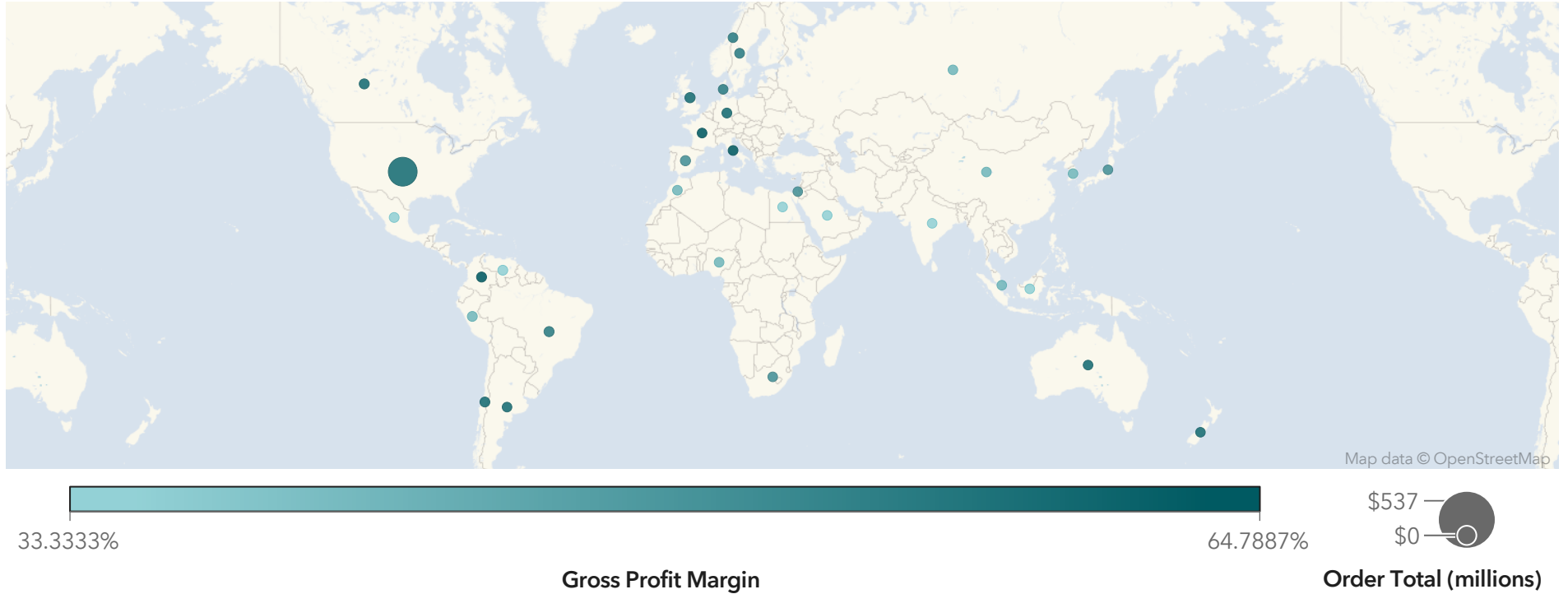


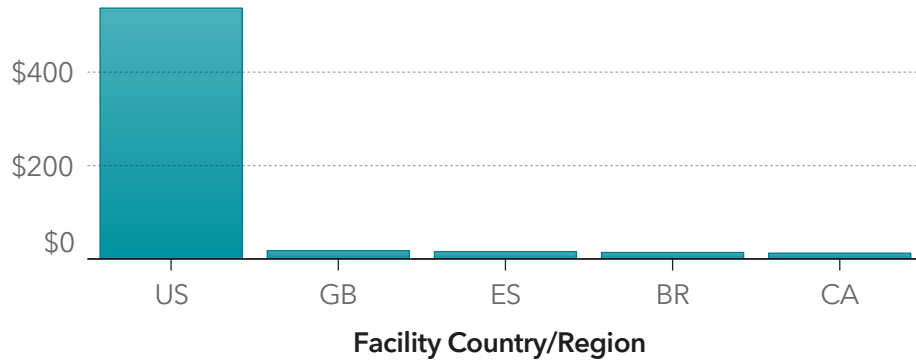
## Sites Analysis

Order Total by Country Hierarchy sized by Gross Profit Margin



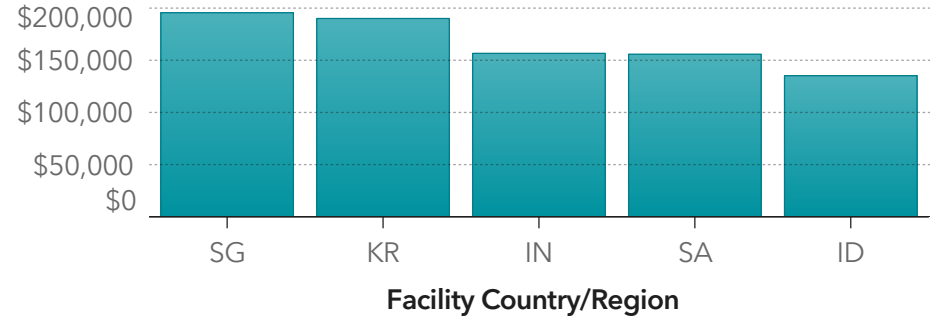
Top 5 Countries by Order Total

Order Total (millions)



