

**Some of the Deals Francine was directly involved with:**

Type of Deal / Solutions	Deal Size	Clients/Partners
Business Process Outsourcing Consulting	Multi-year deal 1 <sup>st</sup> Phase <u>\$5.5M+</u> <u>Consulting Services</u>	Client: \$9Billion Dollar Company, Financial Services Industry
Procurement – SaaS – Utility Based Model	<u>\$500K+</u>	Built a strong pipeline and led seven (7) \$500k+ sales cycles in major accounts: Intel, Proctor & Gamble, Safeway, Guidant, Indy Mac, UBOC and Government of Alaska – in less than 7 months by developing partnerships with IBM and American Express. Led sales cycle from identification, joint account strategies, to closing.
PCard and Payment Processing - Recovered and renegotiated the Alliance Agreement with American Express including a revenue sharing agreement resulting in recurring annual revenue to Ariba between \$1M and \$2M.	<u>Between \$1M and \$2M in recurring revenue annually</u>	Recovered Alliance with American Express
Procurement, Sourcing and Marketplace software – to enable a Marketplace in Corporate Real Estate across multiple industries	<u>\$6.7M license software, \$10M in consulting services</u> (to be delivered by IBM and Arthur Andersen)	Joint venture between Bank of America, IBM and Prudential Insurance Clients included: Charles Schwab, Sun Microsystems and Cisco.
Enterprise Applications Software: Financials, SCM, HRM, BI, CRM	Grew Revenue <u>from \$22M to \$77.4M in 18 months</u> by building Oracle consulting practices with key IT Consulting Firms and Global Systems Integrators	Developed consulting practices with Global Systems Integrators and IT Consulting Firms: Accenture, Price Waterhouse, Deloitte, EDS, DMR, CGI, KPMG Sold to new/strategic accounts and increased footprint in existing accounts Industry: Telecommunications
Enterprise Applications Software: Financials, SCM, HRM, BI, CRM	<u>Generated \$32.5 million within nine months representing 147% of annual quota of \$22 million</u>	Partnered with Global and Regional Systems Integrators Accenture, Price Waterhouse, Deloitte, EDS, DMR, CGI, SystemHouse Sold to new/strategic accounts and increased footprint in existing accounts Industry: Telecommunications
First ever International/Global Deal for Oracle Applications Suite – against incumbent SAP – 8 countries - Oracle Financials and Consulting Services	<u>\$10M license software</u> (first phase was for Global Oracle Financials) - <u>\$20M in consulting</u> (Oracle Consulting / Andersen Consulting)	Client: Second largest Aluminum company after Alcoa Partnership with Accenture – developed relationship at the senior partner level Industry: Manufacturing

Francine Allaire – Revenue Achievements

Hardware Platform, Storage, Network, Consulting Services and Financing (all software, hardware and services – with 30% margin)	<u>\$3M in Hardware, Storage, Network, \$1M in Consulting, \$4M in resell software and tools</u>	Client: Start-up in the Entertainment Industry
Financials and Purchasing Software	<u>\$2.5M in Applications, \$3M in Consulting</u>	Client: Large Utility Company (had never purchased software before – everything built in-house)
Financial Software – First ever government deal for the company	<u>\$5.5 M in Licenses \$6M in Consulting</u>	Client: Large Government Organization