1. Develop and maintain customer relationships through programming and technology.
   a. Create cross-agency working group to identify and prepare to address emerging trends and needs in training and technical services. The working group would report to the IPS leadership team any discoveries and make recommendations for action items to enhance IPS programmatic services in the future.
   b. Deliver world-class, relevant and helpful programs to IPS customers by benchmarking with programs of other universities and private companies and by recommending enhancements for current IPS programs.
      » **Q1 Actions:** The action item team first met on April 25 to ensure we had a consensus on what was needed to satisfy the language of the action item and how our item fits into the IPS strategic plan. We developed a benchmarking and evaluation research approach with the following objectives:
         » Describe the program and service area themes for each IPS agency. This will establish a baseline for IPS programs and services.
         » Identify three to five benchmark organizations for each agency.
         » Analyze the services and program areas of the benchmarking organizations.
         » Evaluate IPS services and programs against benchmark organizations to identify strengths and weaknesses.
         » Develop final report with recommendations for improvement.
      » **Champions:** Chris Shults, Jeff Stiles, Jeff Lindsey, Jeremy Kourvelas, Norma Wilcox

2. Capture, manage and retain expert knowledge as well as customer and agency information.
   a. Identify and implement an institute-wide knowledge and customer management system to retain vital knowledge and expertise for IPS employees.
      » **Q1 Actions:** Held in-person meeting at Polk Avenue to discuss initial steps.
      » **Champions:** Abb Oglesby, Johanna Owenby, Audra Pinson, Jeff Lindsey, Chris Payne, Tanya Washington
   b. Provide training to all IPS employees on how to use the new system.

3. Integrate additional platforms for ongoing feedback from current and potential customers.
   a. Schedule recurring focus groups with customers to evaluate services.
      » **Q1 Actions:** Dates and locations have been secured for the month of August to host three locations of focus groups (Jackson, Nashville and Knoxville). Content is being finalized for program.
      » **Champions:** Macel Ely, Martha Kelley
   b. Facilitate an annual meeting for the IPS leadership team to engage members of the IPS advisory board on suggestions of known trends or identified needs on which IPS agencies might focus in the future.
      » **Q1 Actions:** Location, date and meeting space contract have been finalized.
      » **Champions:** Valerie Dugan, Macel Ely, Angie McLemore, Karisma Williams