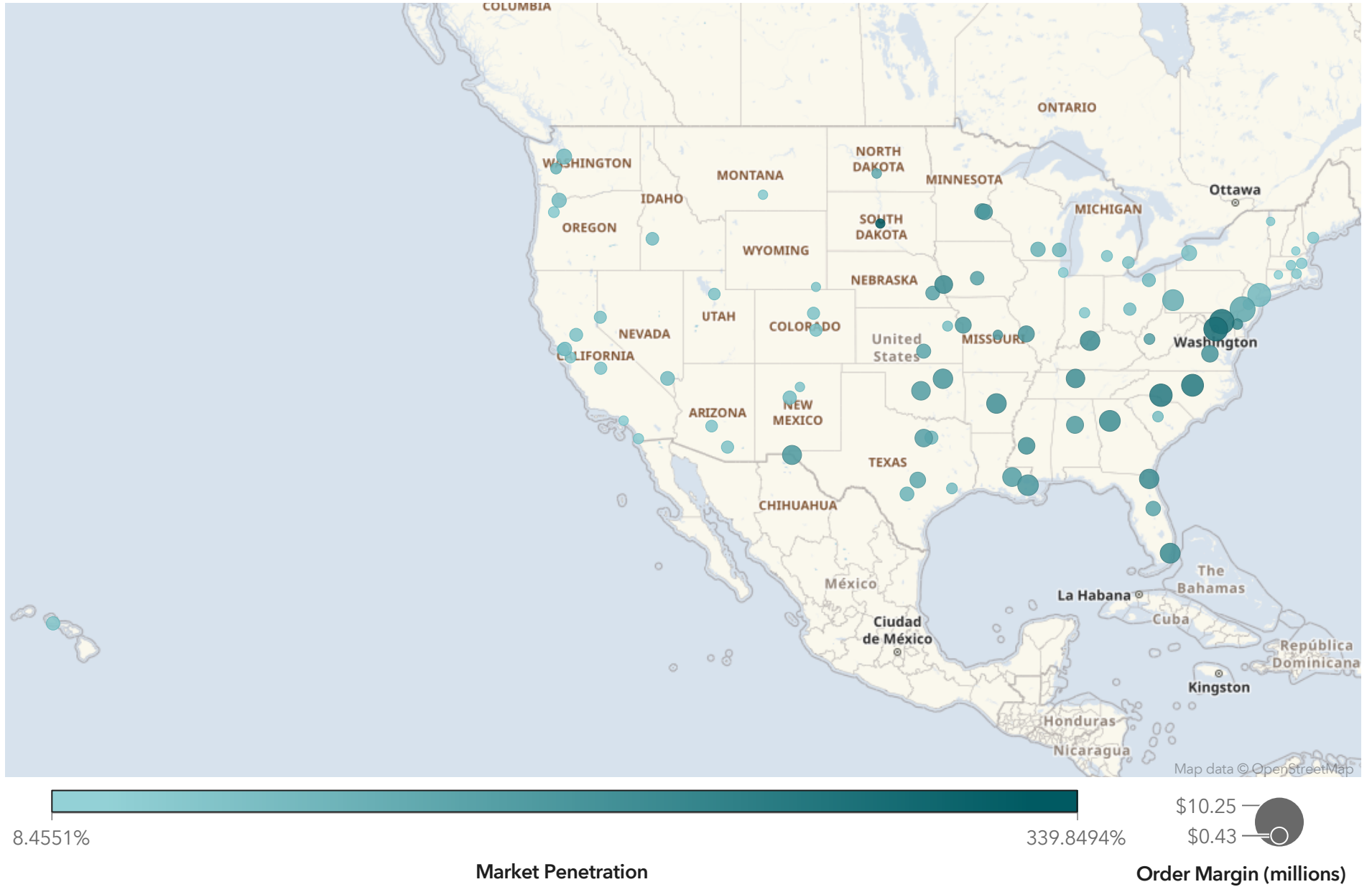
Bottom 5 Countries by Order Total

Order Total



# USA Analysis

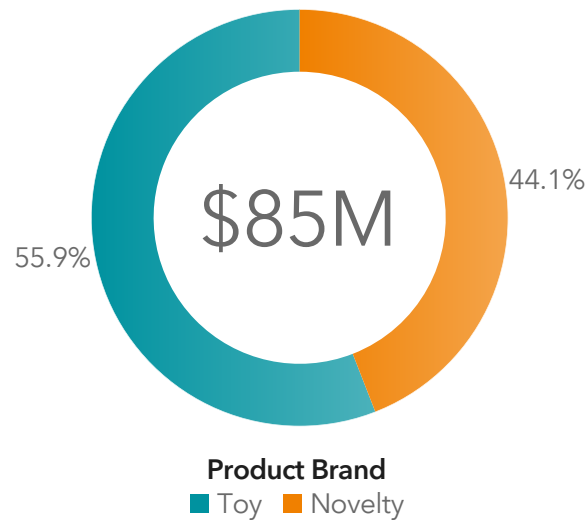
## Market Penetration by City sized by Order Margin in USA



