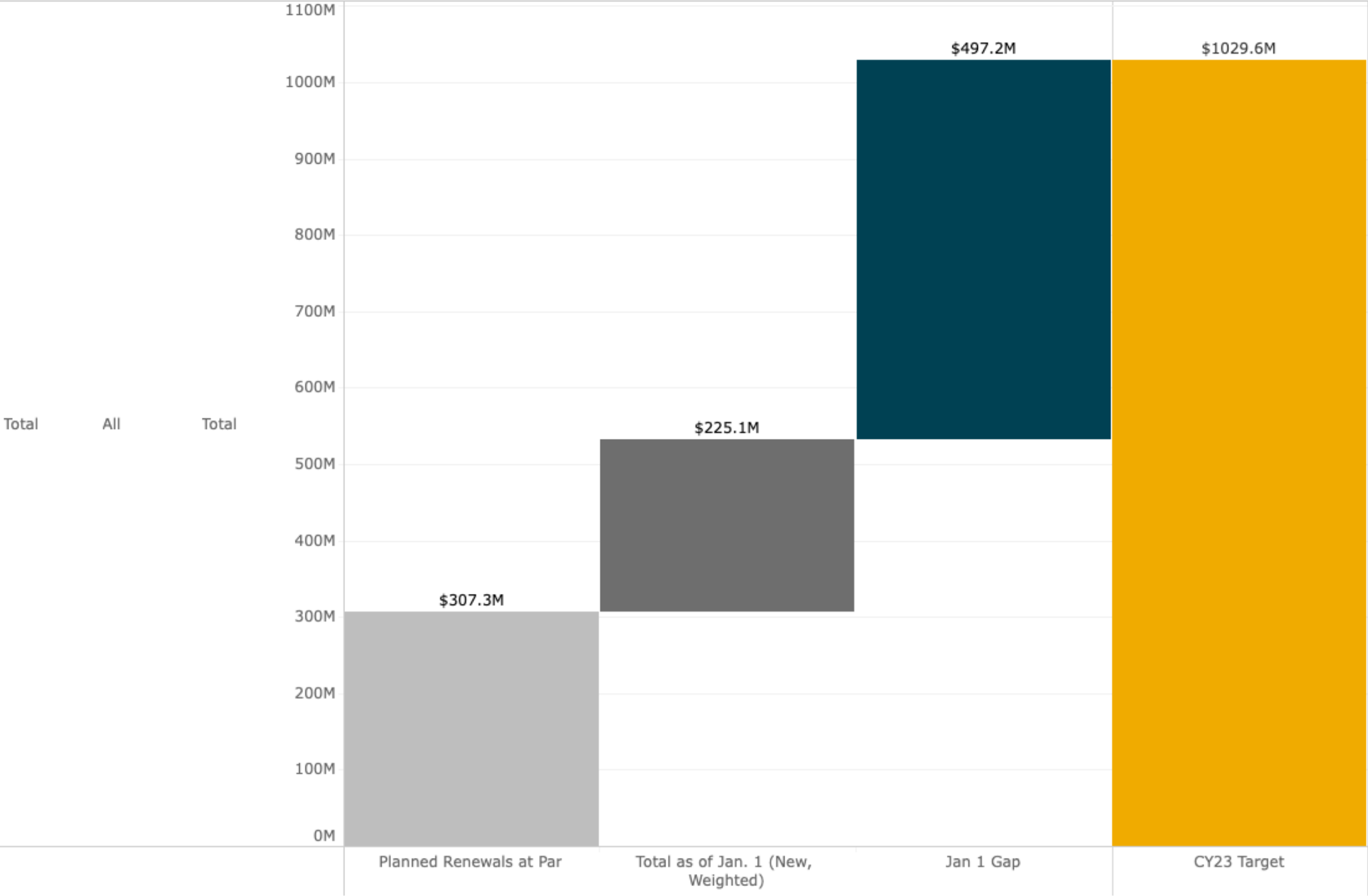


# CY23 Waterfall (as of Jan 1) - View 1



Geographic Aggregation Level  
Total

Geo/Region/Subregion Filter  
