

Deal ID	Account Name	Close Date	Contract Start	Contract End	Term (months)	Original ACV	Amended ACV	Amendment Date	Amendment Type	Booking Owner	Segment
NS-2601	Cloudvault Inc.	2025-12-15	2026-01-01	2026-12-31	12	\$420,000				Sarah Chen	Enterprise
NS-2602	TechNova Group	2025-11-20	2025-12-01	2026-11-30	12	\$185,000	\$225,000	2026-04-01	Upsell	Marcus Webb	Mid-Market
NS-2603	Apex Industries	2026-01-08	2026-01-15	2027-01-14	12	\$310,000				Sarah Chen	Enterprise
NS-2604	Cascade Health	2025-10-30	2025-11-01	2026-10-31	12	\$95,000				Jake Torres	SMB
NS-2605	Meridian Corp	2025-12-22	2026-01-01	2026-12-31	12	\$275,000	\$220,000	2026-06-01	Downgrade	Marcus Webb	Enterprise
NS-2606	Summit Analytics	2026-01-15	2026-02-01	2027-01-31	12	\$520,000	\$0	2026-08-01	Cancellation	Sarah Chen	Enterprise
NS-2607	Basecamp Digital	2025-11-10	2025-12-01	2026-11-30	12	\$140,000	\$175,000	2026-03-01	Upsell	Jake Torres	Mid-Market
NS-2608	Prism Dynamics	2025-12-01	2026-01-01	2027-12-31	24	\$680,000				Sarah Chen	Enterprise
NS-2609	Ironclad Systems	2026-01-20	2026-02-01	2027-01-31	12	\$230,000				Marcus Webb	Mid-Market
NS-2610	PixelForge Labs	2025-10-15	2025-11-01	2026-10-31	12	\$165,000	\$165,000	2026-05-01	Early Renewal	Jake Torres	Mid-Market
NS-2611	NovaBridge AI	2026-01-25	2026-02-01	2027-01-31	12	\$390,000	\$450,000	2026-07-01	Upsell	Sarah Chen	Enterprise
NS-2612	Quantum Retail	2025-12-10	2026-01-01	2026-12-31	12	\$88,000				Jake Torres	SMB
NS-2613	Redwood Partners	2025-11-28	2025-12-01	2026-11-30	12	\$205,000				Marcus Webb	Mid-Market
NS-2614	Silverline Health	2026-01-30	2026-02-01	2027-01-31	12	\$155,000	\$155,000	2026-09-01	Early Renewal	Jake Torres	SMB
NS-2615	Cobalt Ventures	2025-12-05	2026-01-01	2026-12-31	12	\$345,000	\$395,000	2026-04-01	Upsell	Sarah Chen	Enterprise
NS-2616	Driftwood Media	2025-10-20	2025-11-01	2026-10-31	12	\$72,000	\$0	2026-07-01	Cancellation	Jake Torres	SMB
NS-2617	Ember Analytics	2026-01-12	2026-02-01	2027-01-31	12	\$198,000				Marcus Webb	Mid-Market
NS-2618	Falcon Security	2025-12-18	2026-01-01	2026-12-31	12	\$460,000	\$510,000	2026-03-01	Upsell	Sarah Chen	Enterprise
NS-2619	Greenfield Data	2025-11-05	2025-12-01	2026-11-30	12	\$125,000	\$100,000	2026-06-01	Downgrade	Marcus Webb	Mid-Market
NS-2620	Horizon Logistics	2026-01-28	2026-02-01	2027-01-31	12	\$285,000				Sarah Chen	Enterprise

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
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