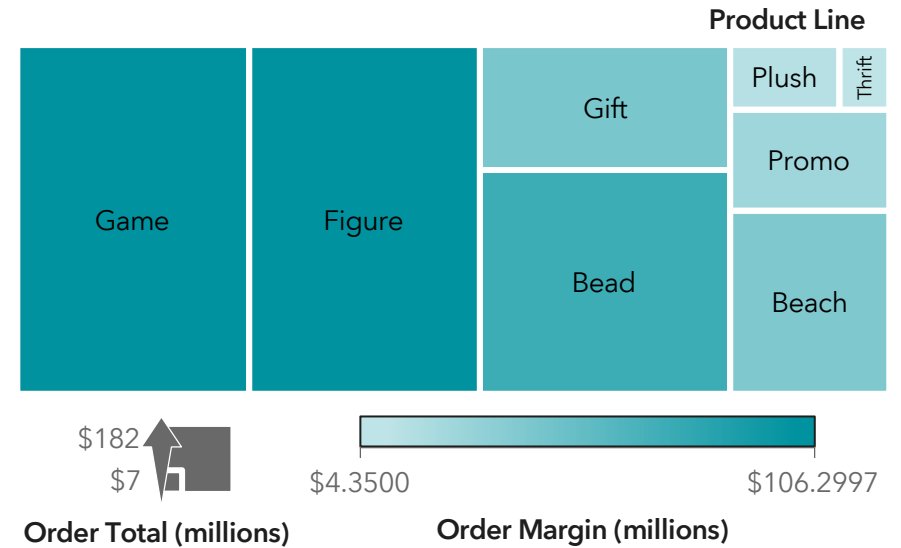
## Product Analysis

### Order Margin by Product Brand

Order Margin

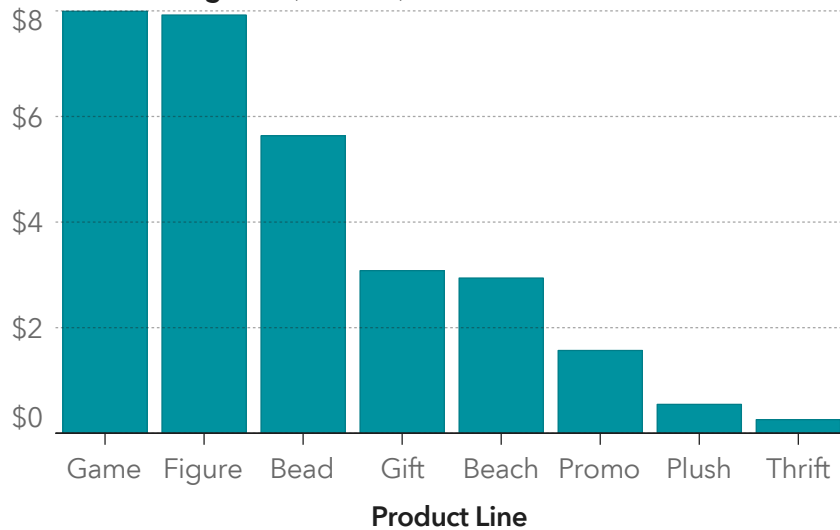


### Order Margin and Order Total by Product Line



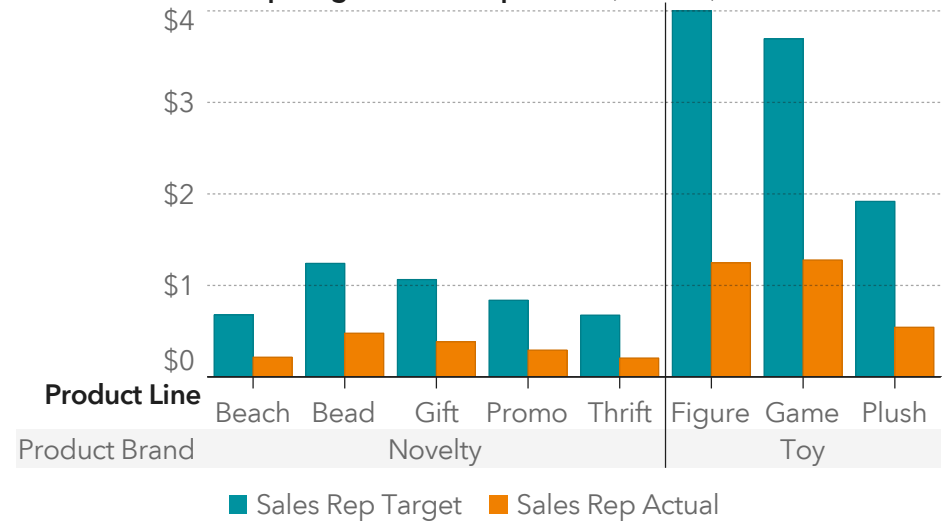
### Order Marketing Cost by Product Line

Order Marketing Cost (millions)