Total

Multiple Subsegments  
No

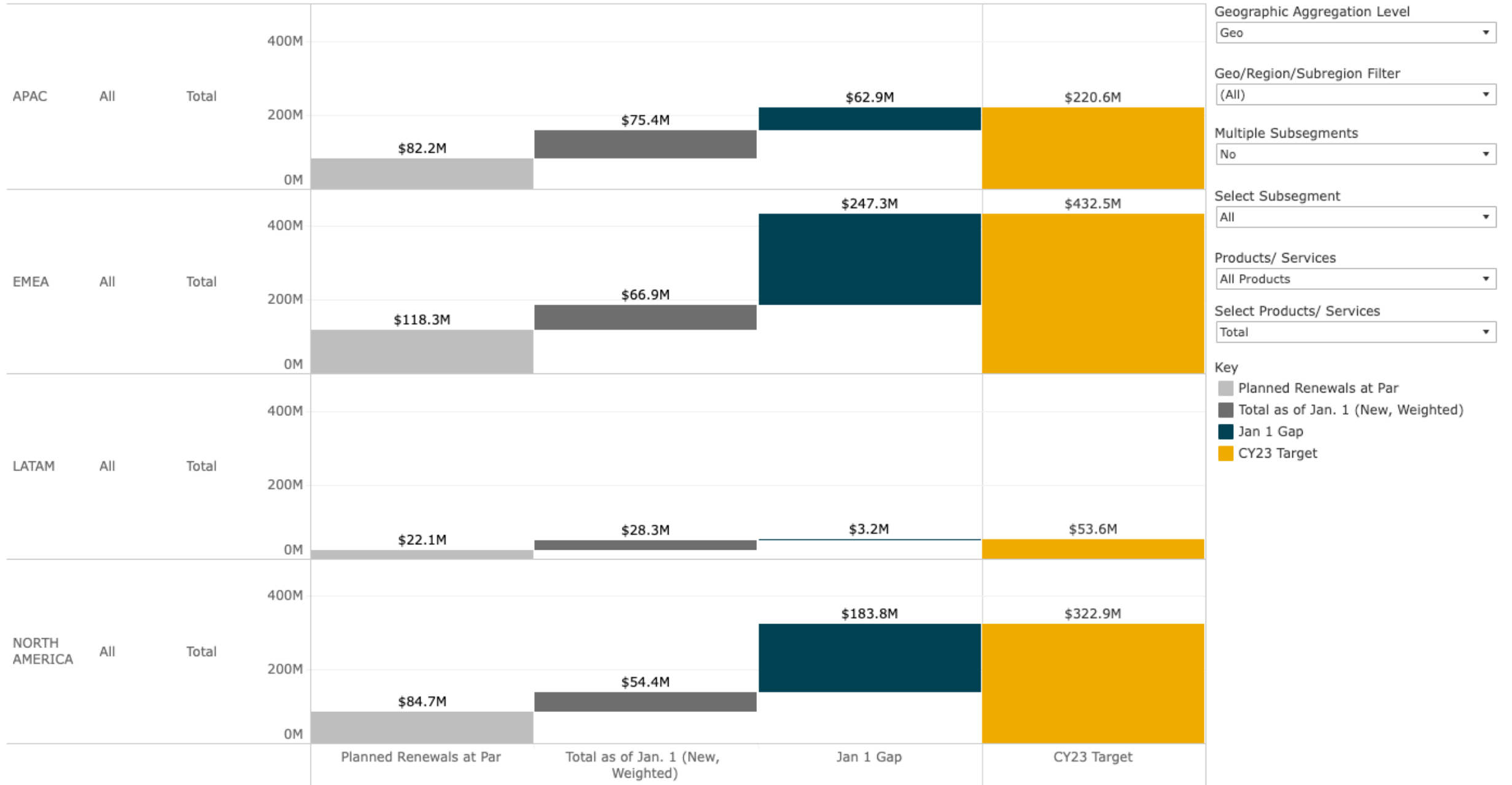
Select Subsegment  
All

Products/ Services  
All Products

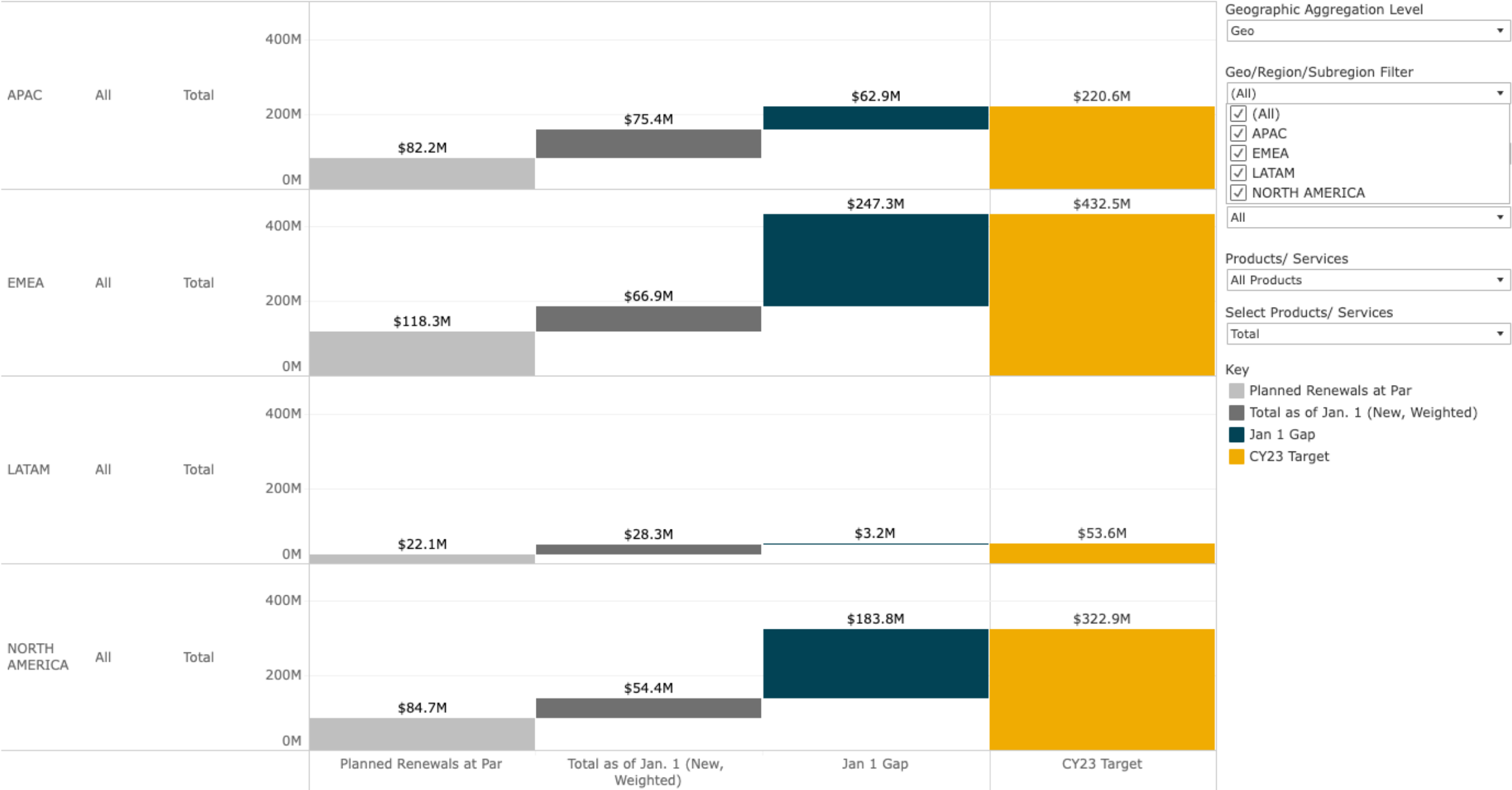
Select Products/ Services  
Total

- Key
- Planned Renewals at Par
  - Total as of Jan. 1 (New, Weighted)
  - Jan 1 Gap
  - CY23 Target

