

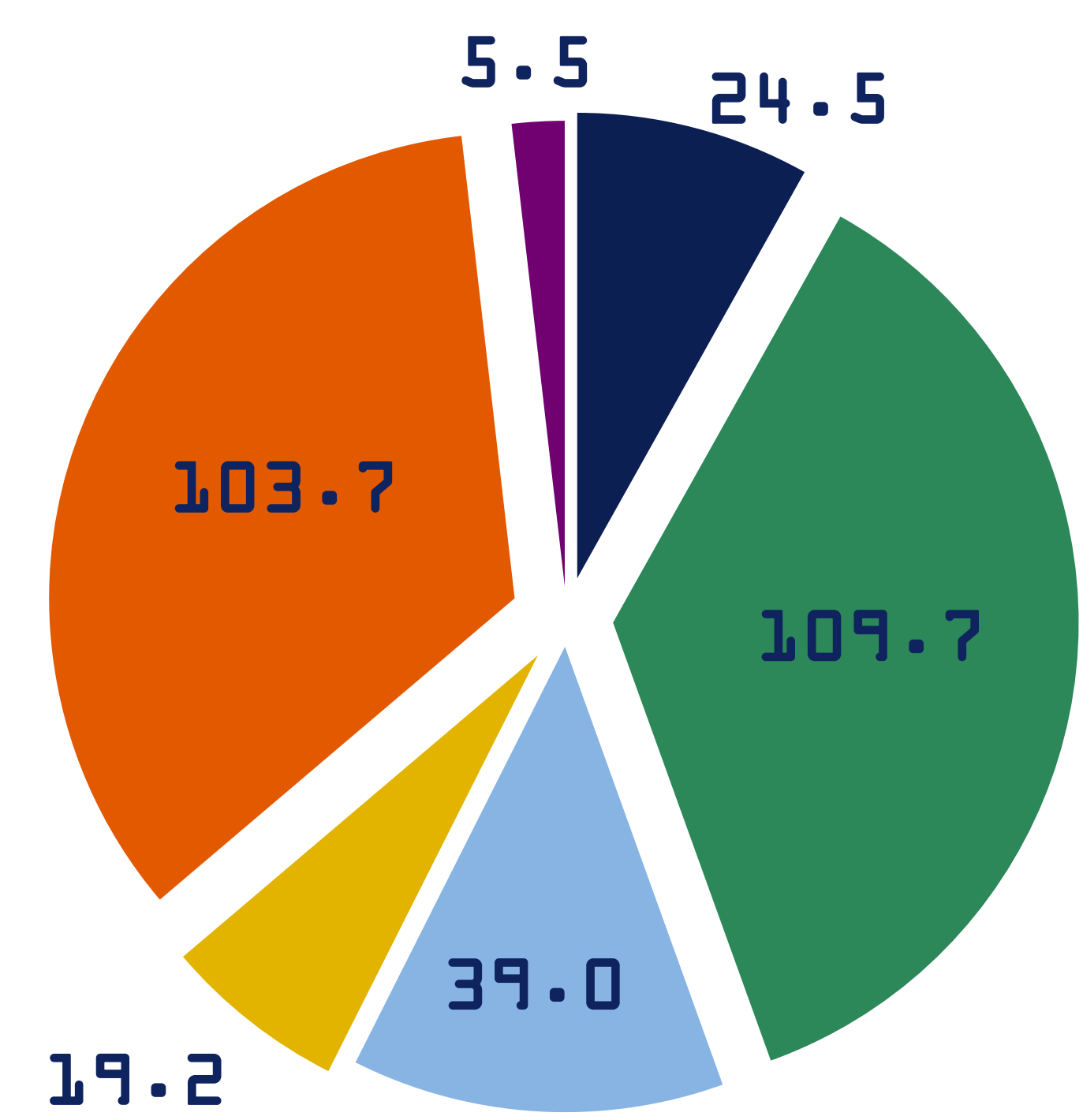
SALES CLOUD

MONTHLY DIGEST : March, 2016

World Region Data

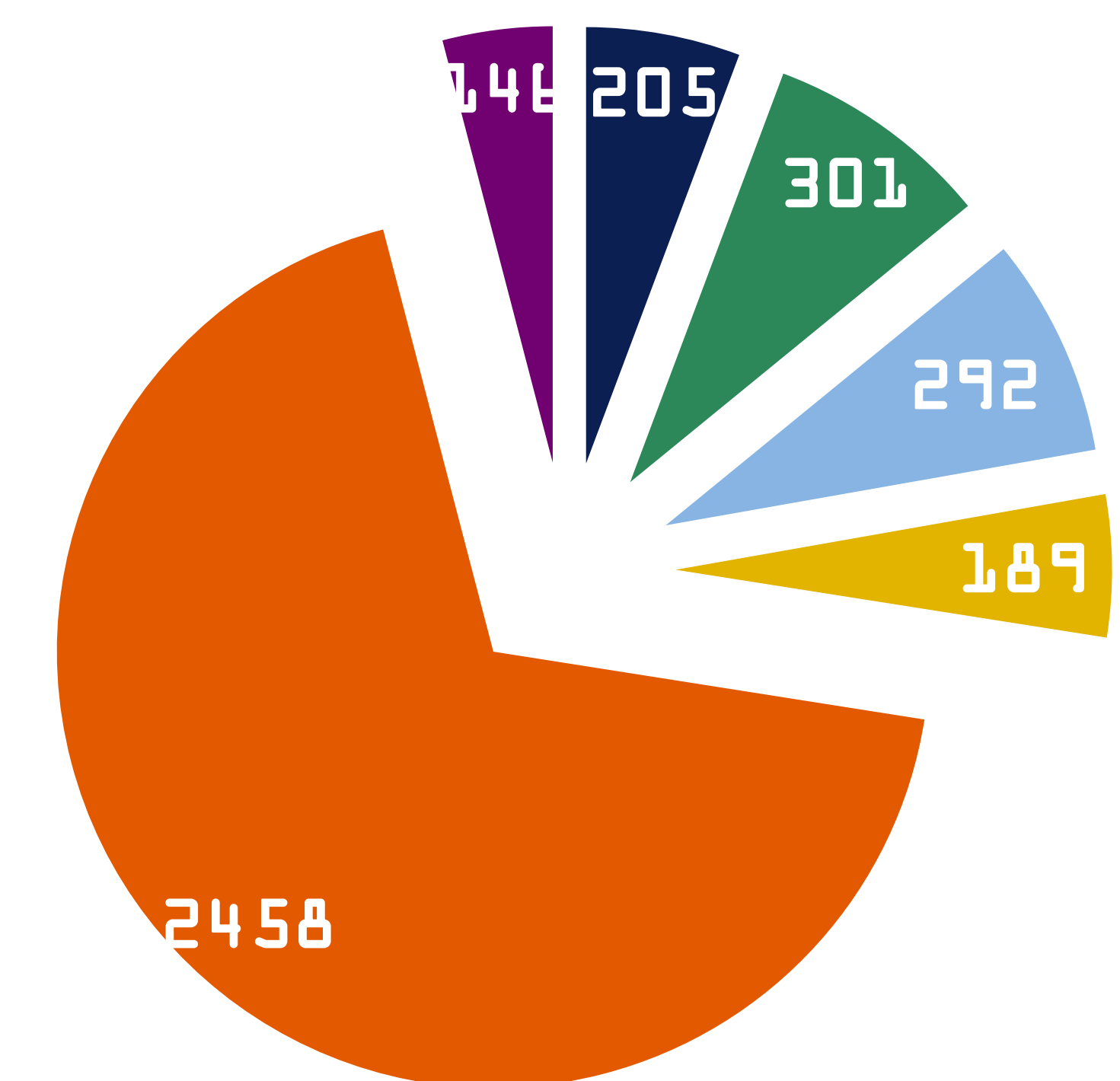
■ Asia Pacific
 ■ MEA
 ■ NOLA
■ Canada
 ■ United States
 ■ Europe

All Open Opportunities by Expected Value (M)



