

# Project Summary

Name

2017-02-23



# Introduction

Please find attached an overview of the projects I am currently working on. You will find a summary of the number of projects, forecast amount and forecast status as well as an overview of the number of projects for each account owner.

# Current Projects with Status commit

Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
Bertsch Innovation GmbH – DR# 7865276	45000.6	2016-12-16	Tobias Leinweber	Stephan Michard	NA	NA	NA

# Current Projects with Status upside

Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
Karlstorz VxRAIL US–Goletta, Charlton	530836.4	2016–12–23	Andreas Hartig	Stephan Michard	Yes	Solution based on VxRail G410F: for Goleta 7 Nodes for Charlton 8 Nodes ElSegundo will be realized later challenge: customer native NetApp Filer unfort. Isilon SD Edge not supported, customer has to go with virt. Windows File Server	D_VxRail already implemented several times succesfully

# Project Wins

Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
Scholz Recycling GmbH & Co KG-FUM_Andreas Hartig	3e+05	2016-11-09	Andreas Hartig	Stephan Michard	Yes	2x VxRail 240 F erasure coding R5, dedup/compression value est. 1:2 stretched over two sites, not VSAN stretched cluster Back-Up based on Avama, DPS4VMware Suite	A_new solution, no experience if high availability based on VMware HA/FT meet market demands
OS – ADA Cosmetics International GmbH – FuM – VxRail/Data Domain	215000.7	2016-06-26	Oliver Schober	Stephan Michard	Yes	Concept created based on customer statements: for HQ in Kehl: 2x VxRail 120F, 256GB RAM, 10 GbE SFP+, 1x 800GB SSD Cache, 4x 3.84TB SSD Capacity for ROBO office in UK and CZ: each 1x VxRail 60, 64GB RAM, AGbE RJ45, 200GB SSD Cache, 3x 2TB Disks	A_ keine Erfahrungswerte mit der Lösung, es gibt keine Sizing Tools für VxRail Flash, schmal ausgelegt Sehr guter Termin am 9.5 wir sind das Sizing nochmals validiert durchgegangen und haben alle wege auch in richtung Cloud anbindungen bspw. ECS aufgezeigt
*TL– Rehm Thermal Systems GmbH – telekom DR# 7759558	124314.72	2016-11-24	Tobias Leinweber	Stephan Michard	Yes	no special requirements, strongly Partner driven deal: solution based on one Unity 300F 19x 3.2TB SSD Cisco blade Server directly connected to Unity, no SAN switch needed Back-Up realized with DD6200	D_solution already several times succesfully implemented
CW–Lechler Aussenstelle China	55000	2016-11-18	Christian Weiss	Stephan Michard	Yes	either VxRail 120 or VxRail 120F std. requirements for RoBo and Edge locations no special requ. like stretched cluster	A_solution already implemented several times succesfully

# Project Wins

Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
LECHLER GMBH – DR# 7706394	51628.1	2016-11-29	Christian Weiss	Stephan Michard	Yes	Solution based on three VxRail 120 hybrid appliances for three different RoBo Location abroad Spec for each node: 128 GB RAM 1x400GB SSD 3x1.2TB HDD 10GE SFP+	D_std. Solution already implemented several times
*IS – KG – Imerys Fused Minerals Murg GmbH – TBD – VNXe	15000	2016-03-22	Oliver Schober	Stephan Michard	NA	NA	NA
*IS – KG – BEDRA GmbH – tbd – VNXe1600	15000	2016-11-14	Oliver Schober	Stephan Michard	NA	NA	NA
*IS – KG – Maschinenfabrik Lauffer GmbH & Co. KG – TechData/Telekom – Upgrade	9000	2016-12-09	Tobias Leinweber	Stephan Michard	NA	NA	NA