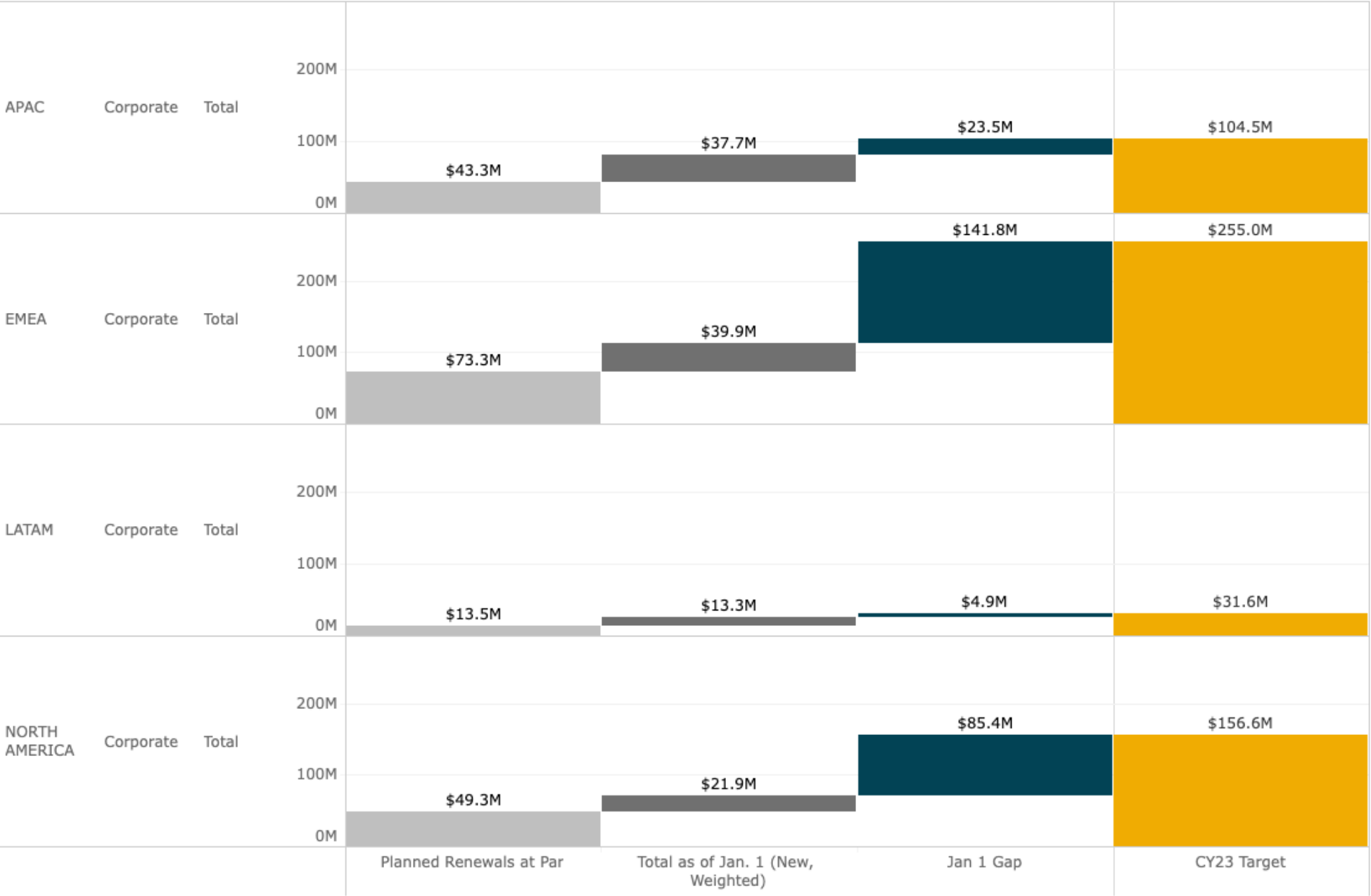
# CY23 Waterfall (as of Jan 1) - View 1



**CY23 Waterfall (as of Jan 1) - View 1**



CY23 Waterfall (as of Jan 1) - View 1



Geographic Aggregation Level  
Geo

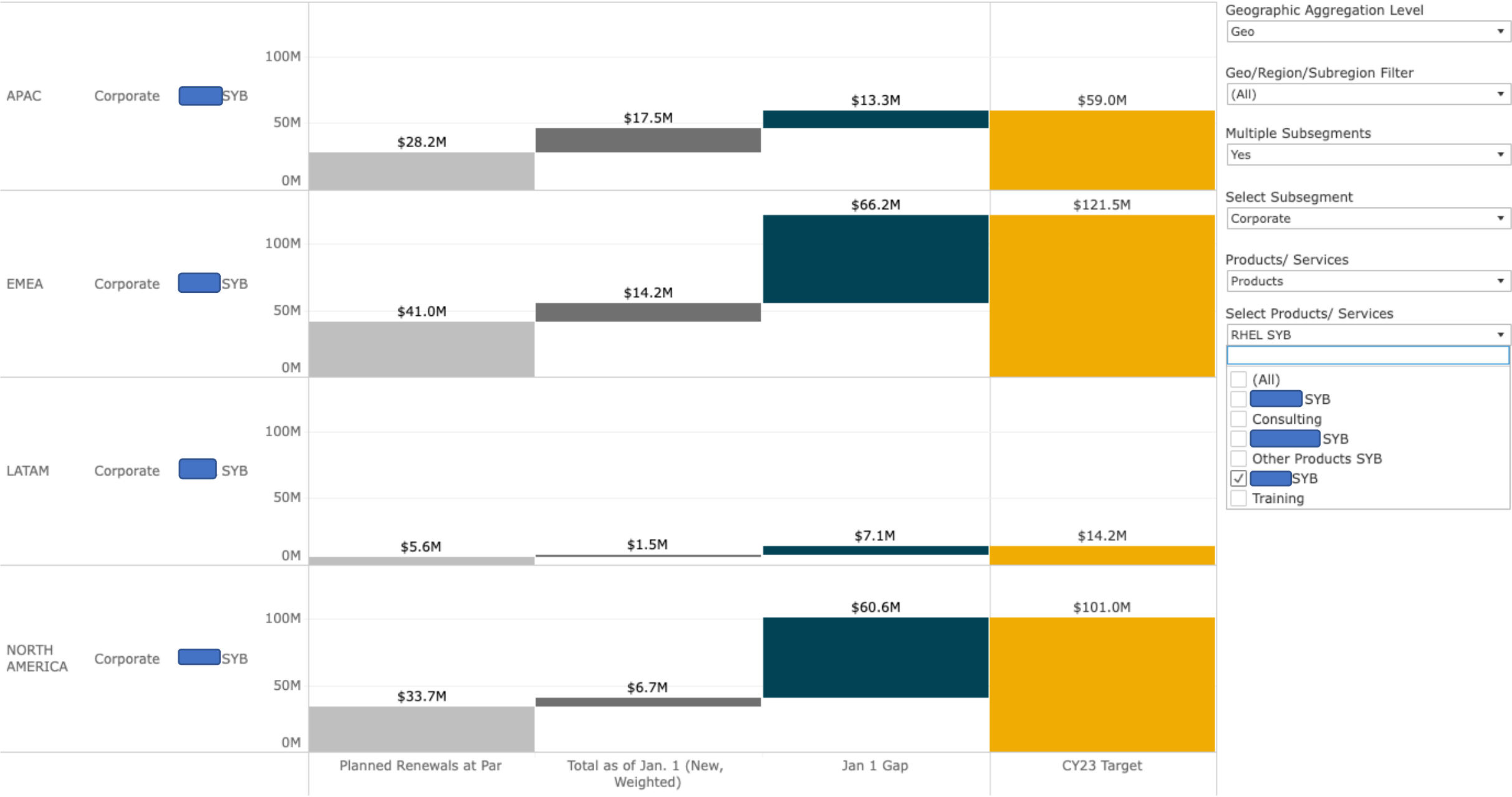
Geo/Region/Subregion Filter  
(All)

