# Monthly Business Review - Elena Nguyen

## Top 5 At-Risk Deals

- A. Datum license renewal

- Woodgrove Bank cloud migration

- Proseware Azure project

- Wide World Importers automation

- Lucerne Publishing modernization

## Current Blockers

- Security concerns

- Timeline slippage

## Leadership Asks

- Executive sponsorship

- Competitive battlecards

## Summary Commentary

Strategic accounts showing promise, but long sales cycles. Needs support framing value and pushing exec alignment.