# Project Wins

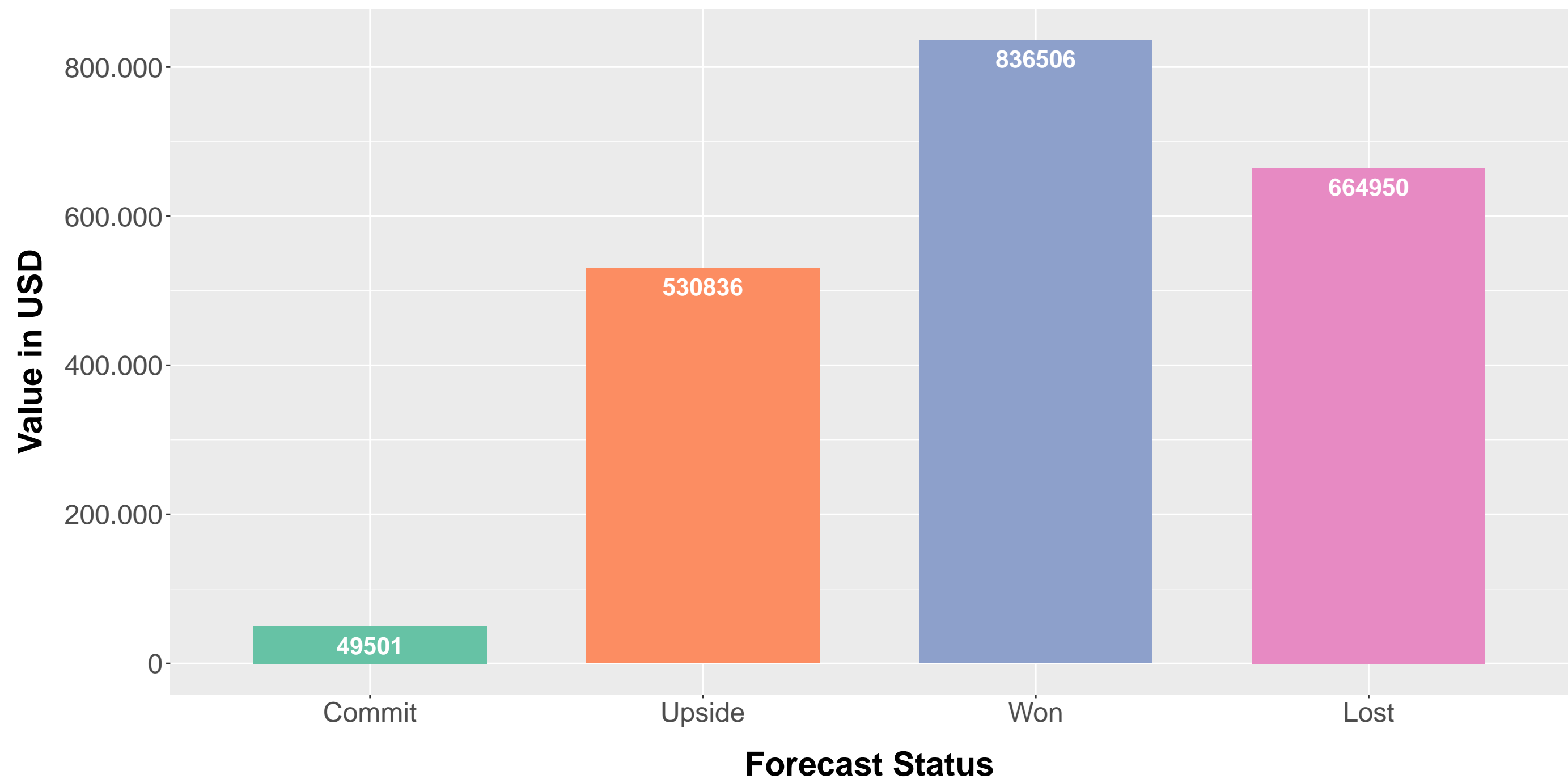
Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
Tech Refresh – Maschinenfabrik Lauffer GmbH & Co. KG	6968.3	2016-12-06	Oliver Schober	Stephan Michard	NA	NA	NA

