

With spring in full-swing, TSI is also blossoming. We've sold \$4.5M thru March and while a bit behind our 2017 plan, our qualified pipeline is over \$120M with 36 opportunities with TCV's over \$1M (3 times the number on January 1<sup>st</sup>). We have over \$9M in deal TCV set to close by June 1<sup>st</sup> with 70%+ odds to win. In March SME & our IC channel had one of their best months in the last year and our Top 30 clients are almost \$500K above plan in revenue.

I am truly excited by the enthusiasm each of you express in our 1:1's and can feel the energy! As you know, we are in a continual state of improvement – we have 6 sales transformation initiatives and programs in each business unit. With all of this going on, it is important to stay grounded on our top three priorities:

- 1. Winning and Closing Large Deals** – this will significantly accelerate our growth trajectory
- 2. Building a Robust Pipeline of Qualified Deals** – this will fuel the growth engine and sustain the health of TSI
- 3. Increase Client Wallet-Share** – this will get us stickier and more strategic to our clients, while driving higher revenue and placements

These three priorities apply to all TSI sales channels (direct, IC/SME, partner) and all industries. We are committed to a CAGR double the industry average (or about 10%+ year-over-year) and to achieve this every part of TSI must be focused on sales and client success. I am confident the revenue team and TSI are well positioned to be the industry “liquidation leader, helping our clients manage and maximize their cash flow”.