**PRESENTATION SPEECH**

**FOR**

**SARAH MORREAU**

Hello everyone… (**HS: I think it might be interesting for you to address the video method of your delivery as intentional and totally on purpose and fitting to the company’s mission, but with acknowledgement of the human connection**) I want to thank all of you for being here today and for giving me the opportunity to share some thoughts and words of encouragement. At Long View, all of you know that is exactly what we do…. We take the **long view** on just how to make the most effective and lasting innovations and improvements to the ever growing and essential role of IT in today's global business environments… literally and virtually. There are no accidents in this world, but there is intention and purpose. To paraphrase Stephen Hawking, “We are all connected… like neurons in a giant brain.” Thanks to the systems that we endorse and provide, that connection goes beyond time and space and place. We are connected. We are a team. And we are all here to insure secure and increasingly ubiquitous connections for our clients and ultimately all that is around us.

At Long View, we started by navigating relatively unchartered territory almost twenty years ago. Many of you have been here since the very beginning, and as validation of our progress and growth, remember we began as a much smaller entity with **MUCH** fewer employees…but clearly we have been responding to a need in the IT sector. Back in 1999 our founders established a business that would address and serve the tech needs of the future. Although that initiative took a great deal of foresight, it is **hindsight** that has taught us that in order to succeed, we have to be open minded, vigilant, and most importantly, **adaptable**. We have been, and will continue to be innovators…. builders… and a vital support system for companies that are world leaders in business, technology, medicine… we may “lurk” behind the scenes, somewhere in the “middle,” but our invisibility is the cornerstone to our success.

We are so fortunate to have a vital and winning mix of talent here at Long View, and whether you're an “**OG**” (**if you don't want to use that term you can say “an original”)** or someone that has recently joined the team, you are here because you **fit** and your contribution makes a difference…. And while there may be those in the media that might attempt to downplay the importance of the work we do and the services we provide, I have a thought… not that it should **EVER** happen, but how prepared will those companies be should **their** in house systems fail? Just sayin…..

Years ago it seemed like a bad thing to hint that someone had their “head in the clouds.” Now we know otherwise… by having **our** “head in the cloud,” it means we are here, we’re literally “all in,” and we’re ready to be “Creators of the Possible.” We're poised to address and confront issues that were once unique but are now increasingly the norm. We are here to find what’s next for our clients and to provide solutions to tech problems that are still barely a glint in someone’s eye.

Life and technology are moving fast. Let's put it this way…. Long View was established in 1999. To provide some perspective, that was less than **TWO** years after Mark Zuckerberg’s **Bar Mitzvah!!** …. My, how he's grown!! (**Wait for the “virtual” laugh**)… Eighteen years and an entire world of innovation later, I think it's safe to say that we've grown too and the “train has left the station” …. for **ALL OF US**. We are living in exciting times, and no matter your function here… reseller… facilitator… administrator…. It is **YOUR** contribution that strengthens our ability to guide, problem solve, and find our way to success in the future.

Thanks to our collective vision, we've made it past the five year… ten year… fifteen year mark….and our intention is to be thriving at the **one hundred** year mark and beyond… with vision and focus and purpose to continue innovating while supporting our current clients and the ones that are still incubating. A phrase lurks in the back of my head… “Adapt or die.” Here at Long View, we have demonstrated a global commitment to the former and we will do that with a sense of vision, community, and determination. It is a privilege to provide viable systems and solutions to clients while reducing costs and mitigating risk.

I personally have been in this business for eighteen years and while there may be some talk about the downside of being “in the middle,” I have always known this is the best place to be. Rather than being on the client side or the vendor side, for me, being in the middle provides an opportunity to effect change for many instead of just one company. Being in the middle provides a three hundred and sixty degree global perspective. The trajectory of our impact is infinite. I find a tremendous amount of pride in supporting clients to embrace IT solutions that we offer. It's great to be a part of the acceleration and strengthening of so many diverse businesses, and each problem we face forms a unique well of solutions.

We have the potential to be an indispensable asset to so many. I am always inspired by your commitment to excellence in the work you do. Another key to success is in ownership. This company belongs to each one of us and we are all responsible for its growth and effectiveness. Our work is important to each customer and every industry with whom we interact. From healthcare to government, from multinational conglomerates to young start up maverick entities, the support systems we provide make a tremendous difference… and while some may have the fleeting thought that there might be “sexier” places to be, remember that we provide the context for the sizzle! Here’s to a productive, expansive future for all…. with our heads in the cloud!

Thank you!