# Lost Projects

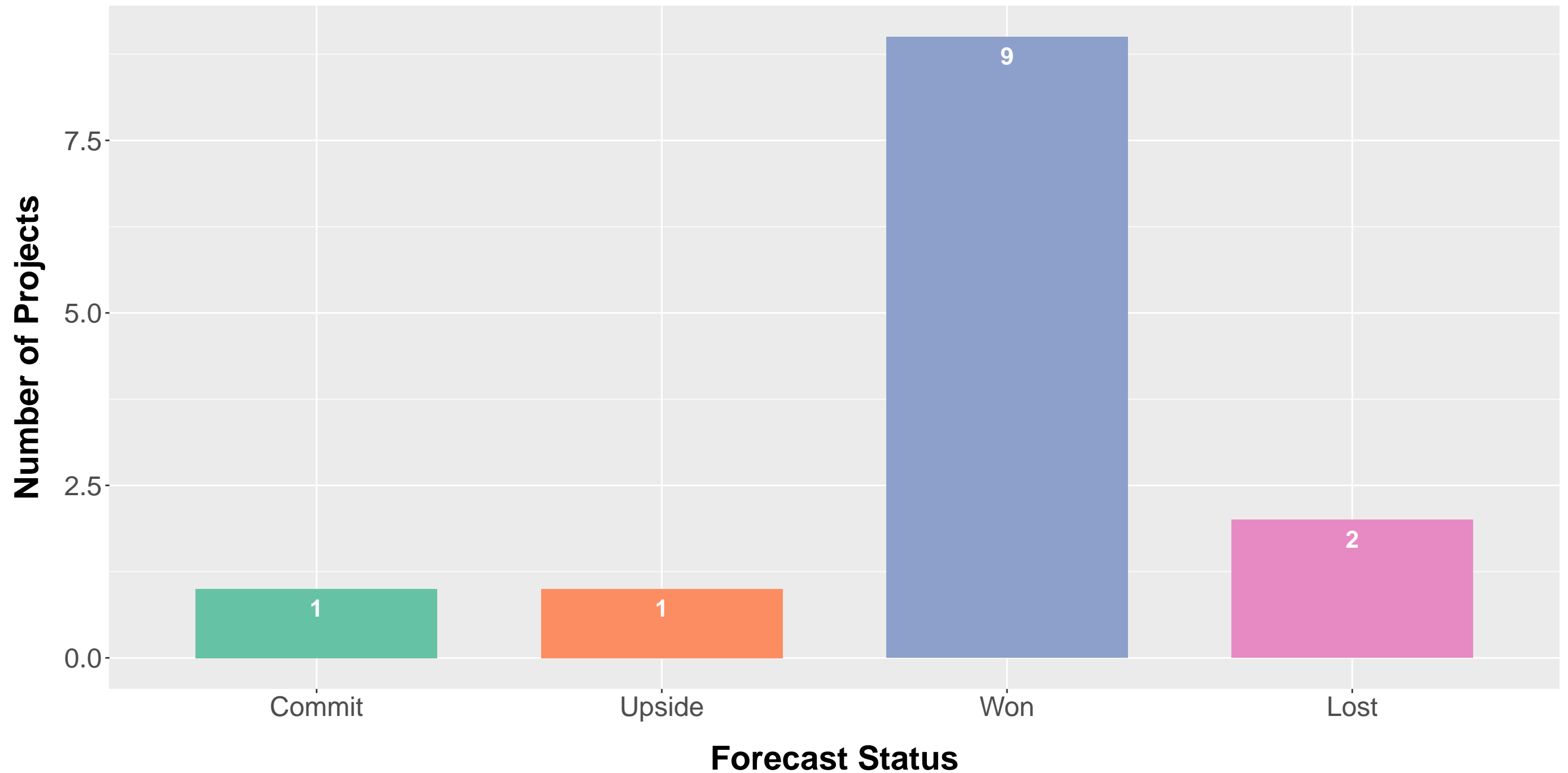
Opportunity Name	Forecast Amount	Close Date	Account Owner	Primary SE	Solution Win	Solution Win Comments	Service Comments
*KS-Weber Automotive DR#----	320000	2016-08-25	Klaus Sprinkart	Stephan Michard	NA	Primär-Storage: 2x VNX 5400 mit VEPLEX SAP HANA Zertifizierung ist für den Kunden wichtig, der Kunde hat 3 HANA Produktivsysteme Back-Up: DataDomain im Haupt-RZ VDP und DDBEA	D_Ähnliche Konfigurationen in anderen Projekten ohne Probleme umgesetzt NEue Config wird von Scaltel erstellt danach reviewen wir alles
*TL – Hillenbrand Inc. – Erik Sterck – Unity300 DR# 7516735	284499.99	2016-12-15	Tobias Leinweber	Stephan Michard	Yes	solution based on three Unity's, no special requirement. Tech refresh for existing VNX Systems. Mitrend was performed for each exisitng system. Sizing via Kairo based on Mitrends	D_no special requirements, implemented several times succesfully



