

Account Name	SFID	Created Date	Opportunity Name	Opportunity Description	Group SBU	Created By	Stage	Deal Value in
				repurpose holistic web-readiness				
				evolve granular niches				
				incubate killer e-commerce				
				visualize mission-critical models				
				seize customized paradigms				
				incentivize customized niches				
				re-intermediate seamless interfaces				
				re-intermediate web-enabled models				
				visualize seamless info-mediaries				
				cultivate leading-edge channels				
				transition robust bandwidth				
				enable distributed e-services				
				orchestrate compelling e-services				
				embrace sticky schemas				
				utilize scalable convergence				
				seize extensible supply-chains				
				evolve synergistic schemas				
				reinvent seamless synergies				
				enable end-to-end web services				
				cultivate turn-key eyeballs				

Opp Type	rtical Pract	ech. Practic	vice Offer	agement T	Probability	Close Date	Next Steps	Loss Stage
Type1							#####	
Type2							#####	
Type2							#####	
Type1							#####	
Type1							#####	
Type3							#####	
Type1							#####	
Type3							#####	
Type3							#####	
Type3							#####	
Type1							#####	
Type2							#####	
Type1							#####	
Type3							#####	
Type3							#####	
Type3							#####	
Type1							#####	
Type2							#####	
Type2							#####	
Type3							#####	

olution SPO	elivery SPO	posal Own	% Proposa	posal Own	% Proposa	posal Writ	% Proposa	posal Writ
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% Proposa	Orals SPOC	Bid Directo	posal Upda	posal Stat	ual Sub. D	hmercial V	DSC	portunity St
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Sub. Acti	Activity St	Activity Cls	Activity Upt	Deal Val	Large Deal	BU Mapping	ated in W	mitted in W
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osing in We	Comp. in V	. Dt. Mapp	Dt. Mapp	mp. Dt. M	Opp. Status	Sb. FY	Sb. Qtr.	Cl. FY
	2					CLOSED		
	25					CLOSED		
	7					CLOSED		
	33					CLOSED		
	39					CLOSED		
	51					CLOSED		
	30					CLOSED		
	49					CLOSED		
	14					CLOSED		
	28					CLOSED		
	6					CLOSED		
	44					CLOSED		
	46					CLOSED		
	9					CLOSED		
	13					CLOSED		
	25					CLOSED		
	6					CLOSED		
	38					CLOSED		
	26					CLOSED		
	24					CLOSED		

Cl. QTR	FCV Brk. U	BFS/ETS	rect/ Relat	Related Sta	Related Status
FY23	Q4				
FY24	Q1				
FY23	Q4				
FY24	Q2				
FY24	Q2				
FY24	Q3				
FY24	Q2				
FY24	Q3				
FY24	Q1				
FY24	Q2				
FY23	Q4				
FY24	Q3				
FY24	Q3				
FY23	Q4				
FY23	Q4				
FY24	Q1				
FY23	Q4				
FY24	Q2				
FY24	Q1				
FY24	Q1				