 Report Date: 06/23/16

**Q2 EPS Weekly Activities Sales Report**

**Overview**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Region** | **Active Leads** | **Open Opportunities** | **Total Pipeline (excl. closed/won)** | **Closed/Won** |
| **(Based on Location)** |
| East | 64 | 13 | $1,488,225 | $553,826 |
| Central | 29 | 10 | $105,500 | $109,440 |
| West | 47 | 3 | $35,990 | $114,950 |
| **Totals** | **140** | **27** | **$1,642,265** | **$778,216** |

|  |  |
| --- | --- |
| **6/9/16 - 6/16/16** | **Total** |
| New Opportunities | 5 |
| SOWs Sent Out | 4 |
| SOs Sent Out | 1 |
| COs Sent Out | 1 |
| New Sales Leads | 3 |
| Closed/Won Opportunities | 4 |
| Hanu |
| McKesson |
| Univar |
| Spectrum Medical |

**Strategic Account Updates**

|  |  |  |
| --- | --- | --- |
| **Account** | **Owner** | **Update** |
| CDM Smith | Jason | * Work for CDM-008 and Phase 5 should be completed and signed for tomorrow * First SOW for Phase 6 ($175K) signed |
| Contact Solutions | Will | * Finishing up the AWS POC in Europe * Scheduling an Executive Briefing to present results and tee up next project |
| AIG | Joerg | * Hypercare contract for $160,000 signed, potentially a 6-month long engagement * Currently preparing an RFP response for AIG TLOC Managed Services due this Friday |
| AG | Jim | * Updated proposal for Asian O365 migration signed this week |
| HPE | Steffo | * Project Popcorn SOW signed. Project must be done by end of June. * HPE's budget cycle and year-end is end of December. Our goal is to have become more strategic partner than vendor by this stage and have Ali and HPE budget $100k for work in 2017 by end of December. |

**New Sales Leads Created This Week**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Lead Owner** | **Company / Account** | **Create Date** | **Last Modified** | **Lead Status** | **Lead Source** | **GSE Lead?** | **GSA** |
| Will Robinson | ATI Physical Therapy | 6/15/16 | 6/15/16 | Contacted | Partner Referral | Yes | Olu Rowaiye |
| Will Robinson | Ex Libris | 6/15/16 | 6/15/16 | Contacted | Partner Referral | Yes | Olu Rowaiye |
| Alex Quaglieri | Seattle Community College District | 6/15/16 | 6/16/16 | Interested | ODT | No |  |
| Jason McKinney | Trac Intermodal | 6/14/16 | 6/14/16 | Open | Other | No |  |
| Will Robinson | AlertLogic Referral | 6/14/16 | 6/14/16 | Open | Partner Referral | No |  |
| Chris Scalgione | T&M Associates | 6/14/16 | 6/14/16 | Interested | Partner Referral | No |  |
| Will Robinson | Nissan North America | 6/13/16 | 6/13/16 | Interested | Partner Referral | No |  |
| John Austin | Dyno Nobel, Inc. | 6/13/16 | 6/13/16 | Interested | Campaigns | No |  |
| Alex Quaglieri | Realogy | 6/13/16 | 6/13/16 | Open | Web | No |  |

**New Opportunities Created This Week**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Opportunity Owner** | **Account Name** | **Opportunity Name** | **Close Date** | **Forecast Status** | **Amount** | **GSE Lead?** | **GSA** |
| Steffo Mitakides | Melaleuca, Inc. | Discovery Workshop | 7/22/16 | Upside | $12,500.00 | No |  |
| Steffo Mitakides | MultiCare Health System | Azure Workloads | 12/16/16 | Pipeline | $50,000.00 | Yes | Gene McColm |
| Steffo Mitakides | Avalara | AWS to Azure and DR | 12/16/16 | Pipeline | $50,000.00 | No |  |
| Steffo Mitakides | Sanmina-Sci Corporation | ECX Enablement | 12/16/16 | Pipeline | $50,000.00 | No |  |
| Steffo Mitakides | Genomic Health Inc. | Azure Workloads | 12/16/16 | Pipeline | $50,000.00 | Yes | Josh Sordelet |
| Steffo Mitakides | Univar | Azure Enablement/Cloud Foundation/O365 Pkg | 12/16/16 | Pipeline | $50,000.00 | Yes | Josh Sordelet |
| Steffo Mitakides | GCI Communication Corp. | Phase 3: Next Steps in Azure | 12/16/16 | Pipeline | $40,000.00 | Yes | Josh Sordelet |
| Joerg Joergensen | AIG | AIG TLOC Portal Development | 6/30/16 | Pipeline | $288,000.00 | No |  |
| Joerg Joergensen | EMC Corporation | Barracuda Deployment | 6/24/16 | Pipeline | $- | Yes | John Cooper |
| Will Robinson | FMC Technologies | Multi-Site Cloud Workshops | 8/3/16 | Pipeline | $150,000.00 | Yes | Michael Schofield |
| Will Robinson | DARLING INGREDIENTS INC. | ARM Assessment | 7/28/16 | Pipeline | $15,000.00 | Yes | Michael Schofield |
| Will Robinson | Seepath | Managed Performance Hub | 7/15/16 | Pipeline | $96,000.00 | Yes | JP Doolin |
| Will Robinson | State of Kansas | ECX Enablement and Workshop | 8/5/16 | Pipeline | $20,000.00 | No | Josh Sordelet |
| Will Robinson | Peterson Sullivan LLP | ARM Assessment | 6/30/16 | Pipeline | $15,000.00 | No |  |
| Will Robinson | U.S. Postal Service Office of Inspector General (USPS-OIG) | ECX Enablement | 6/29/16 | Upside | $5,000.00 | Yes | Don Wiggins |
| Will Robinson | National Oilwell Varco, Inc. | Network Assessment | 7/28/16 | Pipeline | $125,000.00 | Yes | Michael Schofield |
| Will Robinson | Contact Solutions | My:Time AWS Production Implementation | 7/15/16 | Upside | $100,000.00 | No | Sougata Maitra |
| Will Robinson | National Oilwell Varco, Inc. | 2 Day Network Assessment Workshop | 6/30/16 | Pipeline | $10,000.00 | Yes | Michael Schofield |
| Chris Scalgione | Perkin-Elmer | PER-001: Cloud Provider Comparison POC | 7/29/16 | Pipeline | $84,640.00 | No |  |