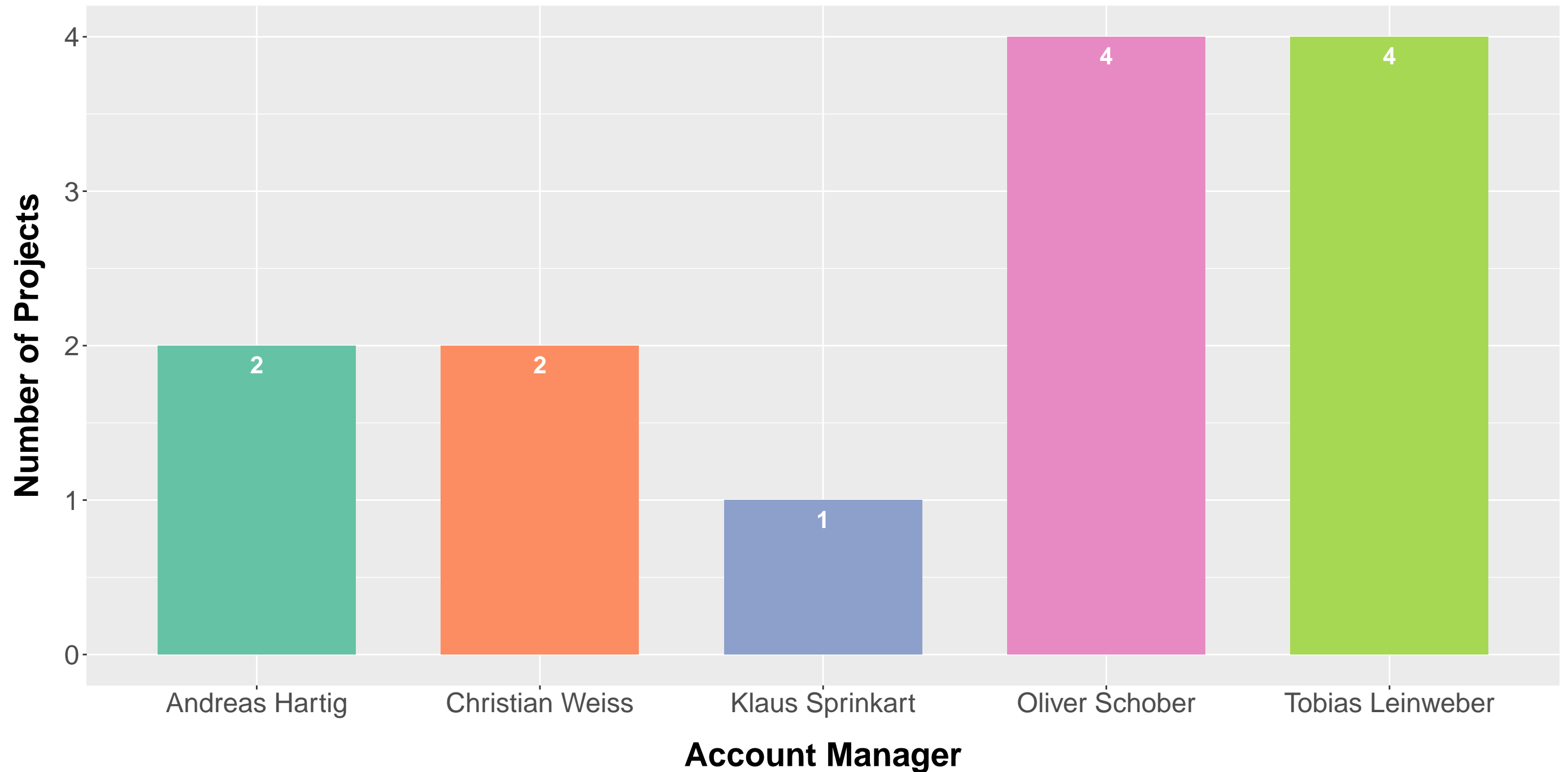
# Forecast Amount in USD for each Forecast Status



