

Report Date: 8/25/16

**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** | **# of SOs Signed for Packaged Solutions** | **# of Signed Custom Solutions** | **Net New Logos for Equinix** |
| Central | 9 | $389,190 | $12,500 | 1 | - | - |
| East | 24 | $2,117,170 | $364,810 | 3 | 8 | 3 |
| West | 14 | $327,200 | $13,000 | 3 | - | 1 |
| **Totals** | **47** | **$2,833,560** | **$390,310** | **7** | **8** | **4** |

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| --- | --- |
| **8/18/16 - 8/25/16** | **Total** |
| Proposals Sent Out | 4  **SO**   * SHR Global - Cloud Readiness Workshop * 24/7 CUSTOMER, INC - Discovery Workshop   **SOW**   * Fujitsu America, Inc. - Cloud Phase 1 (ECX Enablement + Training) * State of Hawaii - SkB Evaluation |
| Closed/Won Opportunities | 3   * American Systems - American Systems - IOA Transformation Workshop ($23,000) * Claritas Genomics - Claritas Networking Fix ($8,650) * Aetna, Inc. - PS to Assist w CSP's ($4,575) |

**Strategic Account Updates**

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| **Account** | **Owner** | **Update** |
| Angelo Gordon | Jim | * Closeout meeting for ANG-007 took place Tues (8/23) and went well * We presented updated roadmap based on findings in 007 and other recent projects * Proposals for next two phases (optimization of current cloud footprint and building of templates for dev/ops framework) being prepared and will be delivered next week (expect signature early next month) |
| AIG | Joerg | * Met with Magesh Bagavathi, VP, Global Head of Cloud, Platforms & Product Mgt. at AIG and his team in Dallas, TX on 8/24. * Next steps are 1) get Michael Parks and his team to a meeting to propose EPS Network Optimization using Advocate's services and 2) work with Lance to get another meeting with Magesh and his cloud team to discuss how Azure can be used for DR services. * Decision on website project has been pushed to 8/31 at the earliest. |
| GCI | Steffo | * Put together SoW for Phase 3 for $55k for Phase 3 SOW |
| 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 | * Meeting held with the customer and the Microsoft Rep this week * City of LA - We got the IO# for $25 and are awaiting signature/PO# * 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. |
| 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. |