Multiple Subsegments  
Yes

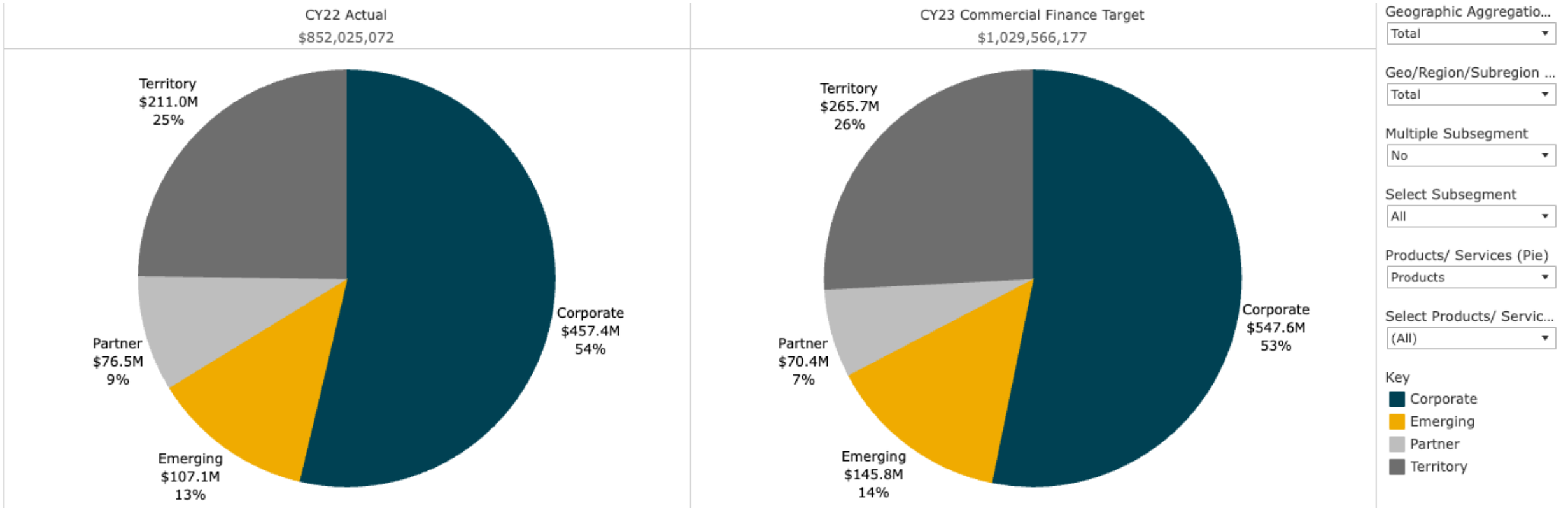
Select Subsegment  
Corporate  
☐ (All)  
☒ Corporate  
☐ Emerging  
☐ Partner  
☐ Territory  
Total

Key  
Planned Renewals at Par  
Total as of Jan. 1 (New, Weighted)  
Jan 1 Gap  
CY23 Target