**All Open Opportunities with a Close Date in Q2**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Opportunity Owner** | **Account Name** | **Opportunity Name** | **Follow-up Date** | **Close Date** | **Forecast Status** | **Amount** | **GSE Lead?** | **GSA** |
| Steffo Mitakides | Pharmacyclics | O365 Enablement | 6/24/16 | 6/24/16 | Upside | $6,500.00 | No | Paul Mason |
| Steffo Mitakides | Oaktree Capital Management L.P. | Discovery Workshop - Phase 2 | 6/24/16 | 6/24/16 | Upside | $14,490.00 | No | Josh Sordelet |
| Jim Gallagher | Novo Nordisk | Cloud Evangelist | 6/22/16 | 6/30/16 | Pipeline | $90,000.00 | Yes | Tobias Quaranta |
| Will Robinson | Principal Financial Group | ECX Enablements Chicago SV | 6/22/16 | 6/30/16 | Pipeline | $17,000.00 | No | Olu Rowaiye |
| Will Robinson | FMC Technologies | Cloud Readiness Workshop | 6/22/16 | 6/27/16 | Upside | $10,000.00 | No | Michael Schofield |
| Will Robinson | National Oilwell Varco, Inc. | 2 Day Network Assessment Workshop | 6/21/16 | 6/30/16 | Pipeline | $10,000.00 | Yes | Michael Schofield |
| Will Robinson | U.S. Postal Service Office of Inspector General (USPS-OIG) | ECX Enablement | 6/21/16 | 6/29/16 | Upside | $5,000.00 | Yes | Don Wiggins |
| Will Robinson | Peterson Sullivan LLP | ARM Assessment | 6/21/16 | 6/30/16 | Pipeline | $15,000.00 | No |  |
| Jim Gallagher | Tangerine | ECX Enablement | 6/20/16 | 6/30/16 | Upside | $5,000.00 | Yes | Robert Goban |
| Jim Gallagher | MassMutual Financial Group | MassMutual Financial Group-Cloud Networking Foundation | 6/17/16 | 6/30/16 | Upside | $17,500.00 | No | Robert Goban |
| Joerg Joergensen | EMC Corporation | Barracuda Deployment | 6/17/16 | 6/24/16 | Pipeline | $- | No | John Cooper |
| Will Robinson | HCA Healthcare | MPLS HCA-001 CO 2 | 6/17/16 | 6/24/16 | Commit | $4,300.00 | No | Rod Elder |
| Joerg Joergensen | AIG | AIG TLOC Portal Development | 6/17/16 | 6/30/16 | Pipeline | $288,000.00 | No |  |
| Will Robinson | Fujitsu America, Inc. | 2 Day Cloud Workshop | 6/16/16 | 6/24/16 | Commit | $12,500.00 | Yes | Michael Schofield |
| Jason McKinney | TURNER BROADCASTING SYSTEM, INC. | Basic ECX Enablement | 6/15/16 | 6/30/16 | Pipeline | $5,000.00 | No | Tobias Quaranta |
| Jim Gallagher | Manitoba LTD | O365 Enablement + Cloud Foundation | 6/10/16 | 6/30/16 | Upside | $12,500.00 | No | Bob Goban |
| Alex Quaglieri | Thinkx Group, Inc. | Cloud Network Workshop | 6/10/16 | 6/30/16 | Upside | $12,500.00 | No |  |
| John Austin | Centers for Disease Control and Prevention (CDC) | Cloud Discovery Workshop | 6/10/16 | 6/30/16 | Pipeline | $12,500.00 | No |  |
| Jim Gallagher | George Washington University | Discovery Workshop | 6/10/16 | 6/24/16 | Upside | $12,000.00 | No |  |
| Jim Gallagher | APC by Schneider Electric | ExpressRoute Implementation | 6/10/16 | 6/17/16 | Pipeline | $7,500.00 | No |  |
| Jason McKinney | Shire Pharmaceuticals | Shire - Cloud Enablement - Cloud Exchange | 6/8/16 | 6/13/16 | Commit | $85,000.00 | Yes | Tobias Quaranta |
| Jim Gallagher | Prudential | O365 Workshop and Enablement | 6/8/16 | 6/30/16 | Upside | $9,850.00 | No | Bob Goban |
| Jim Gallagher | Net3 Technology | Cloud Network Workshop | 6/8/16 | 6/30/16 | Upside | $17,250.00 | No |  |
| Jim Gallagher | Wescom Communications | ECX- Azure Enablement | 6/7/16 | 6/24/16 | Commit | $5,000.00 | No |  |
| Chris Scalgione | Legrand | LNA-001 - Data Center Relocation & IaaS Transformation RFP | 6/6/16 | 6/30/16 | Pipeline | $957,875.00 | No | Tobias Quaranta |
| Chris Scalgione | NRG Energy | NRG - Cloud Readiness Workshop | 6/6/16 | 6/30/16 | Upside | $10,000.00 | No | Ted Kawka |
| Jim Gallagher | AXA Equitable | Cloud Foundation + ECX Enablement |  | 6/30/16 |  |  | No |  |