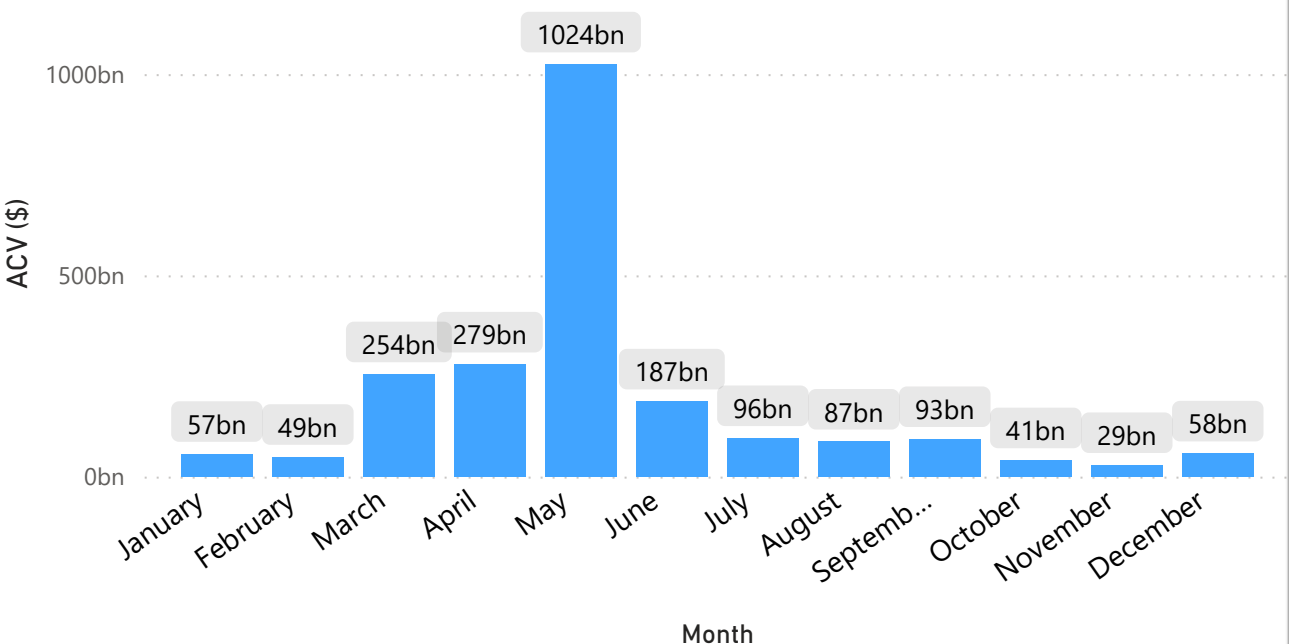


Snapshot- OB, Funnel and Win Loss

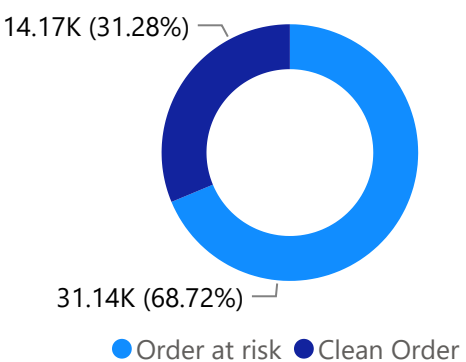
OB ACV Q4'20-21

422M

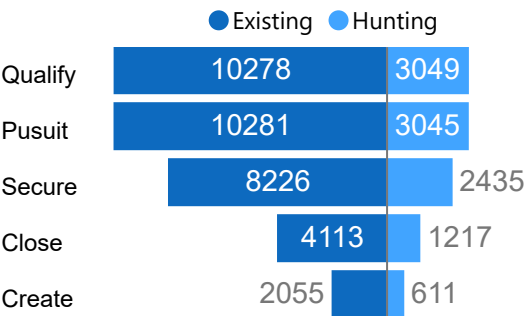
OB ACV M-O-M FY'21



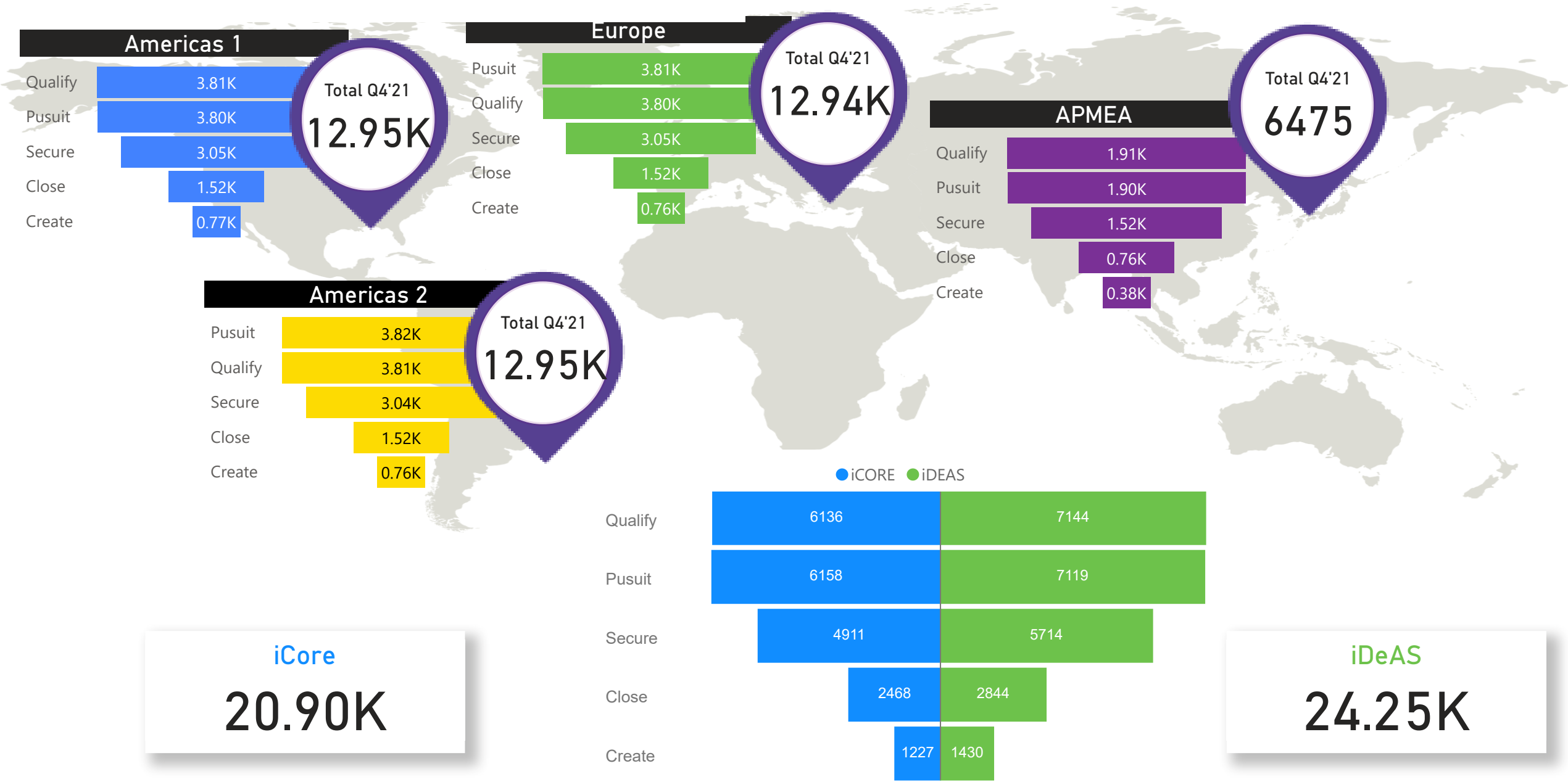
Orders in Approval Cycle



Funnel by Stage and Account Type



Funnel Breakup By SMU & GBL



Large Deals (\$10M+) Wins & Losses

Large Deals Won last Week

Opportunity Name	Account Name	Order Classification	SMU	TCV (\$)	GBL
KIMSilverAPMEASouth East AsiaResources -Oil & Gas, Mining441	KIM	Old - New	APMEA	1000735	iCORE
KUIAmericas 2Manufacturing Utilities269	KUI	Old - New	Americas 2	1006303	iDEAS
GTDDiamondAmericas 2Hi tech Comms543	GTD	Old - New	Americas 2	1016103	iDEAS

Large Deals lost last Week

Opportunity Name	Account Name	Order Classification	SMU	TCV (\$)	GBL
OPPEuropeFrance & South of Europe 638	OPP	NEW - NEW	Europe	10001949	iDEAS
KIMSilverAPMEASouth East AsiaIPM781	KIM	OLD - OLD	APMEA	10011621	iCORE
HGFEuropeUK & IrelandNEP904	HGF	OLD - OLD	Europe	10018768	iCORE
KIMSilverAPMEASouth East AsiaComms277	KIM	OLD - OLD	APMEA	10021587	iDEAS

Large Deals created last Week

Opportunity Name	Account Name	Order Classification	SMU	TCV (\$)	GBL
OPPEuropeFrance & South of Europe 638	OPP	NEW - NEW	Europe	10001949	iDEAS
XCVAmericas 2Securities, Investment Banking and Insurance Comms124	XCV	Old - New	Americas 2	10042257	iDEAS
CSAAmericas 2Securities, Investment Banking and	CSA	Old - New	Americas 2	10076880	iCORE