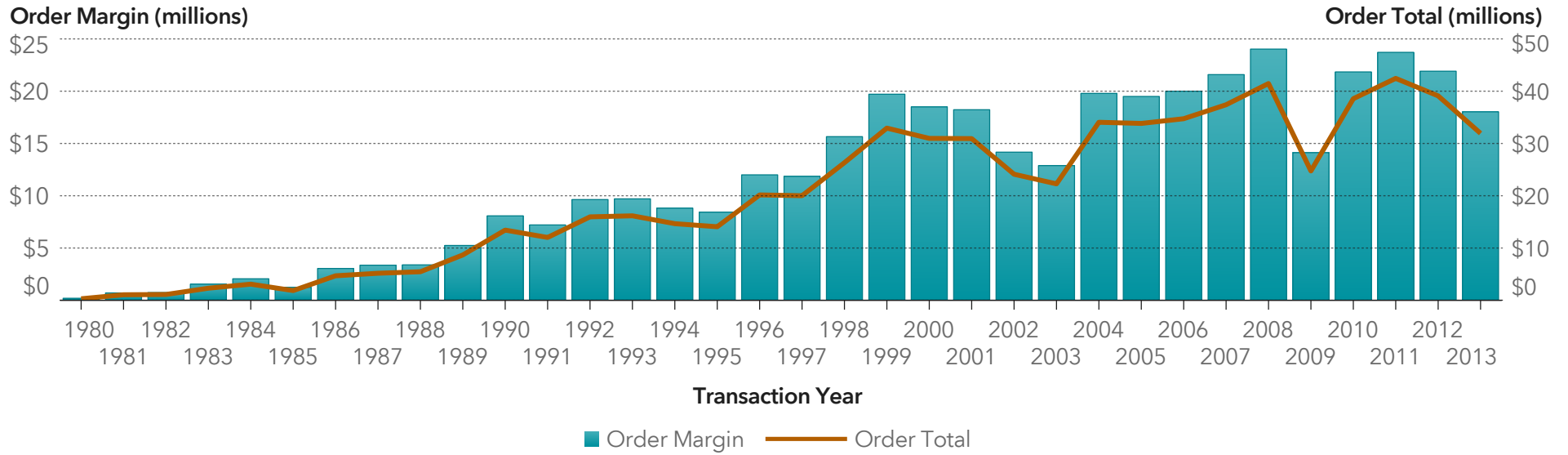
### Sales Rep Target and Sales Rep Actual by Product Line

Sales Rep Target / Sales Rep Actual (billions)