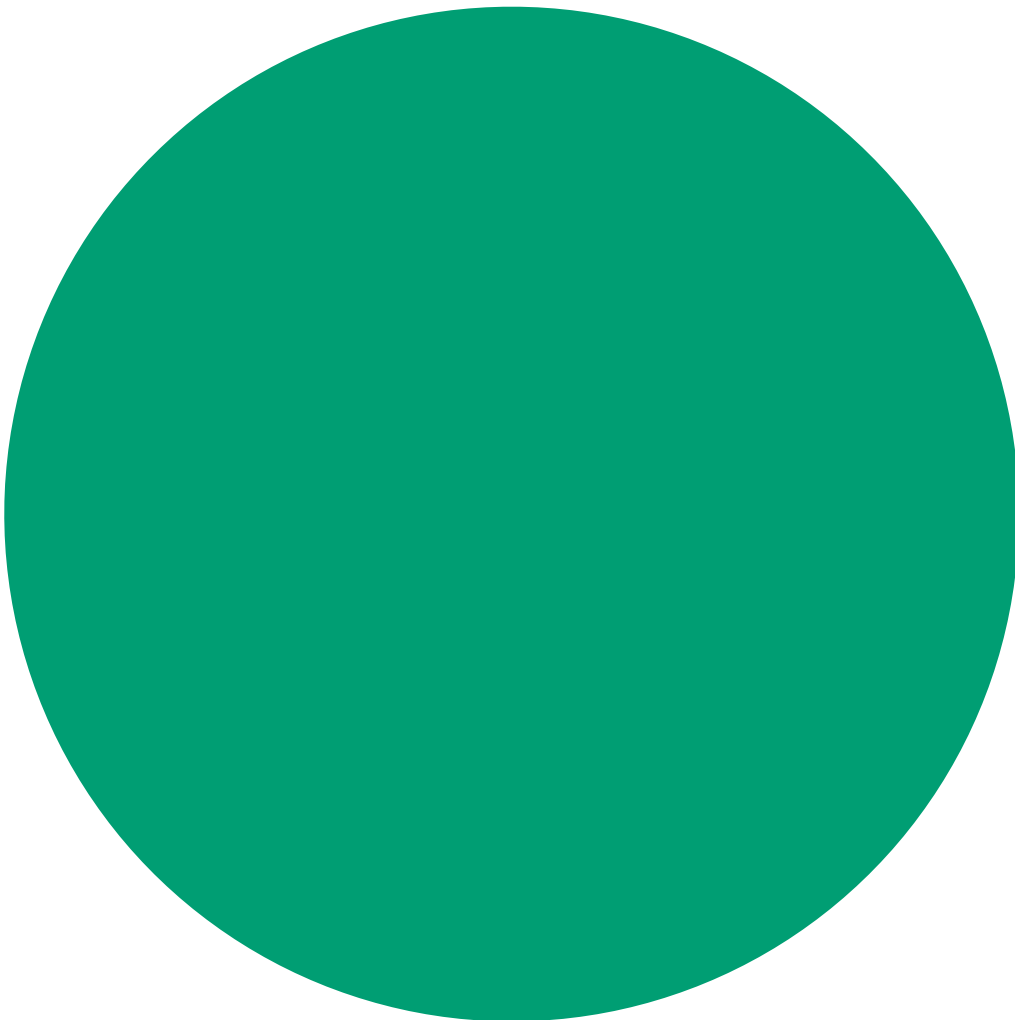
# Project Count for each Forecast Status



