 Report Date: 8/11/16

**Q3 EPS Weekly Activities Sales Report**

**Overview**

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| **Region** | **# of Open**  **Q3 2016 Opportunities** | **EPS Funnel**  **Q3 2016**  **(excl. closed/won)** | **Closed/Won**  **Q3 2016** |
| East | 49 | $4,397,315 | $323,585 |
| Central | 21 | $1,954,016 | $12,500 |
| West | 17 | $474,333 | $7,000 |
| **Totals** | **87** | **$6,825,664** | **$343,085** |

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| **8/4/16 - 8/11/16** | **Total** |
| Proposals Sent Out | 8   * American Systems ($20K, IOA Transformation Workshop) * City of Los Angeles ($15K) * State of Washington ($11.5K) * GCI (signed) * Partners Health ($15k pending scheduling) * Claritas ($9k pending signature) * Pine River ($10k pending scheduling) * Guggenheim ($20k - pending NDA) |
| Closed/Won Opportunities | 3   * Aetna, Inc. - Cloud Network Workshop (8/4) * AIG GLC Hosting AIG-021 CO2 (8/5) * GCI Communication Corp.- ECX Enablement – Configuration (8/10) |

**Strategic Account Updates**

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| **Account** | **Owner** | **Update** |
| AIG | Joerg | * Signed 5 months extension to Hypercare contract last week [$268,000]. * In discussions about a website development project for the TLOC business unit, presentation delivered last week, still in upside but looking to close discussion during August. * First meeting with another AIG business unit in Texas scheduled for week of 8/22 on the topic: *How to Leverage Equinix for Cloud Exchange via Performance Hub/IOA Model*. Meeting will include an introduction to EPS. |
| HPE | Steffo | * Fourth $82K SoW is in Ali’s hands. He is working to find budget. * This project is to make sure that HPE gets their AWS security up to par with on-premise. We are working with AWS on an investment for the AWS Security engagement. |
| State and Local Government (SLG) | Steffo | * City of LA – $15k   + LA PD   + LA BoE * WaTech / State of Washington – Discovery Workshop - $11.5k * LA Superior Court – o365 Connectivity Audio for Express Route - $25k * Orange County - o365 Connectivity Audio for Express Route – $25k |
| Contact Solutions | Jason | * Customer is pending the production roll out of their My:Time application. * Currently scheduled to re-engage in Q4. EPS is working with AWS on funding opportunities. |
| CDM Smith | Jason | * CIO Summit @ Equinix HQ   + Slated in late September in Redwood City with Dave & Mike   + Update agenda to include 1Ž2 day to discuss SmartCity initiative * IOT Workshop with Microsoft   + Plan to schedule mid-late September - @Jason to coordinate with Microsoft and get this booked * HoloLens efforts; waiting on customer to provide business scenarios to take advantage of our offerings. |
| Angelo Gordon | Jim | * Issuing 3 new change orders for (1) Extension of effort for Asian o365 tasks, (2) Additional tasks for ExpressRoute configuration (AG preferred routing), and (3) efforts to address AD configuration issues * Meeting rescheduled for next Wednesday (8/10) to close Test/Dev Migration project and discuss steps necessary to complete their roadmap |