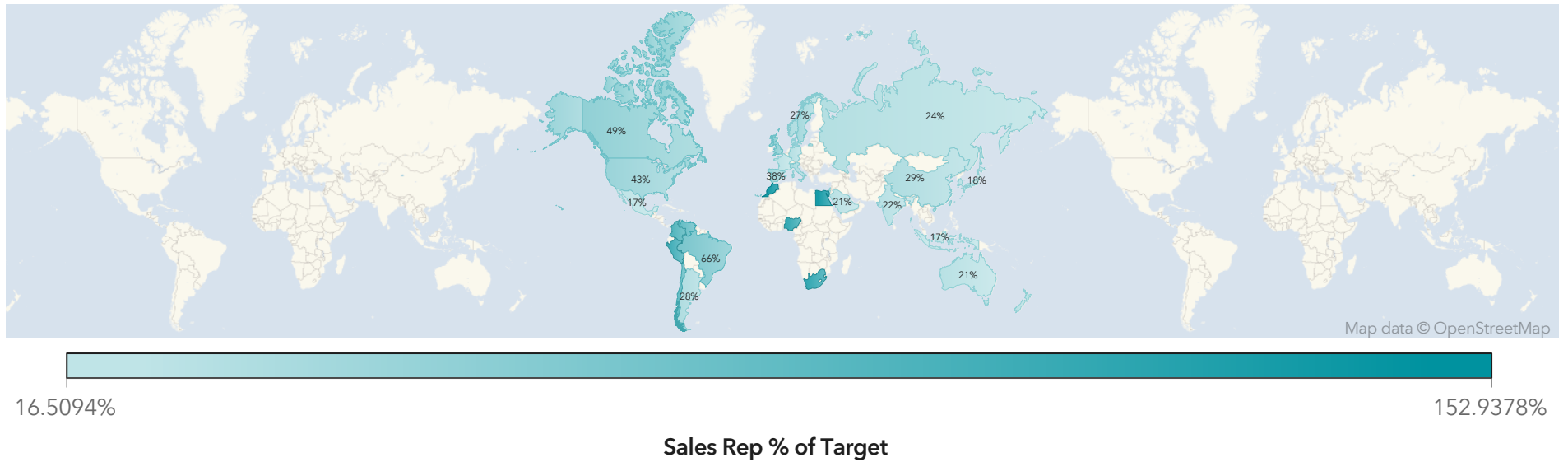


## Business Performance

Order Margin and Order Total by Year

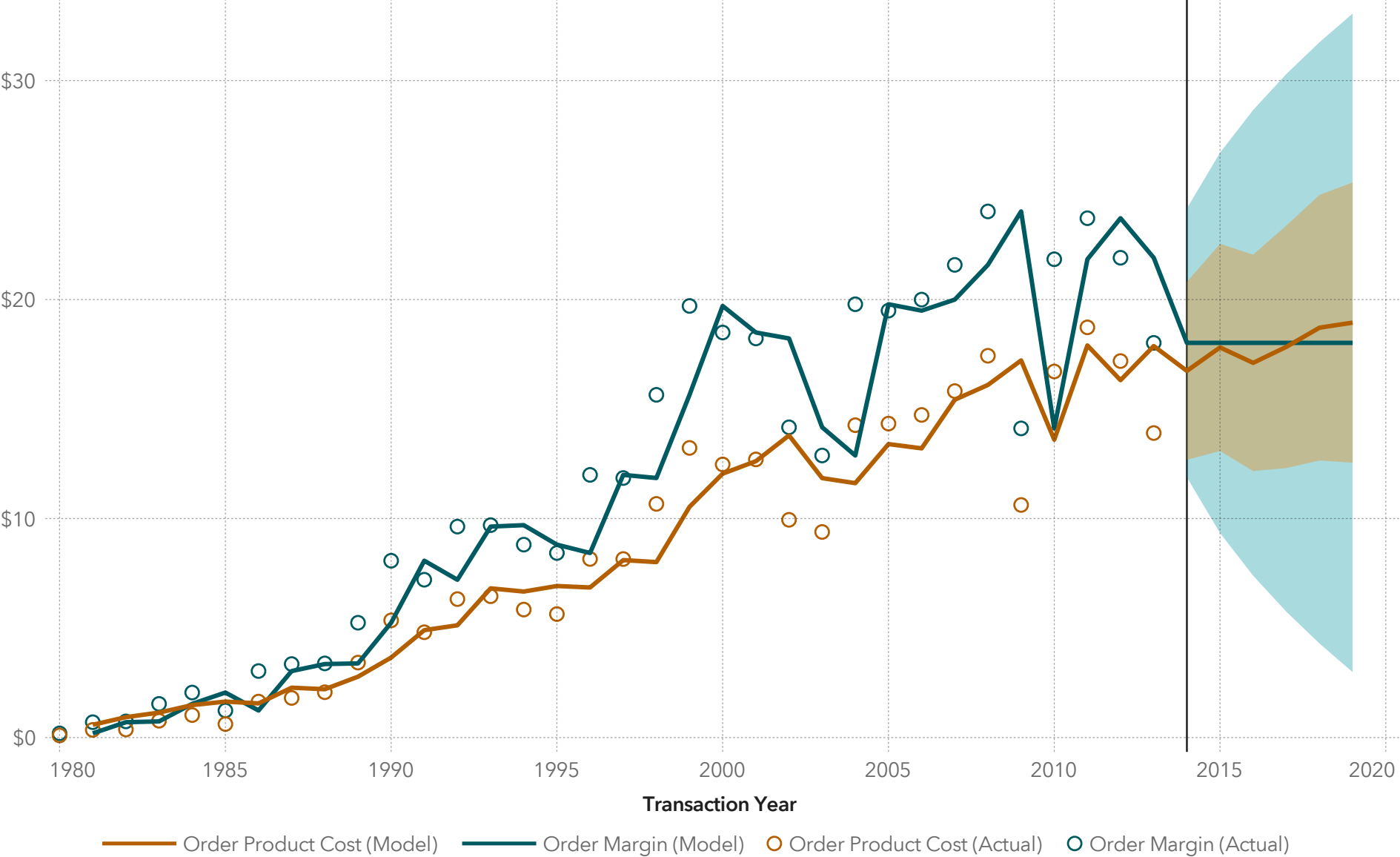


Sales Rep % of Target by Country



Forecasting

