# Monthly Business Review - Dennis Bottjer

## Top 5 At-Risk Deals

- Northwind pilot

- Litware trial

- Blue Yonder POC

- Southridge license

- AdventureWorks upsell

## Current Blockers

- Client technical readiness

- Slow internal approvals

## Leadership Asks

- Solution Architect time

- Internal process alignment

## Summary Commentary

Good progress with new logos. Asking for deeper product alignment and help navigating internal escalations.