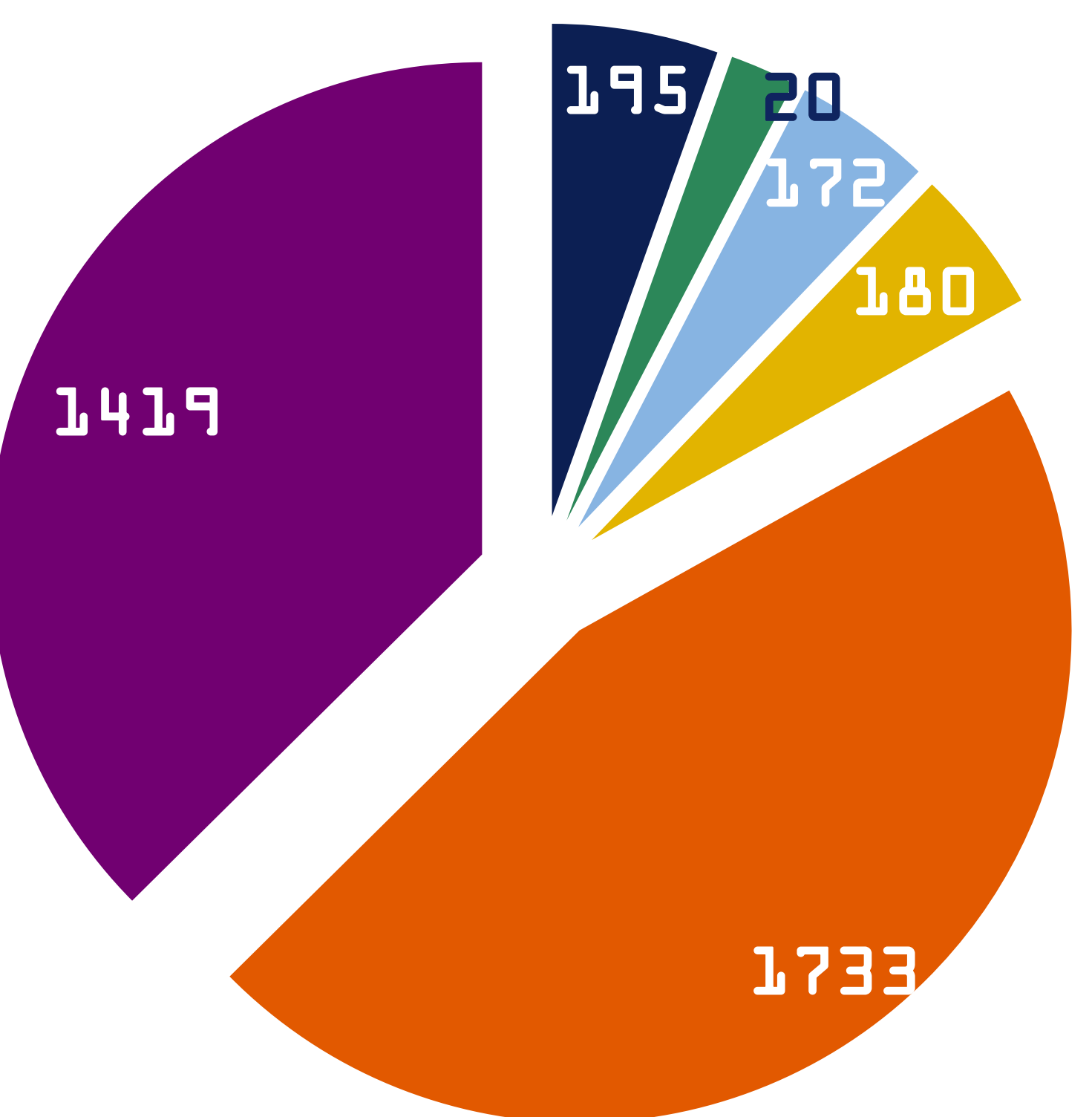
Total: \$301.4 (M)

