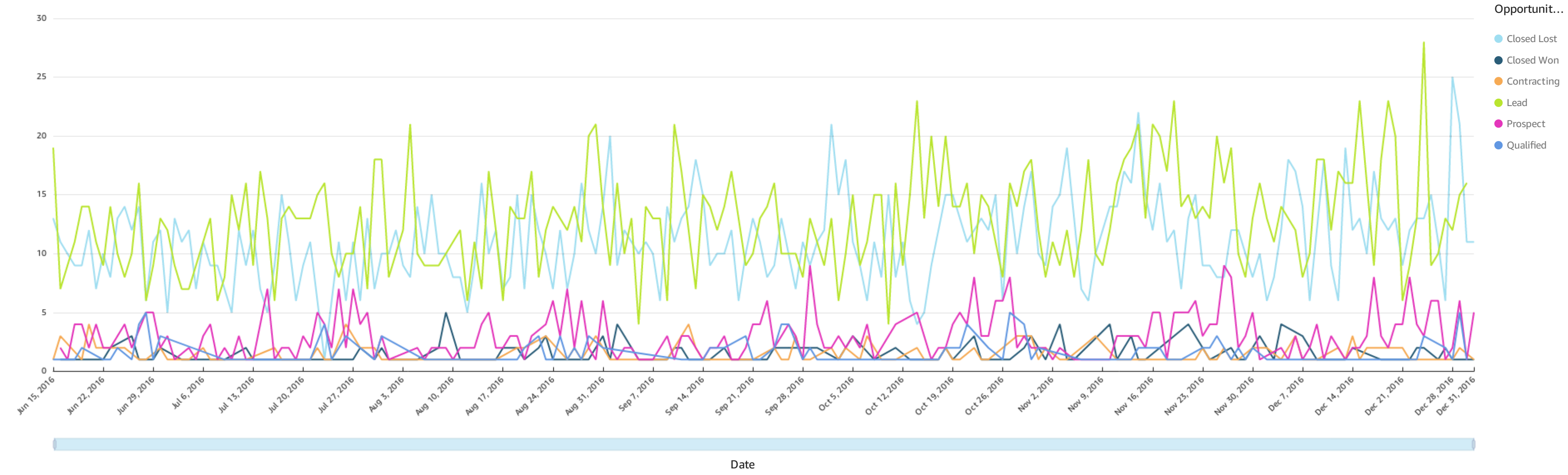
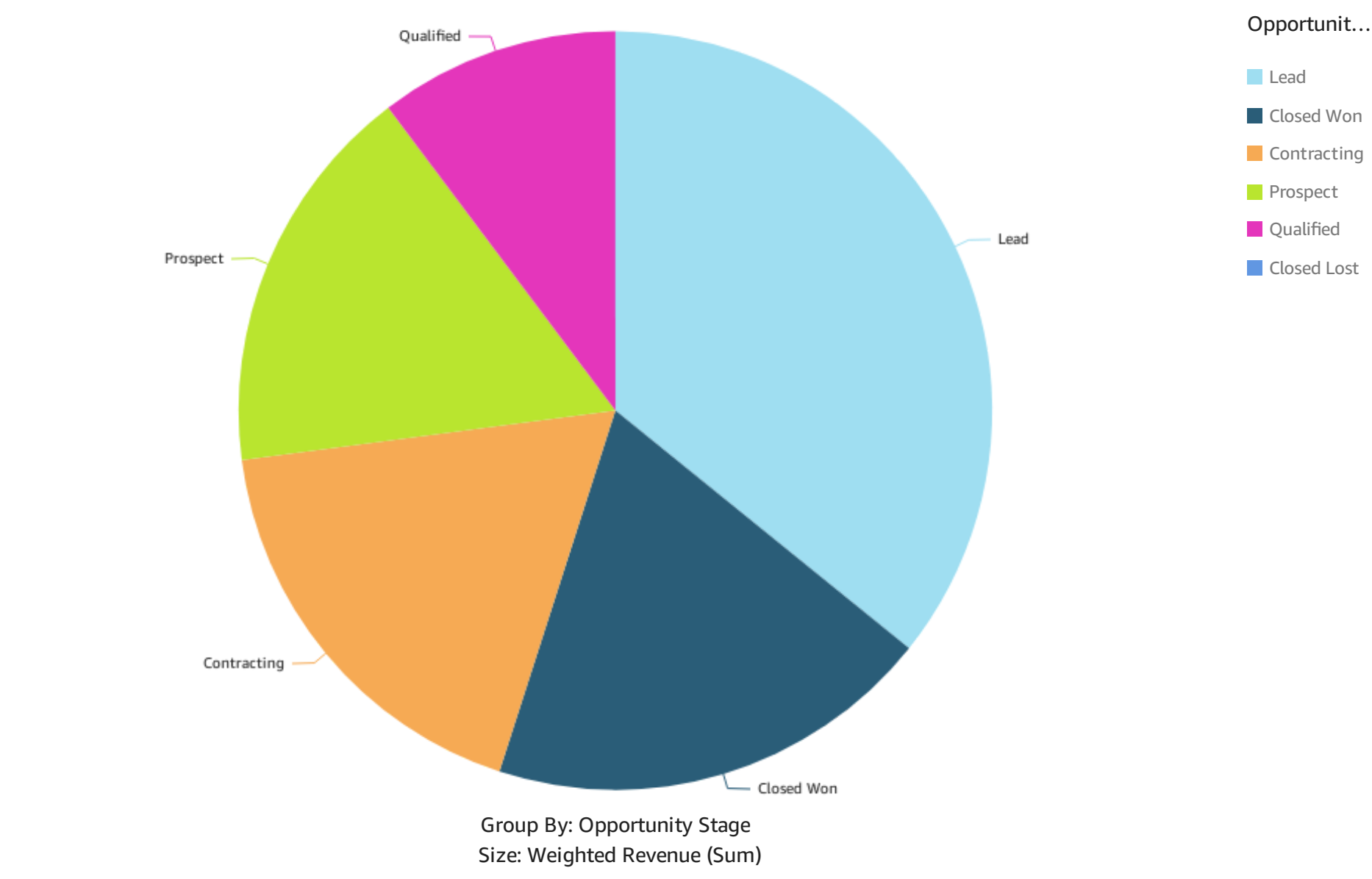


