

Congratulations to Cyndi Gibson's Houston team for hosting our first Azure PLM event on May 17<sup>th</sup>. Thanks to Srini Datla, Sogeti Digital Mfg Leader and Jesse from Microsoft for their great presentation and demo.

Huge thanks to Jerry Jones for leading the local efforts and coordinating the luncheon.

While we only had 4 clients in attendance our most active client with PLM in Houston, Schlumberger, had three of the four in attendance which was a good showing of their interest. We had two other clients registered but they had situations come up that prevented them from attending. Another plus was that the entire Sogeti AE team was able to hear our story and is now able to take that message to other Houston clients.

Event Attendees:

Vish	Sharma	Centrica
Leily	Abidi	Schlumberger
Alain	Doral	Schlumberger
Diana	Galindo	Schlumberger
Robert	Park	Dassault Systemes
Jesse	Alleyne	Microsoft
Taylor	Alonso	Sogeti
Srinivas	Datla	Sogeti
Rachel	Davis	Sogeti
Cyndi	Gibson	Sogeti
Tricia	Gremillion	Sogeti
Dru	Hawkins	Sogeti
Jerry	Jones	Sogeti
Ameya	Joshi	Sogeti
Malory	Martino	Sogeti
Josh	Stevenson	Sogeti

The next Azure PLM events are already on the calendar. **WE NEED TO DRIVE ATTENDANCE**

- Detroit – May 22 <https://www.us.sogeti.com/plm-detroit>
  - Clients registered so far:
    - Detroit Exposed Digital Media Group
    - Federal Mogul Motorparts
    - Shiloh industries
    - Siemens PLM
    - AM General LLC
    - Bosch
- US Wide Webinar – May 30 <https://register.gotowebinar.com/register/1378772578654254849>

Azure PLM Events! If you have a Discrete Manufacturing client or know any friends, family, working at a MFG company, please invite them.

Add the events and a note on your LinkedIn Page. Ensure that your MS counterparts know about these events as well.

**FIRST US SMART Workspace WIN:**

Kudos to our team in Ohio, with our first win around Smart Workspace in US. We are going to sign a 3 year contract with Vertiv (approximately 1 MM in TCV).  
Great team effort from Bhavik, Mohit and Prabjeet, as well as the help from our team in the UK.

**MS US Pipeline:**

- \$183.5M

**One Commercial Partner Team at Microsoft :**

Please take 68 minutes of your team and watch this webinar from Microsoft US Executives on their org and how to partner. Great insight into their thinking and what they look for in a partnership.

<https://onlinexperiences.com/scripts/server.nxp?LASCmd=AI:1;F:SF!42000&EventKey=249042>