

Robert A. DiRita, Jr. – Sales Wins Sheet

- **Children's Hospital of Philadelphia:** Deal Size over 600k net-new/Sold: Major IBM Analytics deal and got Mainline Information Systems on approved CHOP Vendor list.
- **The Commonwealth of PA, Department of Labor&Industry (L&I)** Single Deal Size multi-year contract over 1.75 million/Sold: IBM Storage and infrastructure monitoring
- **Commonwealth of PA including OI** Over \$5 million dollars in IBM Enterprise Software sold to the multiple Agencies in 2015
- **Penn State University:** IBM Big Fix End-Point Management Enterprise Software \$250,000
- **Federal Reserve Banking System** (aka FRIT) out of Richmond, VA. Over \$10,000,000 in IBM Middleware software including Tivoli Storage Manager and IBM Big Fix End-Point Security Management Software
- **Federal Reserve Board of Governors:** IBM TSM Back-up Enterprise Storage Software, \$500,000
- **NBC Universal:** \$250,000 Tivoli Storage Manager
- **Vanguard Investments:** \$1,000,000 IBM Netcool/Omnibus infrastructure monitoring Enterprise software
- **Freddie Mac:** \$1,000,000 IBM Tivoli Storage Manager Back-up Software
- **Unisys:** \$2,000, 000 in IBM Message Queuing (MQ) Enterprise Software to support their Air Cargo business
- **PPL Energy:** \$2,000,000 in IBM Tivoli Workload Scheduler
- **Thomas Jefferson University Hospital:** \$150k IBM Blue Mix Cloud deal, one of the first for IBM
- **Capital Blue Cross:** \$450k plus professional services to support their Mainframe
- **Deloitte IT:** \$500k In Compuware Network Vantage to Deloitte Global IT
- **SAP: Net-New** \$5,000,000 multi-year Internap deal to launch their mysap.com portal
- **State of Delaware: Net-New** \$10,000,000 multi-year Internap deal after meeting State Treasurer and recent Governor Jack Markell directly
- **PA State System of Higher Education (PASSHE): Net-New** \$8,000,000 multi-year Internap deal which supported all 15 PA State Owned Universities