

Sheet: Booking Snapshot

Booking Snapshot — FY26							
Total New Bookings:	5,343,000						
Expansion (Upsell):	345,000						
Contraction (Downgrade):	-80,000						
Churn (Cancellation):	-592,000						
Net Bookings:	5,016,000						
Booking ID	Deal ID	Booking Date	Booking Type	Gross Booking Value	Net Booking Value	Owner	Segment
BK-001	NS-2601	2025-12-15	New	420,000	420,000	Sarah Chen	Enterprise
BK-002	NS-2602	2025-11-20	New	185,000	185,000	Marcus Webb	Mid-Market
BK-003	NS-2602	2026-04-01	Upsell	225,000	40,000	Marcus Webb	Mid-Market
BK-004	NS-2602	2026-08-01	Upsell	260,000	35,000	Marcus Webb	Mid-Market
BK-005	NS-2603	2026-01-08	New	310,000	310,000	Sarah Chen	Enterprise
BK-006	NS-2604	2025-10-30	New	95,000	95,000	Jake Torres	SMB
BK-007	NS-2605	2025-12-22	New	275,000	275,000	Marcus Webb	Enterprise
BK-008	NS-2605	2026-06-01	Downgrade	220,000	-55,000	Marcus Webb	Enterprise
BK-009	NS-2606	2026-01-15	New	520,000	520,000	Sarah Chen	Enterprise
BK-010	NS-2606	2026-08-01	Cancellation	0	-520,000	Sarah Chen	Enterprise
BK-011	NS-2607	2025-11-10	New	140,000	140,000	Jake Torres	Mid-Market
BK-012	NS-2607	2026-03-01	Upsell	175,000	35,000	Jake Torres	Mid-Market
BK-013	NS-2608	2025-12-01	New	680,000	680,000	Sarah Chen	Enterprise
BK-014	NS-2609	2026-01-20	New	230,000	230,000	Marcus Webb	Mid-Market
BK-015	NS-2610	2025-10-15	New	165,000	165,000	Jake Torres	Mid-Market
BK-016	NS-2610	2026-05-01	Renewal	165,000	0	Jake Torres	Mid-Market
BK-017	NS-2611	2026-01-25	New	390,000	390,000	Sarah Chen	Enterprise
BK-018	NS-2611	2026-07-01	Upsell	450,000	60,000	Sarah Chen	Enterprise
BK-019	NS-2611	2026-10-01	Upsell	490,000	40,000	Sarah Chen	Enterprise
BK-020	NS-2612	2025-12-10	New	88,000	88,000	Jake Torres	SMB
BK-021	NS-2613	2025-11-28	New	205,000	205,000	Marcus Webb	Mid-Market
BK-022	NS-2614	2026-01-30	New	155,000	155,000	Jake Torres	SMB
BK-023	NS-2614	2026-09-01	Renewal	155,000	0	Jake Torres	SMB
BK-024	NS-2615	2025-12-05	New	345,000	345,000	Sarah Chen	Enterprise
BK-025	NS-2615	2026-04-01	Upsell	395,000	50,000	Sarah Chen	Enterprise
BK-026	NS-2615	2026-09-01	Upsell	430,000	35,000	Sarah Chen	Enterprise
BK-027	NS-2616	2025-10-20	New	72,000	72,000	Jake Torres	SMB
BK-028	NS-2616	2026-07-01	Cancellation	0	-72,000	Jake Torres	SMB
BK-029	NS-2617	2026-01-12	New	198,000	198,000	Marcus Webb	Mid-Market
BK-030	NS-2618	2025-12-18	New	460,000	460,000	Sarah Chen	Enterprise
BK-031	NS-2618	2026-03-01	Upsell	510,000	50,000	Sarah Chen	Enterprise
BK-032	NS-2619	2025-11-05	New	125,000	125,000	Marcus Webb	Mid-Market

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BK-033	NS-2619	2026-06-01	Downgrade	100,000	-25,000	Marcus Webb	Mid-Market
BK-034	NS-2620	2026-01-28	New	285,000	285,000	Sarah Chen	Enterprise

Sheet: Reconciliation

Bookings vs. Revenue Reconciliation — FY26							
Total Net Bookings:	5,016,000						
Total Revenue Scheduled:	4,995,082						
Net Variance:	20,918						
% Matched:	0.25						
Deals Requiring Investigation:	0						
Known Timing Differences:	15						
Deal ID	Account Name	Total Bookings	Total Scheduled Revenue	Variance	Variance %	Variance Reason	Status
NS-2601	Cloudvault Inc.	420,000	420,000	0	0	--	Matched
NS-2602	TechNova Group	260,000	207,919	52,081	0.20	Partial year - contract started Dec 2025	Known Timing
NS-2603	Apex Industries	310,000	309,996	4	0.00	Partial year - mid-month start	Known Timing
NS-2604	Cascade Health	95,000	79,170	15,830	0.17	Partial year - contract started Nov 2025	Known Timing
NS-2605	Meridian Corp	220,000	242,916	-22,916	-0.10	--	Matched
NS-2606	Summit Analytics	0	259,998	-259,998	N/A	Cancellation - revenue recognized through July	Known Timing
NS-2607	Basecamp Digital	175,000	154,581	20,419	0.12	Partial year - contract started Dec 2025	Known Timing
NS-2608	Prism Dynamics	680,000	680,004	-4	-0.00	Multi-year contract - 12 of 24 months in FY26	Known Timing
NS-2609	Ironclad Systems	230,000	210,837	19,163	0.08	Partial year - contract ends Jan 2027	Known Timing
NS-2610	PixelForge Labs	165,000	137,500	27,500	0.17	Early renewal - partial year recognition	Known Timing
NS-2611	NovaBridge AI	490,000	397,499	92,501	0.19	Partial year - contract ends Jan 2027	Known Timing
NS-2612	Quantum Retail	88,000	87,996	4	0.00	--	Matched
NS-2613	Redwood Partners	205,000	187,913	17,087	0.08	Partial year - contract started Dec 2025	Known Timing
NS-2614	Silverline Health	155,000	142,087	12,913	0.08	Partial year - contract ends Jan 2027	Known Timing
NS-2615	Cobalt Ventures	430,000	394,167	35,833	0.08	--	Matched
NS-2616	Driftwood Media	0	36,000	-36,000	N/A	Cancellation - partial year + mid-term cancellatio	Known Timing
NS-2617	Ember Analytics	198,000	181,500	16,500	0.08	Partial year - contract ends Jan 2027	Known Timing
NS-2618	Falcon Security	510,000	501,666	8,334	0.02	--	Matched
NS-2619	Greenfield Data	100,000	102,083	-2,083	-0.02	Partial year - contract started Dec 2025	Known Timing
NS-2620	Horizon Logistics	285,000	261,250	23,750	0.08	Partial year - contract ends Jan 2027	Known Timing