

Total Quarterly Pipeline per Ctry,per Prod (Lost)

Data scope for this report

Geography: EMEA
 Industry: All
 Product: License
 Deal status: Lost
 Period: decision date between 01-JUN-2002 and 31-AUG-2002
 Value threshold: 0 K\$
 Additional restriction: channel = 'Indirect'

Summary

	Total	Weighted	Number of opportunities
Lost			
License/9iAS			
Austria	27	3	2
Baltics	5	0	1
France	26	6	2
Germany	143	13	5
Greece	25	0	3
Ireland	25	1	7
Italy	3	0	3
MEO	65	10	5
Netherlands	7	1	2
Norway	11	0	1
Sweden	0	0	1
UK	4	0	1
Total for License/9iAS	342	32	33
License/CRM			
Egypt	150	15	1
France	93	28	1
Germany	34	3	2
Ireland	124	12	3
Italy	47	5	1
Spain	89	24	3
Switzerland	254	25	1
UK	2,918	292	1
Total for License/CRM	3,709	405	13

Total Quarterly Pipeline per Ctry,per Prod (Lost)

	Total	Weighted	Number of opportunities
Lost			
License/Database Products			
Austria	96	10	3
Baltics	13	0	2
Belgium	16	13	1
Denmark	84	22	4
Egypt	35	11	1
Finland	132	13	2
France	157	15	17
Germany	679	31	18
Greece	75	0	11
Hungary	38	12	1
Ireland	95	6	15
Italy	244	65	12
MEO	425	167	11
Netherlands	51	12	3
Norway	66	0	3
Portugal	62	16	13
Romania	50	0	1
Saudi Arabia	300	0	1
South Africa	290	22	8
Spain	230	47	20
Sweden	24	0	3
Switzerland	17	2	6
UK	455	59	11
Total for License/Database Products	3,635	523	167
License/ERP			
Austria	93	9	1
Baltics	0	0	1
Czech Republic	79	8	1
Denmark	501	150	1
Egypt	218	0	3

Total Quarterly Pipeline per Ctry,per Prod (Lost)

	Total	Weighted	Number of opportunities
Lost			
License/ERP			
France	93	65	1
Germany	248	25	3
Hungary	173	0	1
Ireland	77	8	2
Italy	37	4	1
MEO	28	0	1
Saudi Arabia	120	36	1
South Africa	441	79	6
UK	1,415	610	4
Total for License/ERP	3,522	994	27
Total for Lost	11,208	1,954	240
Grand Total	11,208	1,954	240

Total Quarterly Pipeline per Ctry,per Prod (Lost)