 Report Date: 07/21/16

**Q3 EPS Weekly Activities Sales Report**

**Overview**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Region** | **# of Active**  **Leads** | **# of Open**  **Q3 2016 Opportunities** | **Total Pipeline**  **Q3 2016**  **(excl. closed/won)** | **Closed/Won**  **Q3 2016** |
| East | 104 | 47 | $4,722,501 | $3,350 |
| Central | 18 | 30 | $2,612,192 | $12,500 |
| West | 42 | 32 | $611,183 | - |
| **Totals** | **164** | **109** | **$7,945,876** | **$15,500** |

|  |  |
| --- | --- |
| **7/14/16 - 7/21/16** | **Total** |
| New Opportunities | 21 |
| Proposals Sent Out | 12 |
| New Sales Leads | 32 |
| Closed/Won Opportunities | 1  Tronox CO |

**Strategic Account Updates**

|  |  |  |
| --- | --- | --- |
| **Account** | **Owner** | **Update** |
| CDM Smith | Jason | * Hypercare Hours Support Items: * HPC Roadmap * Datacenter Migration Planning / Design * ProjectWise Migration * Cloud Cost Forecasting * Germany Next Steps: * Currently evaluating how much help may be required * Work may be focused on Disaster Recovery in the region * *Action Item: @EPS Team (Daniel) to connect with Jason B and offer assistance if needed (pull from Hypercare)* * CIO Summit @ Equinix HQ * Lock-in August 22-23rd in Redwood City with Dave & Mike * Update agenda to include ½ day to discuss SmartCity initiative * IOT Workshop with Microsoft * Plan to schedule mid-late September - @Jason to coordinate with Microsoft and get this booked |
| Contact Solutions | Jason | * Successful POC project completed! * Looking to expand next contract to deploy AWS My:Time app into production environment in US and EMEA. * May initiate a gap contract to fill some space in between decision making. |
| AIG | Joerg | * Currently engaged in a Hypercare contract, and are in process of negotiating an extension to the Hypercare contract for additional for up to 5 months; approximately $250K value (CO to an existing contract) * RFP for Managed Services was closed/lost * AIG requested we do AIG TLOC Portal Development, but we are asking to have a sub-consultant complete. Sub bid is $336K. Scheduling an in-person meeting for a proposal for the last week or July or the first week of August |
| Angelo Gordon | Jim | * We have proposed AD changes and they have been accepted * We are closing out ANG-007 and putting together SOWB for next phases (2 & 3) on the overall roadmap we've presented * Parul and I are putting several change-orders together to account for all the additional work being performed under ANG-004 |
| HPE | Steffo | * Currently working on a 2-part SOW for HPE for a Cloud Security Workshop and POC for combined value of about $80K |

**New Sales Leads Created This Week**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Region** | **Lead Owner** | **Company / Account** | **Create Date** | **Lead Status** | **Lead Source** | **Partner Account** | **GSE Lead?** | **GSA** |
| East | Chris Scalgione | Microsoft | 7/14/2016 | Open | Partner Referral | Microsoft | No |  |
| East | Chris Scalgione | Microsoft | 7/14/2016 | Open | Partner Referral | Microsoft | No |  |
| East | Chris Scalgione | Microsoft | 7/14/2016 | Open | Partner Referral | Microsoft | No |  |
| East | Chris Scalgione | Dynamics RSM | 7/14/2016 | Open | Partner Referral | Microsoft | No |  |
| East | Chris Scalgione | Partners Healthcare | 7/14/2016 | Qualified | Partner Referral | Microsoft | No |  |
| East | Chris Scalgione | Claritas Genomics | 7/14/2016 | Interested | Partner Referral | Amazon Web Services | No |  |
| Central | Jason McKinney | Imperial Marketing | 7/14/2016 | Qualified | Employee Referral |  | No |  |
| East | Jim Gallagher | Aetna | 7/14/2016 | Qualified | Partner Referral | Equinix | No | Bob Goban |
| East | John Austin | US General Services Administration | 7/15/2016 | Interested | ODT | Equinix | No |  |
| West | Steffo Mitakides | TASER International | 7/15/2016 | Qualified | Partner Referral | Equinix | Yes | Brian Petit |
| East | Jim Gallagher | FrontFour Capital | 7/15/2016 | Qualified | Events | Equinix | No |  |
| East | Alex Quaglieri | Century Distribution Systems, Inc. | 7/18/2016 | Interested | ODT | Equinix | No |  |
| Central | Jason McKinney | Doosan Information & Communications America, LLC / Bobcat | 7/18/2016 | Qualified | Partner Referral | Equinix | Yes | JP Doolin |
| West | Alex Quaglieri | Intensity Corp | 7/18/2016 | Interested | ODT | Equinix | No |  |
| East | Chris Scalgione | Navy Federal | 7/18/2016 | Dead | Partner Referral | Equinix | No |  |
| East | John Austin | Nationwide Children's Hospital | 7/18/2016 | Interested | ODT | Equinix | No |  |
| West | Steffo Mitakides | Alaska Communications Systems | 7/18/2016 | Interested | Partner Referral | Equinix | Yes | Gene McColm |
| Central | Jason McKinney | Black & Veatch | 7/18/2016 | Qualified | Partner Referral | Advocate Insiders | No |  |
| East | Chris Scalgione | Microsoft | 7/19/2016 | Open | Partner Referral | Microsoft | No |  |
| East | John Austin | IRS | 7/19/2016 | Interested | ODT | Equinix | No |  |
| East | Chris Scalgione | Diageo Liquors | 7/19/2016 | Interested | Other |  | No |  |
| Central | Jason McKinney | Stanley Black and Decker | 7/19/2016 | Qualified | Partner Referral | Equinix | No |  |
| Central | Jason McKinney | VP of Operations | 7/19/2016 | Open | Partner Referral | Equinix | No |  |
| East | Jim Gallagher | Desjardins Bank | 7/19/2016 | Qualified | Partner Referral | Equinix | No |  |
| East | Chris Scalgione | Ruder Finn | 7/20/2016 | Contacted | Existing Customer - Additional Work |  | No |  |
| East | Chris Scalgione | ASCAP | 7/20/2016 | Interested | Partner Referral | Equinix | No |  |
| East | Chris Scalgione | Burris Logistics | 7/20/2016 | Open | Other |  | No |  |
| East | Chris Scalgione | Dana Holdings | 7/20/2016 | Open | Other |  | No |  |
| Central | John Austin | Kelly Services, Inc. | 7/20/2016 | Interested | ODT | Equinix | No |  |
| West | Jim Gallagher | Status Not Quo | 7/20/2016 | Open | Partner Referral | Barracuda Networks, Inc. | No |  |
| West | Steffo Mitakides | Marble Financial | 7/20/2016 | Dead | Partner Referral | Barracuda Networks, Inc. | No |  |
| East | Chris Scalgione | DQE Communications | 7/21/2016 | Open | Partner Referral | Equinix | No |  |