# CY23 Waterfall (as of Jan 1) - View 1



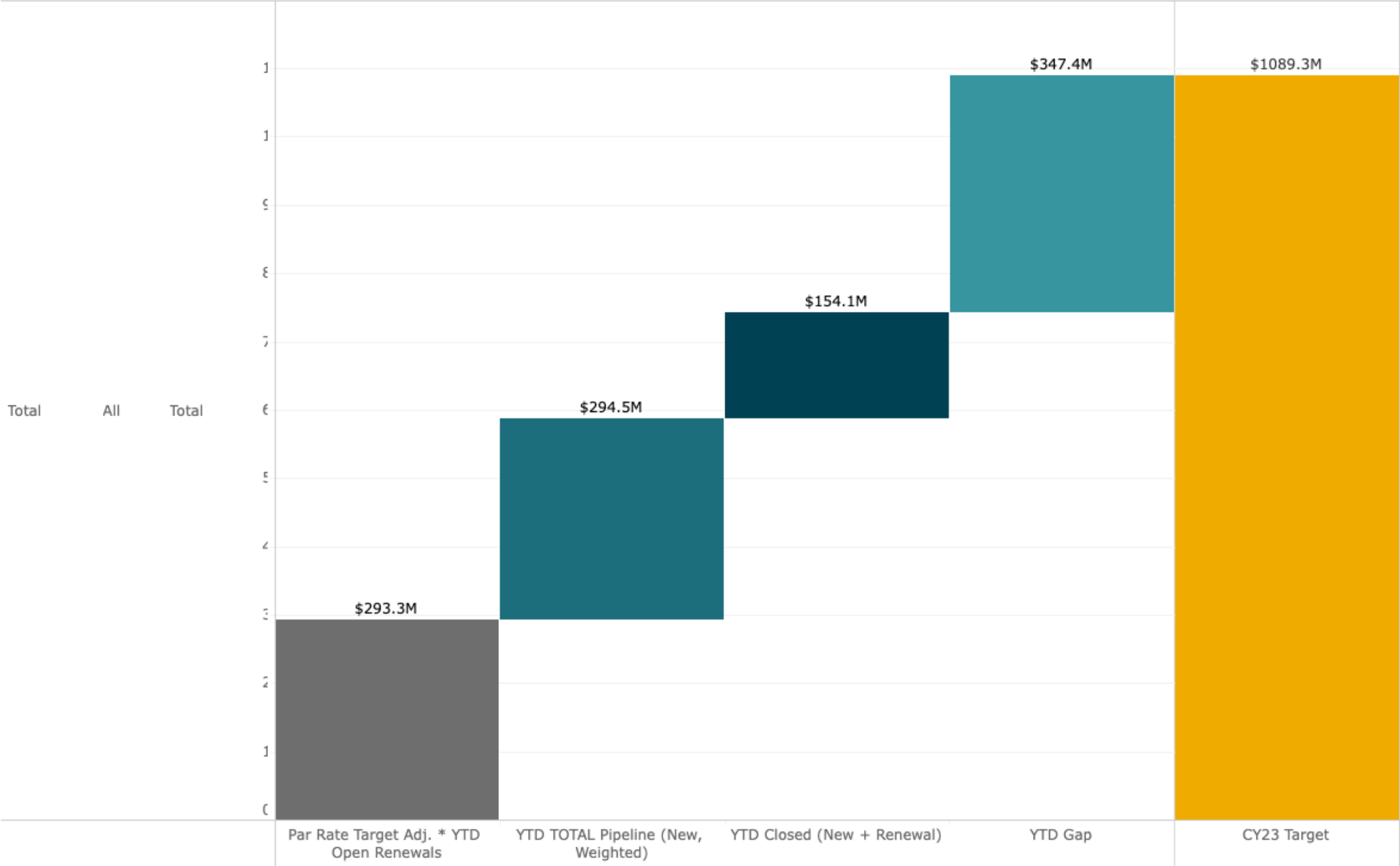
# CY22 VS CY23 SUBSEGMENT TARGET MIX



## Sub Segment Summary

Sub Segment	CY22 Actual	CY23 Commercial Finance Target
Corporate	\$457,370,604	\$547,642,176
Emerging	\$107,096,722	\$145,770,038
Partner	\$76,544,988	\$70,416,837
Territory	\$211,012,757	\$265,737,125
Grand Total	\$852,025,072	\$1,029,566,177

CY23 YTD WATERFALL



Geographic Aggregation Level  
Total

Geo/Region/Subregion Filter  
Total

Multiple Subsegments  
No

Select Subsegment  
All

Products/ Services  
All Products

Select Products/ Services  
Total

Cloud Services GAP

	\$4,226,198
	\$9,874,631
	\$28,873,420

YTD Open Renewals  
\$441,426,046

- Key
- Par Rate Target Adj. \* YT...
  - YTD TOTAL Pipeline (New,...
  - YTD Closed (New + Rene...
  - YTD Gap
  - CY23 Target

CY22 ACTUAL / CY23 TARGET / YTD CLOSED