Deal ID	Account Name	Original ACV	Current ACV	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
NS-2601	Cloudvault Inc.	\$420,000	\$420,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$420,000
NS-2602	TechNova Group	\$185,000	\$260,000	\$15,417	\$15,417	\$15,417	\$18,750	\$18,750	\$18,750	\$18,750	\$21,667	\$21,667	\$21,667	\$21,667	\$0	\$207,919
NS-2603	Apex Industries	\$310,000	\$310,000	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$25,833	\$309,996
NS-2604	Cascade Health	\$95,000	\$95,000	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$7,917	\$0	\$0	\$79,170
NS-2605	Meridian Corp	\$275,000	\$220,000	\$22,917	\$22,917	\$22,917	\$22,917	\$22,917	\$18,333	\$18,333	\$18,333	\$18,333	\$18,333	\$18,333	\$18,333	\$242,916
NS-2606	Summit Analytics	\$520,000	\$0	\$0	\$43,333	\$43,333	\$43,333	\$43,333	\$43,333	\$43,333	\$0	\$0	\$0	\$0	\$0	\$259,998
NS-2607	Basecamp Digital	\$140,000	\$175,000	\$11,667	\$11,667	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$0	\$154,581
NS-2608	Prism Dynamics	\$680,000	\$680,000	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$56,667	\$680,004
NS-2609	Ironclad Systems	\$230,000	\$230,000	\$0	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$19,167	\$210,837
NS-2610	PixelForge Labs	\$165,000	\$165,000	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$13,750	\$0	\$0	\$137,500
NS-2611	NovaBridge AI	\$390,000	\$490,000	\$0	\$32,500	\$32,500	\$32,500	\$32,500	\$32,500	\$37,500	\$37,500	\$37,500	\$40,833	\$40,833	\$40,833	\$397,499
NS-2612	Quantum Retail	\$88,000	\$88,000	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$7,333	\$87,996
NS-2613	Redwood Partners	\$205,000	\$205,000	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$17,083	\$0	\$187,913
NS-2614	Silverline Health	\$155,000	\$155,000	\$0	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$12,917	\$142,087
NS-2615	Cobalt Ventures	\$345,000	\$430,000	\$28,750	\$28,750	\$28,750	\$32,917	\$32,917	\$32,917	\$32,917	\$32,917	\$35,833	\$35,833	\$35,833	\$35,833	\$394,167
NS-2616	Driftwood Media	\$72,000	\$0	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$0	\$0	\$0	\$0	\$0	\$0	\$36,000
NS-2617	Ember Analytics	\$198,000	\$198,000	\$0	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$16,500	\$181,500
NS-2618	Falcon Security	\$460,000	\$510,000	\$38,333	\$38,333	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$42,500	\$501,666
NS-2619	Greenfield Data	\$125,000	\$100,000	\$10,417	\$10,417	\$10,417	\$10,417	\$10,417	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$0	\$102,083
NS-2620	Horizon Logistics	\$285,000	\$285,000	\$0	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$23,750	\$261,250
Total Recognized Revenue		\$5,343,000	\$5,016,000	\$297,084	\$445,251	\$452,334	\$459,834	\$459,834	\$453,166	\$452,166	\$411,750	\$414,666	\$417,999	\$396,332	\$334,666	\$4,995,082
Cumulative Revenue				\$297,084	\$742,335	\$1,194,669	\$1,654,503	\$2,114,337	\$2,567,503	\$3,019,669	\$3,431,419	\$3,846,085	\$4,264,084	\$4,660,416	\$4,995,082	\$4,995,082

Bookings vs. Revenue Reconciliation — FY26

Total Net Book **\$5,016,000**
 Total Revenue **\$4,995,082**
 Net Variance: **\$20,918**
 % Matched: **25.0%**
 Deals Requirir **0**
 Known Timing **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	0.200311538	Partial year - contract started Dec 2025	Known Timing
NS-2603	Apex Industries	\$310,000	\$309,996	\$4	1.29032E-05	Partial year - mid-month start	Known Timing
NS-2604	Cascade Health	\$95,000	\$79,170	\$15,830	0.166631579	Partial year - contract started Nov 2025	Known Timing
NS-2605	Meridian Corp	\$220,000	\$242,916	-\$22,916	-0.10416364	–	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	0.11668	Partial year - contract started Dec 2025	Known Timing
NS-2608	Prism Dynamics	\$680,000	\$680,004	-\$4	-5.8824E-06	Multi-year contract - 12 of 24 months in FY26	Known Timing
NS-2609	Ironclad Systems	\$230,000	\$210,837	\$19,163	0.083317391	Partial year - contract ends Jan 2027	Known Timing
NS-2610	PixelForge Labs	\$165,000	\$137,500	\$27,500	0.166666667	Early renewal - partial year recognition	Known Timing
NS-2611	NovaBridge AI	\$490,000	\$397,499	\$92,501	0.188777551	Partial year - contract ends Jan 2027	Known Timing
NS-2612	Quantum Retail	\$88,000	\$87,996	\$4	4.54545E-05	–	Matched
NS-2613	Redwood Partners	\$205,000	\$187,913	\$17,087	0.08335122	Partial year - contract started Dec 2025	Known Timing
NS-2614	Silverline Health	\$155,000	\$142,087	\$12,913	0.083309677	Partial year - contract ends Jan 2027	Known Timing
NS-2615	Cobalt Ventures	\$430,000	\$394,167	\$35,833	0.083332558	–	Matched
NS-2616	Driftwood Media	\$0	\$36,000	-\$36,000	N/A	Cancellation - partial year + mid-term cancellation	Known Timing
NS-2617	Ember Analytics	\$198,000	\$181,500	\$16,500	0.083333333	Partial year - contract ends Jan 2027	Known Timing
NS-2618	Falcon Security	\$510,000	\$501,666	\$8,334	0.016341176	–	Matched
NS-2619	Greenfield Data	\$100,000	\$102,083	-\$2,083	-0.02083	Partial year - contract started Dec 2025	Known Timing
NS-2620	Horizon Logistics	\$285,000	\$261,250	\$23,750	0.083333333	Partial year - contract ends Jan 2027	Known Timing