



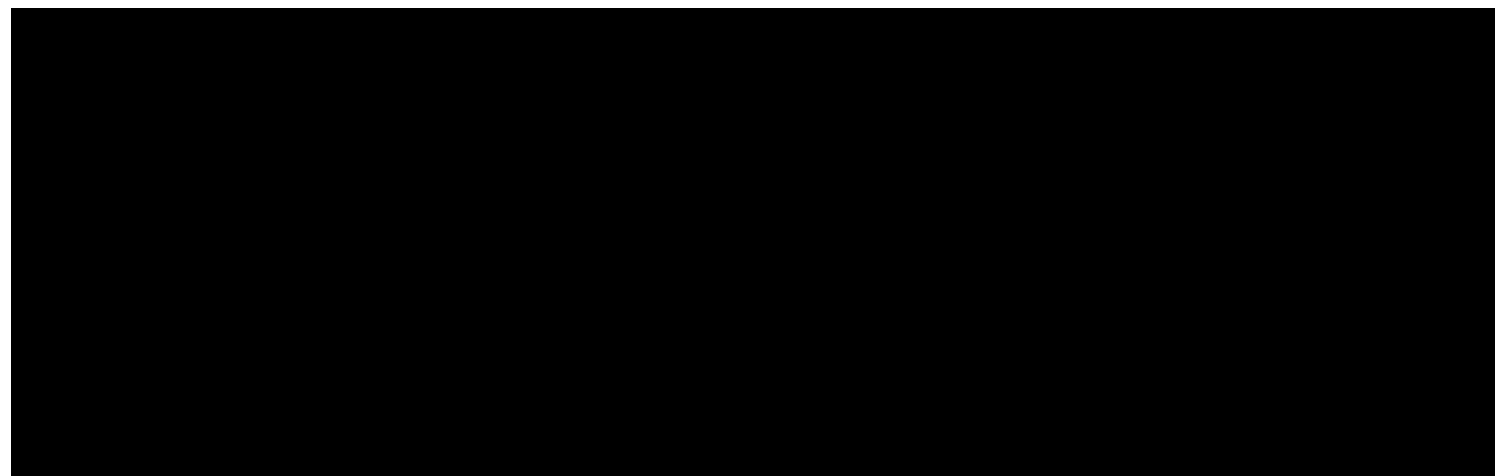
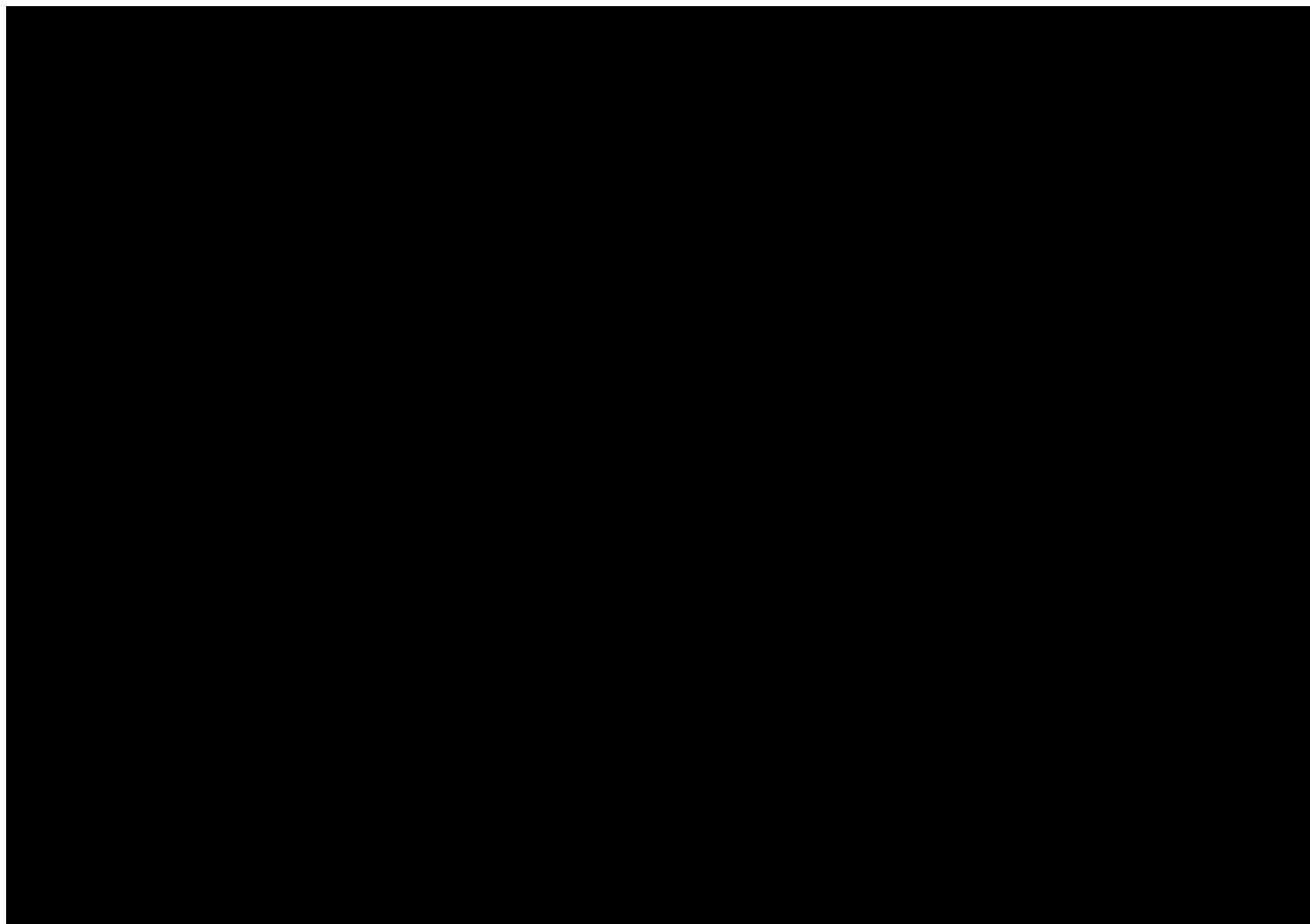
Danny Wahl <dwahl@instructure.com>

