

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			



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



		Total	Weighted	Number of opportunities
Lost				
Lice	ense/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
Tota	al for Lost	11,208	1,954	240
Grand ⁻	- Fotal	11,208	1,954	240