Historical opportunity pipeline

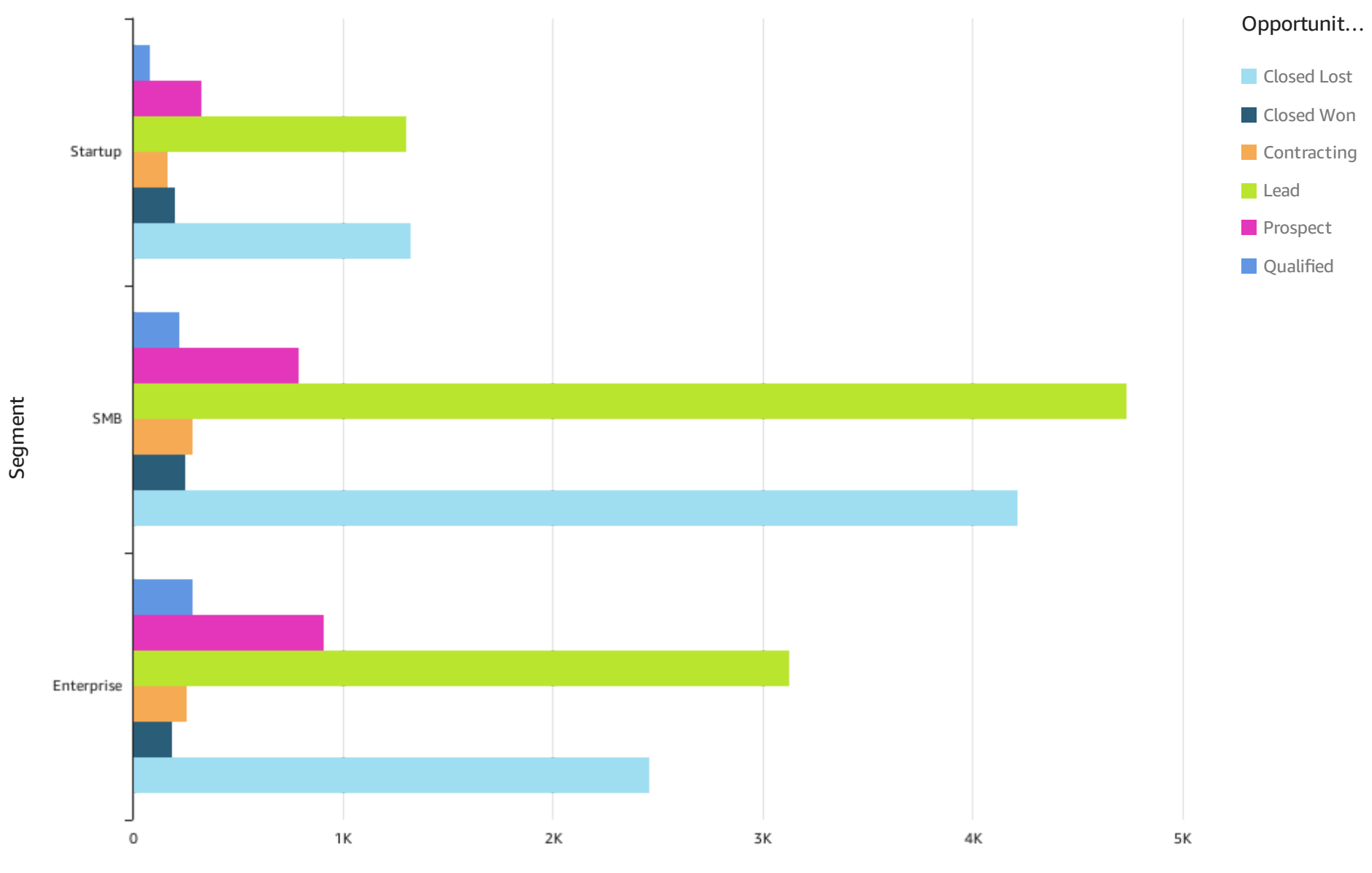
SHOWING TOP 200 IN DATE AND BOTTOM 6 IN OPPORTUNITY STAGE