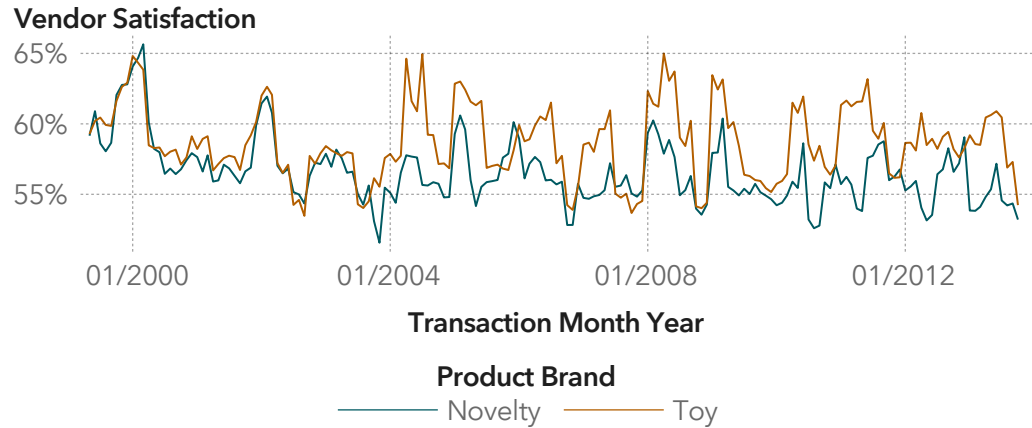
Order Margin and Order Product Cost by Year  
Order Margin / Order Product Cost (millions)



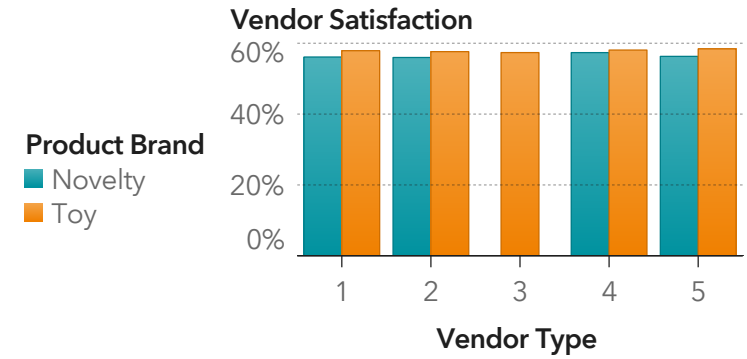
95% forecast confidence.

## Customer Satisfaction

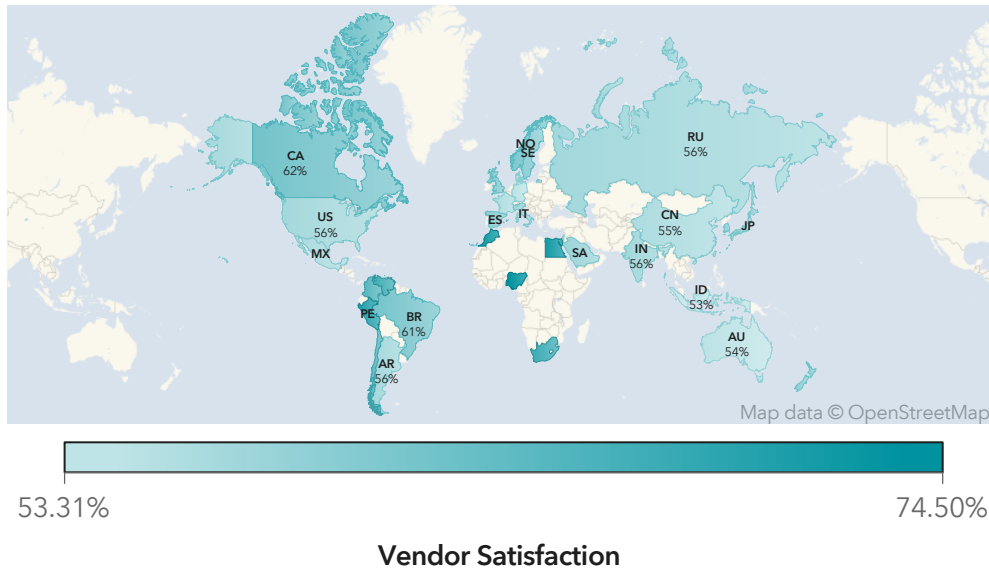
Vendor Satisfaction 2000-2013



Vendor Satisfaction by Vendor Type grouped by Product Brand



Vendor Satisfaction by Country



Sales Rep Rating and Vendor Satisfaction by Product Line