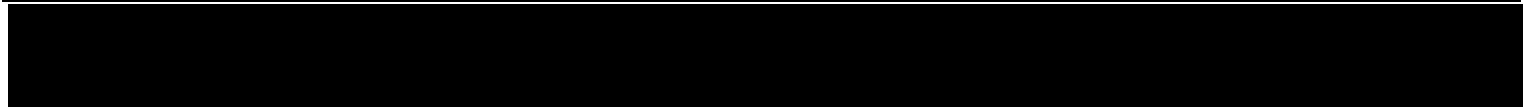
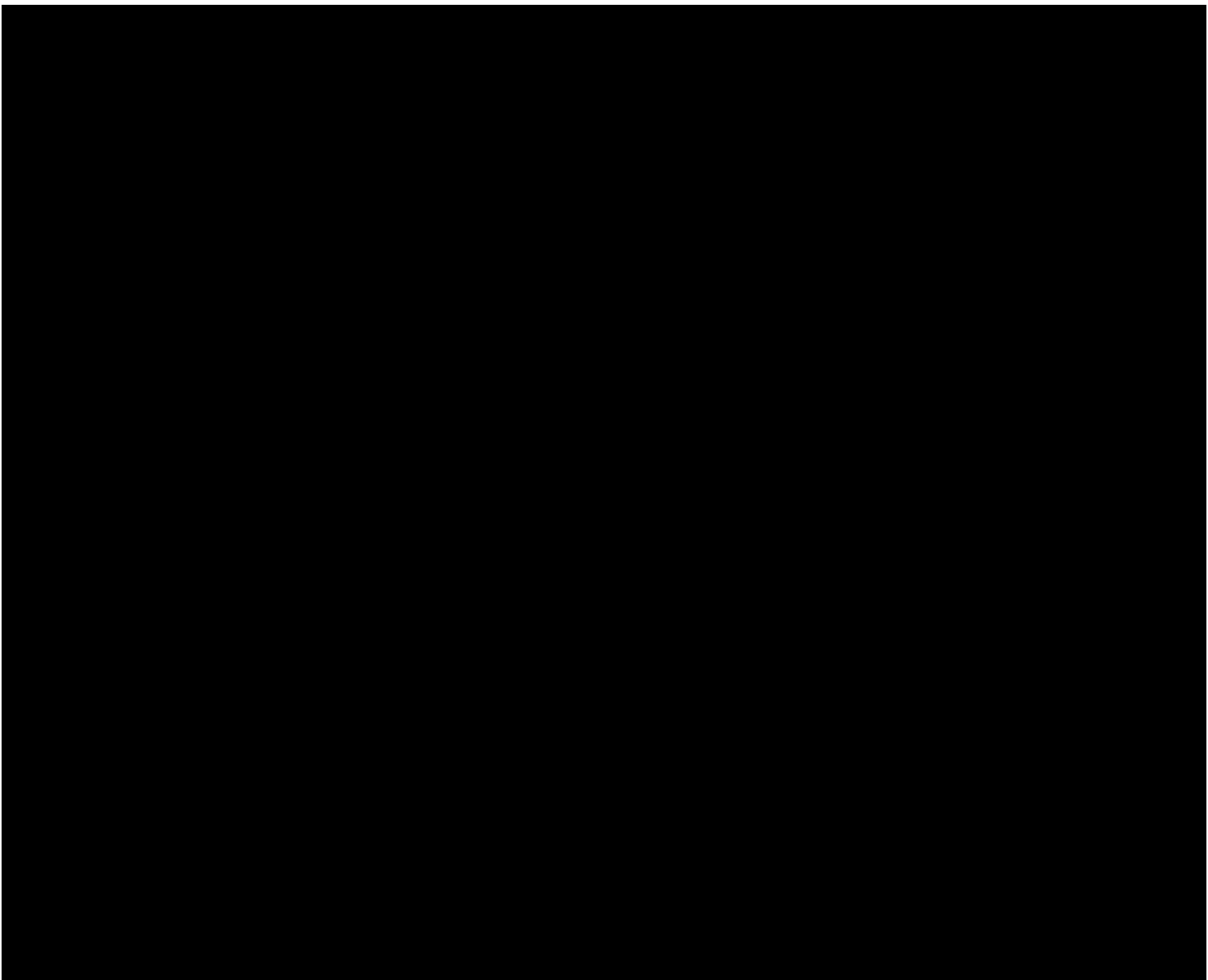
The Daly News - 2/5/24