**New Sales Opportunities Created This Week**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Region** | **Opportunity Owner** | **Account Name** | **Opportunity Name** | **Close Date** | **Forecast Status** | **Amount** | **GSA** | **Referring Partner** | **Lead Source** |
| Central | Jason McKinney | Imperial Marketing | Imperial - 2-Day Cloud Workshop | 8/1/2016 | Upside | $12,500 |  |  | Employee Referral |
| East | Jim Gallagher | FrontFour Capital | Cloud Readiness Workshop | 8/5/2016 | Pipeline | $6,500 |  | Equinix | Events |
| West | Jason McKinney | Parallax Volatility Advisers, LP | Parallax - Cloud Foundation & POC | 8/15/2016 | Upside | $96,000 |  | Equinix | Events |
| West | Jim Gallagher | Partner Fund Management | Cloud Readiness Workshop | 8/30/2016 | Pipeline | $10,000 |  | Equinix | Events |
| East | Jim Gallagher | Aetna, Inc. | Cloud Network Workshop | 9/30/2016 |  |  |  | Equinix | Partner Referral |
| East | Jason McKinney | Brigade Capital | Brigade Capital - Cloud Foundation Assessment | 9/30/2016 | Upside | $69,115 |  |  | Events |
| Central | Jason McKinney | Imperial Marketing | Imperial Marketing - Infrastructure & App Assessment | 9/30/2016 | Upside | $162,092 |  |  | Employee Referral |
| West | Steffo Mitakides | TASER International | Cloud Storage | 9/30/2016 | Pipeline | $22,500 |  | Equinix | Partner Referral |
| West | Steffo Mitakides | Cisco Systems | Cloud Security Assessment | 9/30/2016 | Upside | $22,500 | Paul Mason | Equinix | Partner Referral |
| East | Steffo Mitakides | Infinidat | Custom Solutions | 9/30/2016 | Pipeline | $20,000 |  | Equinix | Partner Referral |
| Central | Jason McKinney | Doosan Information & Communications America, LLC / Bobcat | Doosan Information & Communications America, LLC / Bobcat- | 9/30/2016 | Pipeline | 5000 | JP Doolin | Equinix | Partner Referral |
| Central | Jason McKinney | Imperial Marketing | Imperial - Cloud Hosting and Managed Service | 9/30/2016 | Upside | $264,120 |  |  | Existing Customer - Additional Work |
| Central | Jason McKinney | Black & Veatch | Black & Veatch - Network Assessment (Advocate) | 9/30/2016 | Upside | $40,480 |  | Advocate Insiders | Partner Referral |
| East | Jim Gallagher | Desjardins Bank | O365 Enablement | 9/30/2016 |  |  |  | Equinix | Partner Referral |
| Central | Jason McKinney | Stanley Black and Decker | Stanley Black and Decker - Datacenter Colocation RFP | 9/30/2016 |  |  |  | Equinix | Partner Referral |
| East | Jim Gallagher | MarketAxess | Cloud Network Workshop | 9/30/2016 |  |  |  | Equinix | Partner Referral |
| East | Chris Scalgione | Partners Healthcare | Cloud Network Workshop | 9/30/2016 | Upside | $15,400 |  | Microsoft | Partner Referral |
| East | Jason McKinney | PAREXEL | PAREXEL - Network Optimization Assessment | 10/3/2016 | Pipeline | $50,000 |  | Equinix | Partner Referral |
| East | Jason McKinney | PAREXEL | Parexel - Hybrid Cloud Assessment | 10/3/2016 | Pipeline | $50,000 | Denerson Frasson | Equinix | Partner Referral |
| East | Jason McKinney | Realogy | Realogy - Website Migration (AWS vs Azure Evaluation) | 10/10/2016 | Pipeline | $15,000 |  |  | Existing Customer - Additional Work |
| West | Steffo Mitakides | Hewlett Packard Enterprise Co / HPE | AWS Security | 10/28/2016 | Upside | $60,000 | Josh Sordelet |  | Existing Customer - Additional Work |