

Report Date: 9/1/16

**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 Contracts Signed for Packaged Solutions** | **# of Contracts Signed for Custom Solutions** | **Net New Logos for Equinix** |
| Central | 12 | $454,191 | $12,500 | 1 | - | - |
| East | 18 | $737,155 | $384,310 | 3 | 9 | 3 |
| West | 13 | $272,200 | $38,000 | 3 | 1 | 1 |
| **Totals** | **43** | **$1,463,546** | **$434,810** | **7** | **10** | **4** |

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| **8/25/16 - 9/1/16** |  |
| Proposals Sent Out | 2   * Infinidat, Discovery Workshop and Cloud Foundation (SO) * Fujitsu America, Inc. - Cloud Phase 1 for ECX Enablement + Training (Updated SOW) |
| Closed/Won Opportunities | 2   * Wescom Communications, Change Order for Increased ECX Networking Support ($19.5K) * City of LA/ LAPD, Skype for Business Readiness Evaluation-CLA-004 ($25K) |

**Strategic Account Updates**

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| **Account** | **Owner** | **Update** |
| Angelo Gordon | Jim | * Presented follow up SOW-B for the projects identified in last week's roadmap meeting this week * Proposal includes Cloud Optimization and Phase 2 of DevOps development for ~$68K * Expect this to close this month |
| State and Local Government (SLG) | Steffo | * Signed Phase 3 contract and PO for City of LA this week * State of CA - $25k Workshop to be submitted to MSFT for funding. Colo pull-thru opportunity for September * State of WA - $25k Discovery Workshop – identifying Business driver * State of HI - $25k Express Route turn-up and troubleshooting tbd |
| GCI | Steffo | * Put together SoW for Phase 3 for $55k for Phase 3 SOW * ECX deployment week of 9/19 |
| HPE | Steffo | * Working on the $82K Phase 4 for AWS Security * Trying to secure AWS Funding * Contract in Legal |
| AIG | Joerg | * September 12th Performance Hub meeting is scheduled and looking to add EPS to the agenda * 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. |
| 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. |