-	
profitable, customer niche pool?	
What is the company's AI percentage on the above?	
12. How important is it for our company to improve our people	
& service metrics?	
What is the company's AI percentage for	
People engagement(metrics)?	
Service excellence (metrics)?	
Customer niche focus (metrics)?	1

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13. How important is the quality & internal alignment of the 7			
steps of the Kinetic Chain/			
What is the company's current AI percentage score?			
14. What is the importance of "Quantum Profit Analysis"?			
What is the company's current AI percentage score?			
15. How important is doing more with the core?			
What is the company's current AI percentage score for			
doing more-to-the-core programs?			
16. How important is it for the company to increase its capacity for			
doing significant change management?			
What is the company's current AI percentage score for			
change management?			