Accounts Created



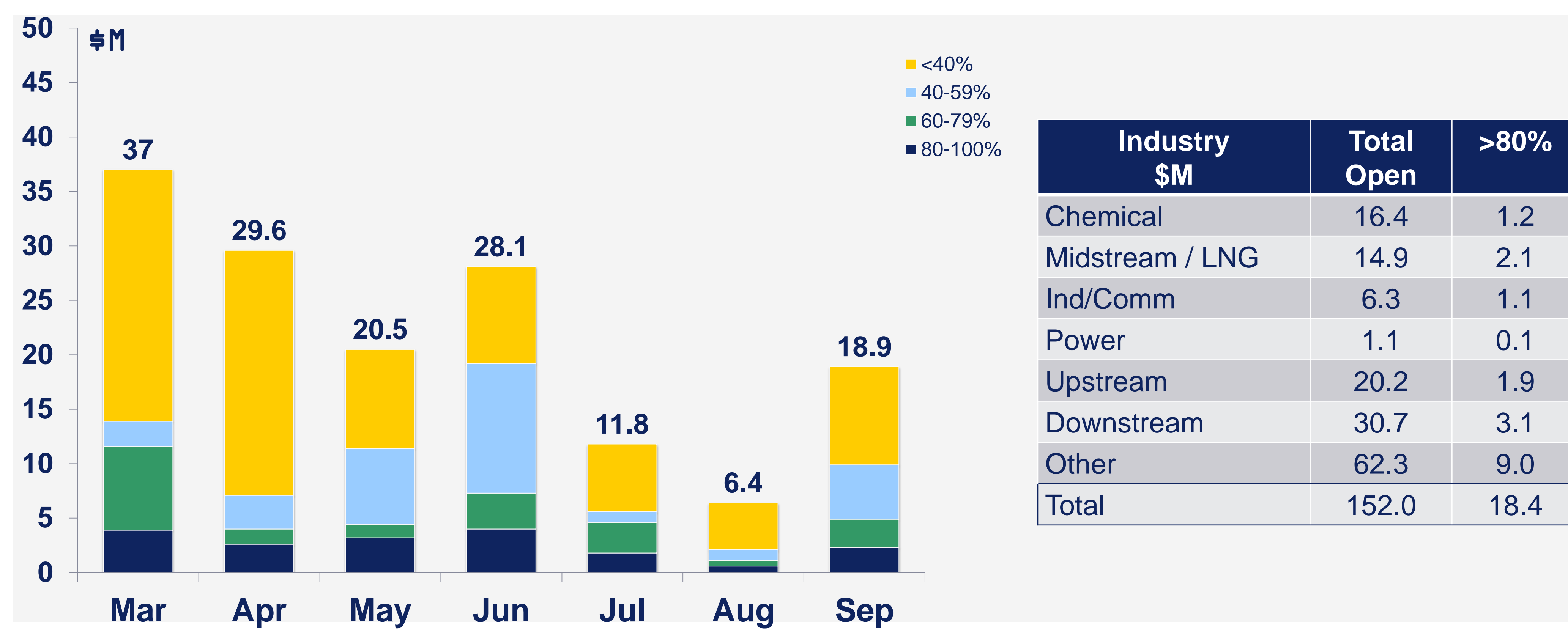
Total: 3,591

Contacts Created



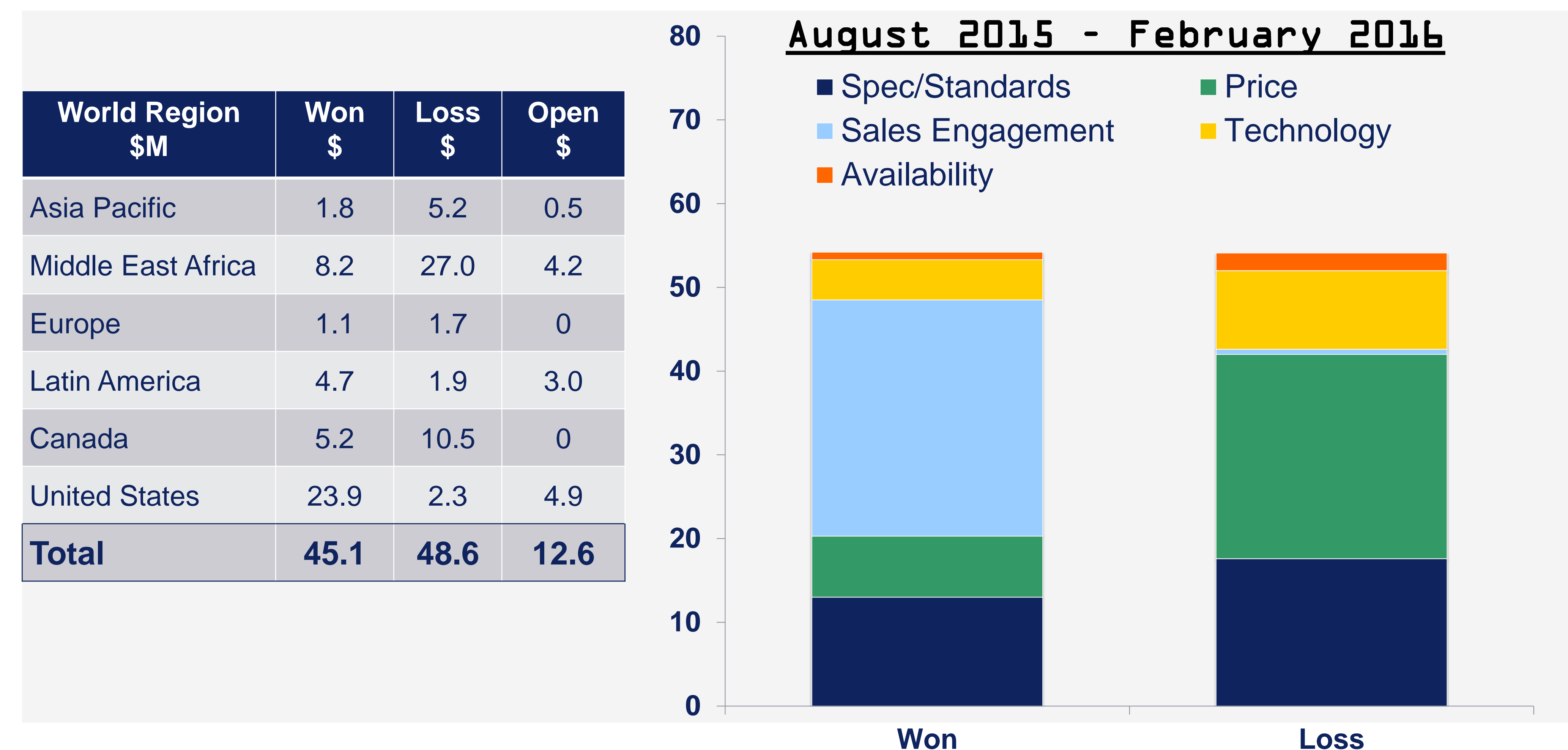