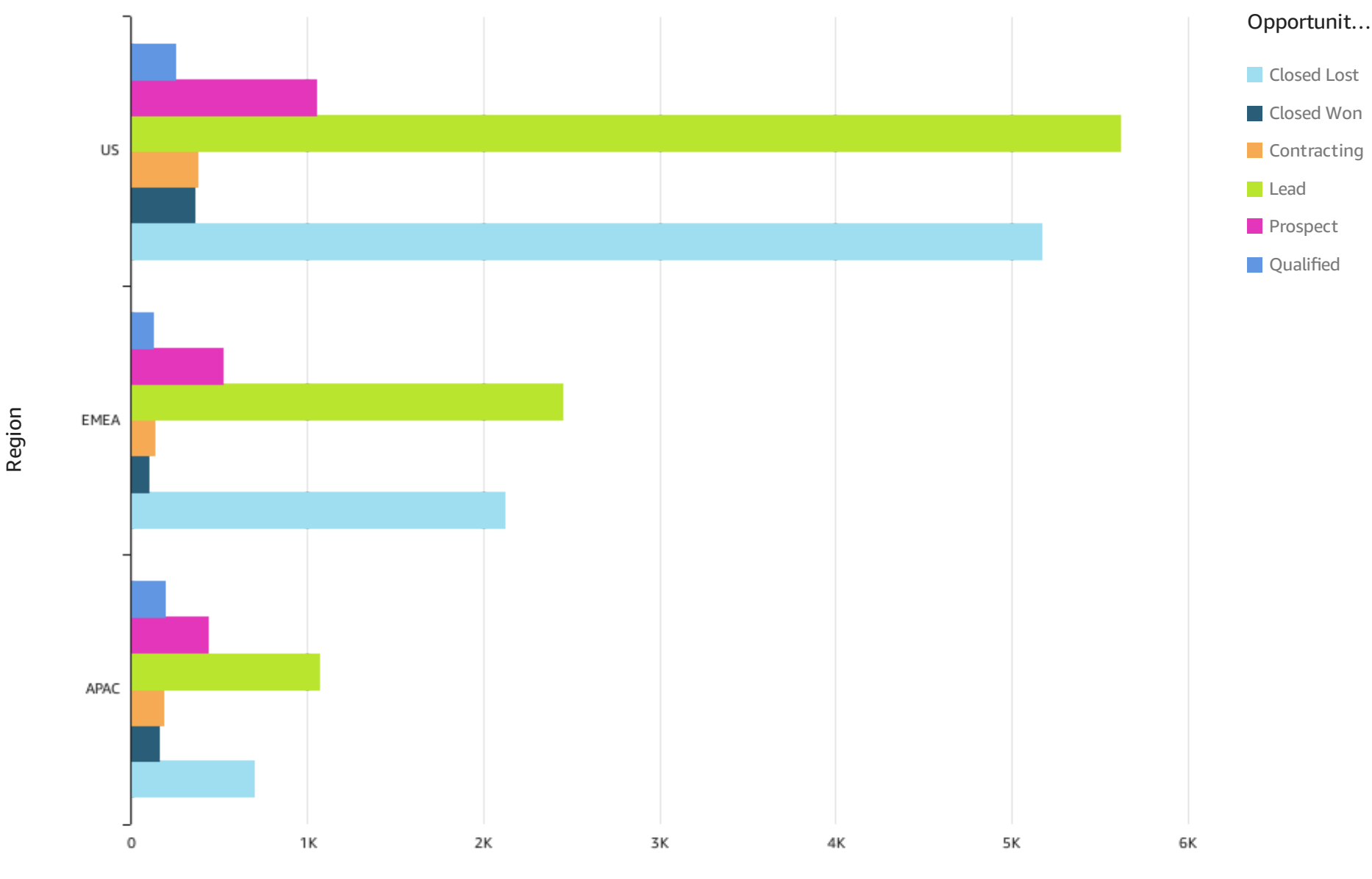
Current open pipeline by weighted revenue



YTD Opportunities by Stage and Segment



YTD Count of Wins vs Losses by Region



YTD Revenue realized by Region