1 message

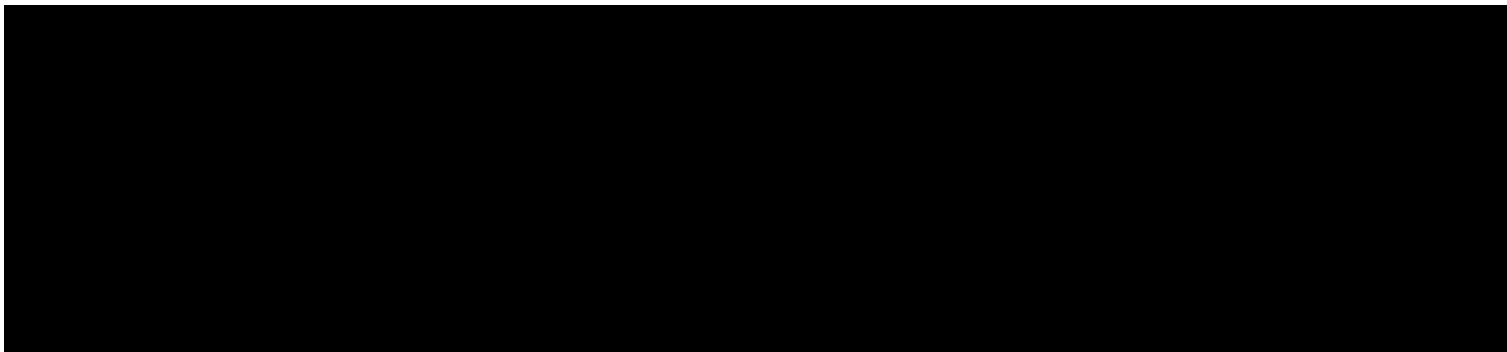
Steve Daly <steve.daly@instructure.com>
To: Steve Daly <steve.daly@instructure.com>
Bcc: all@instructure.com

Mon, Feb 5, 2024 at 5:19 PM





We have, however, been very successful this year in taking away accounts from [REDACTED]. [REDACTED] shared in the board meeting, the results of our [REDACTED] campaign this year. We took away 8 customers from [REDACTED] worth \$[REDACTED]M in annual contract value, the largest being the [REDACTED]s. We also won 22 deals worth [REDACTED]M of annual contract value where we went head-to-head with them. Our momentum against our competitors is real!





Steve