Total: 3,793

Opportunities Pipeline



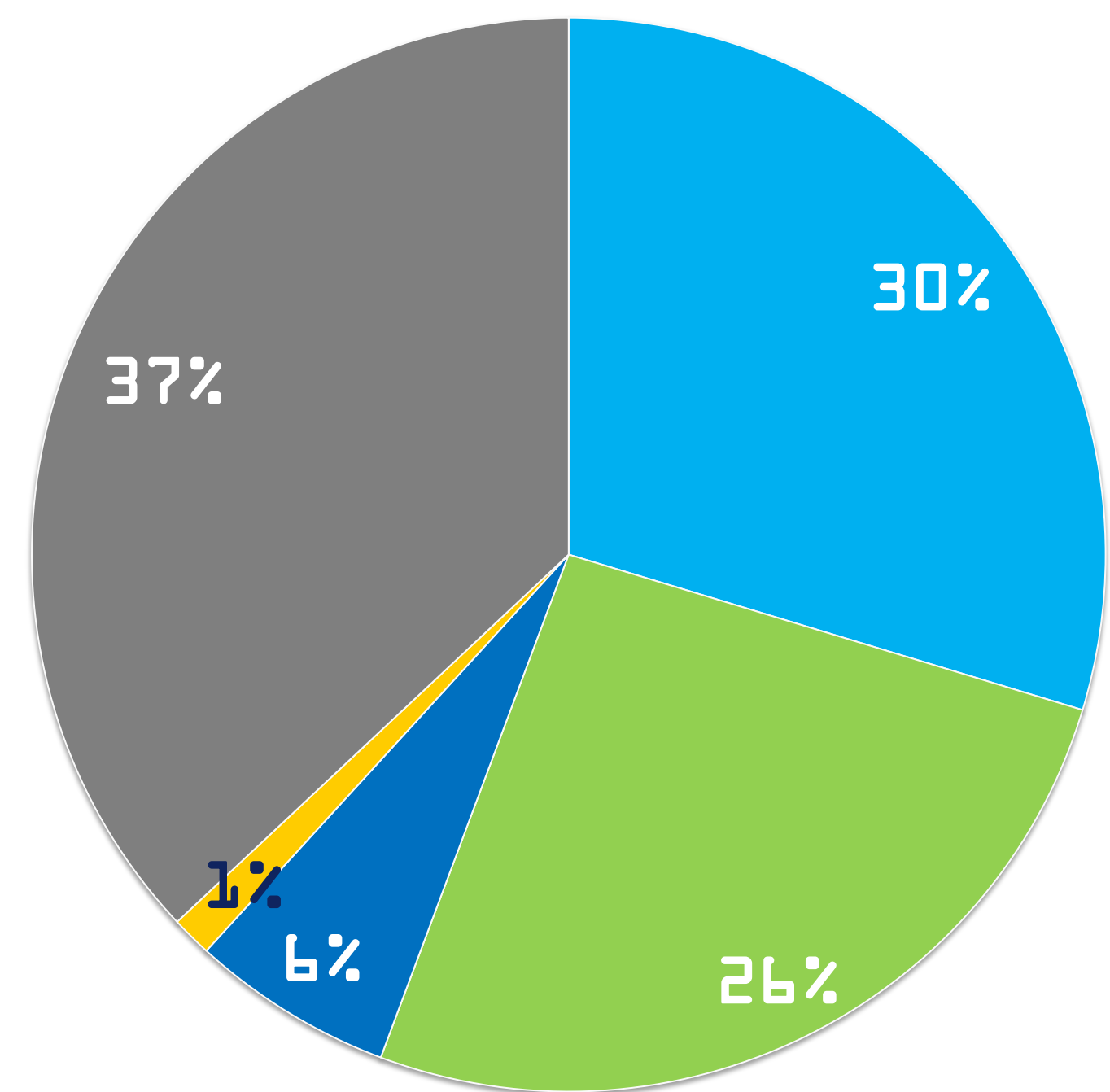
Industry	\$M	Total Open	>80%
Chemical	16.4	1.2	
Midstream / LNG	14.9	2.1	
Ind/Comm	6.3	1.1	
Power	1.1	0.1	
Upstream	20.2	1.9	
Downstream	30.7	3.1	
Other	62.3	9.0	
Total	152.0	18.4	