# Number of Projects for each Account Owner

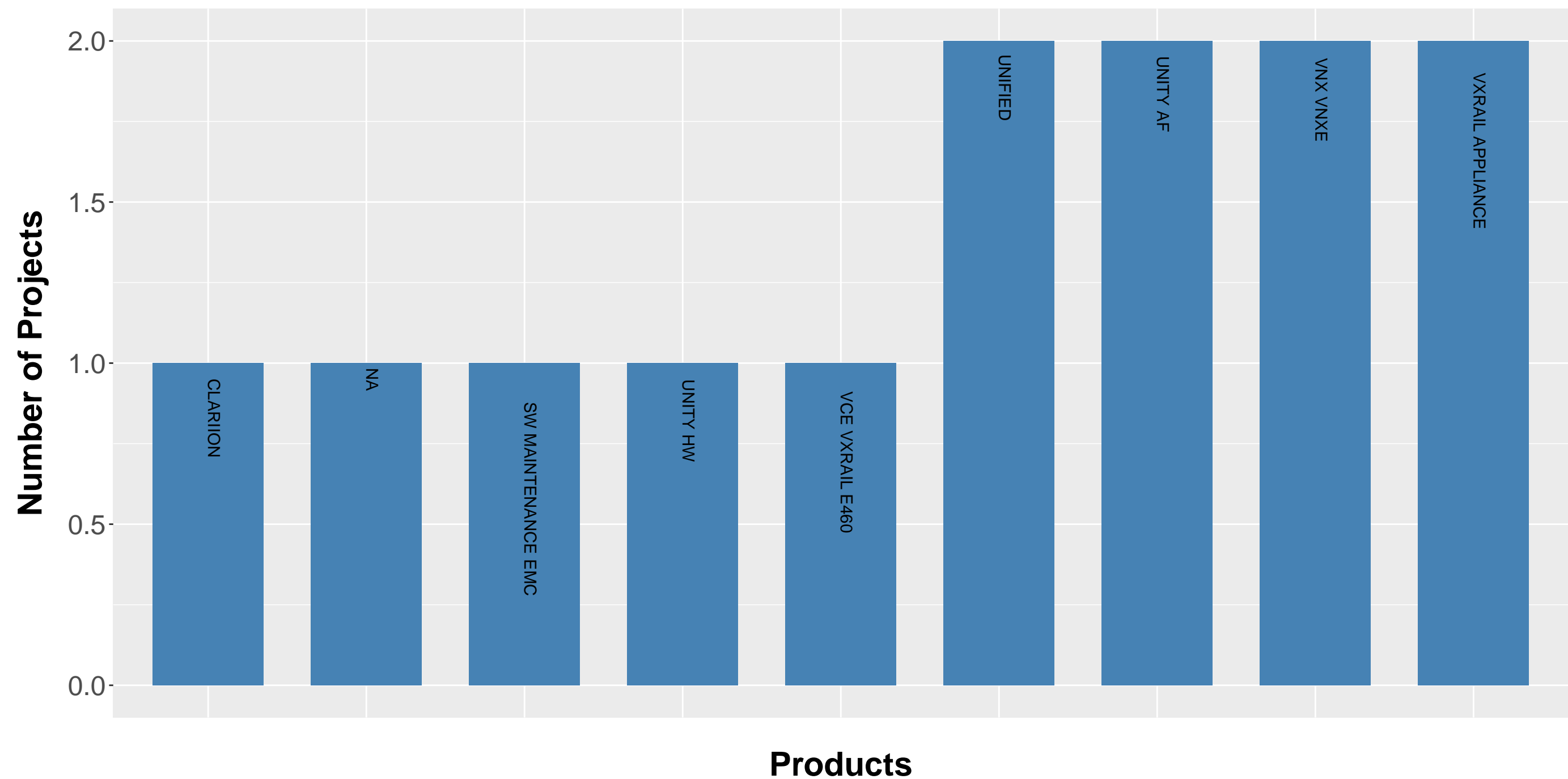


# Solution Win Comments



■ Evaluated Projects ■ Missing Evaluation

# Product Mix of all Projects



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