 Report Date: 8/4/16

**Q3 EPS Weekly Activities Sales Report**

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| **Things Worth Mentioning this week** |
| Nimbo/EPS SFDC has been migrated to Equinix SFDC and is live as of Monday, 8/1/16. |

**Overview**

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| **Region** | **# of Open**  **Q3 2016 Opportunities** | **Total Pipeline**  **Q3 2016**  **(excl. closed/won)** | **Closed/Won**  **Q3 2016** |
| East | 46 | $2,508,425 | $55,750 |
| Central | 38 | $3,067,223 | $12,500 |
| West | 28 | $489,383 | $2,000 |
| **Totals** | **115** | **$6,065,031** | **$70,250** |

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| **7/28/16 - 8/4/16** | **Total** |
| Proposals Sent Out | 4   * Partners Health (SOW via Microsoft) * Intensity Corp (SOW) * Partner Fund Management (lead from Goldman CTO Summit) * Automated Systems America (Barracuda POC SOW) |
| Closed/Won Opportunities | 5   * Robin Hood – Hypercare contract extension for 3 months * Partners Healthcare – Cloud Network Workshop * CDM $0 CO (new scope for unused hours) * Aetna - Cloud Network Workshop * Automated Systems America, Inc. – Barracuda NG Demo |

**Strategic Account Updates**

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| **Account** | **Owner** | **Update** |
| 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 |
| 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) * Joerg, Bill, and Tad are in a meeting with AIG/TLOC and today Chenoa to discuss a new proposal. |
| HPE | Steffo | * New 2-part SOW for HPE for a AWS Cloud Security Workshop and POC sent to customer; total value $81.7K * Ali is trying to get his Marketing team to approve doing a Private Case Study. |
| City of LA | Steffo | * Plan and put together a SoW to Discover, Assess and Resolve the issues at hand affecting BOTH Bureau of Engineering and LAPD * MSFT expects on-site support for this effort, so we should presume that little/to no Remote Support is desired * We will break the SOW’s/Plans into 2-3 phases   + Discovery/Assess/Understand the situation   + Strategic Implementation Plan (to account for outages and downtime that will likely be required)   + Multi-phased Implementation Plan to keep Change-Control procedures in place to avoid making too many changes at once, which can lead to tail-chasing     - Be prepared to show demonstrable results at the conclusion of each phase     - Be prepared to forecast results are things scale further     - Be prepared to leave some kind of Monitoring Tool in place to enable City of LA to troubleshoot on their own in the future (self-maintainer status)   + Meeting on Friday in Olympia with Steffo and Scott |
| 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. |
| 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 |