Win / Loss Trends



Activity Creation

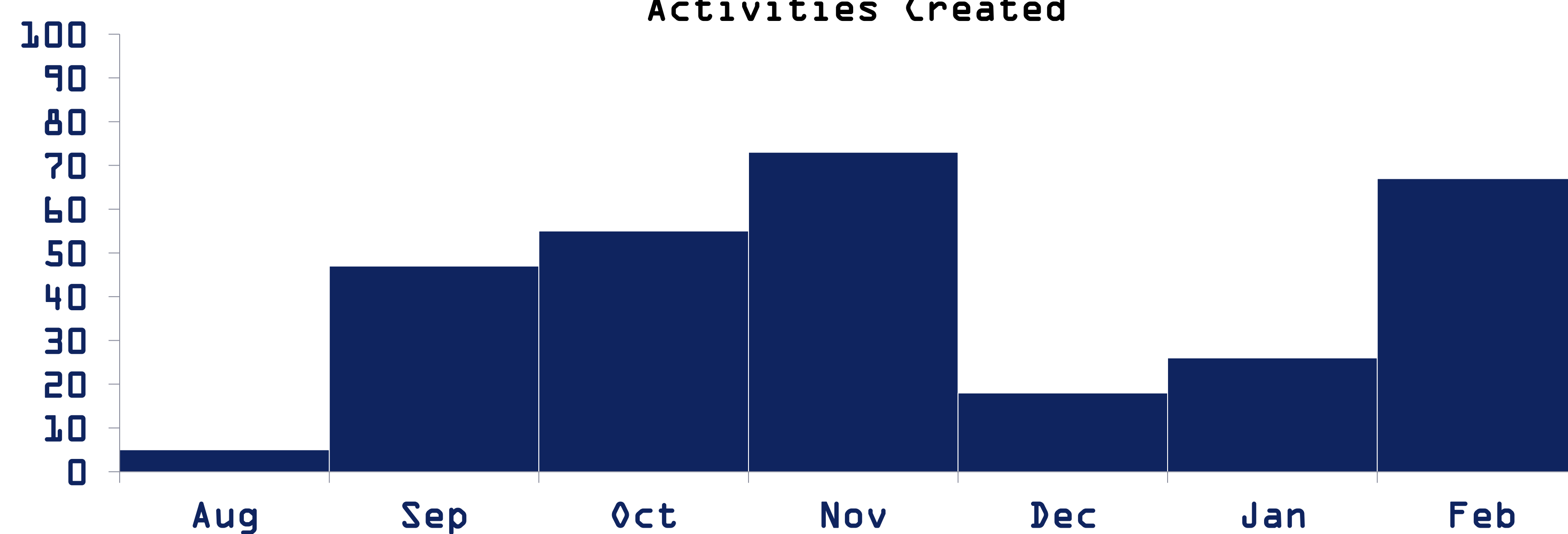
By Channel



By Team

Team	Count
United States	161
Canada	5
Middle East/Africa	57
Europe	15
Asia Pacific	3
Latin America	15
Global Accounts	29
National Accounts	6
Global Project Ops	51

Activities Created



Leaderboards

Opportunities

Rank	Sales	World Region	#	\$M
1	Ashley States	CN	31	4.7
2	Amit Khakhar	MEA	30	8.3
3	Robert Sturkey	US	25	2.3
4	Moon Lee	AP	23	31.8
5	Terry Moser	US	20	3.8
6	Glen Aasland	US	19	5.8
7	Jennifer Neo	AP	18	3.7
8	Pasquale Minardi	CN	16	2.2
9	Joaquin Gabarron	EU	15	10.6
10	William Thorpe	US	14	0.9

Accounts

Rank	Sales	World Region	#
1	Joe Benvenuto	US	104
2	Joe Wilson	US	55
3	Pasquale Minardi	CN	37
4	Mark Ruklic	US	36
5	Tom Allen	US	35
6	Martin Dimond	CN	33
7	Cody Havner	US	27
8	Jim Medeiros	US	26
9	Dan Moses	CN	24
10	Francisco Avila	LA	21

Contacts

Rank	Sales	World Region	#
1	Jean-Marc Billet	EU	503
2	Frederic Desvayneix	EU	419
3	Jim Medeiros	US	245
4	Joe Benvenuto	US	211
5	Pasquale Minardi	CN	159
6	Bryan Jackson	EU	157
7	Cody Havner	US	124
8	Olivier Le-Saux	EU	119
9	Joe Wilson	US	114
10	Patrick Gautier	EU	108

Activities

Rank	Sales	World Region	#
1	Rob Sturkey	US	64
2	Victor Hoang	US	51
3	Mohammed Hamza	MEA	40
4	Joe Wilson	US	14
5	Amit Khakhar	MEA	14
6	Joe Benvenuto	US	12
7	Jim Medeiros	US	11
8	Humberto Nunez	LA	7
9	Terry Moser	US	6
10	Lisa Henry	US	6

