

Report Date: 8/18/16

**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 | 39 | $3,017,915 | $328,585 |
| Central | 16 | $1,820,216 | $12,500 |
| West | 17 | $517,200 | $13,000 |
| **Totals** | **72** | **$5,355,331** | **$354,085** |

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| **8/11/16 - 8/18/16** | **Total** |
| Proposals Sent Out | 7  SOs   * Avid Technology * Aetna, Inc. * TD Bank * Doosan Information & Communications America/ Bobcat (updated)   SOWs   * City of Los Angeles (updated with a larger scope/price) * American Systems * Commonwealth of Pennsylvania |
| Closed/Won Opportunities | 2   * [Automated Systems America, Inc.](https://na29.salesforce.com/0013400001O5c9c)- Barracuda NG POC (8/12) * Avid Technology – ECX Enablement (8/17) |

**Strategic Account Updates**

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| **Account** | **Owner** | **Update** |
| Angelo Gordon | Jim | * AG meeting has finally been set for next Tuesday 2pm * We will be closing out ANG-007 and reviewing the roadmap going forward |
| GCI (\*New\*) | Steffo | * Completed a discovery workshop in April * Recently signed an ECX Enablement SOW * Submitting Phase 3 SOW early next week |
| HPE | Steffo | * Working on the $82K Phase 4 for AWS Security * Trying to secure AWS Funding * Contract in Legal |
| State and Local Government (SLG) | Steffo | * City of LA - $25k SoW being submitted to MSFT for Network Evaluation   + LA PD   + LA BoE * State of CA - $25k Workshop to be submitted to MSFT for funding.  Colo pull-thru opportunity * State of WA - $25k Discovery Workshop – identifying Business driver * State of HI - $25k Express Route turn-up and troubleshooting tbd * State of NV - $25k Express Route turn-up and troubleshooting tbd * Orange County - $25k SfB/o365 Network Evaluation tbd * LA Superior Court - $25k SfB/o365 Network Evaluation tbd |
| 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. |
| 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. |
| 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 |