

# Financial Analysis Dashboard

9/1/2013

12/1/2014

Sales YTD

92M

Sales Comp To Last Yr 7.16%

Cogs YTD

79M

Cogs Comp to Last Yr 7.31%

Profit YTD

13M

Profit Comp to Last Yr 6.25%

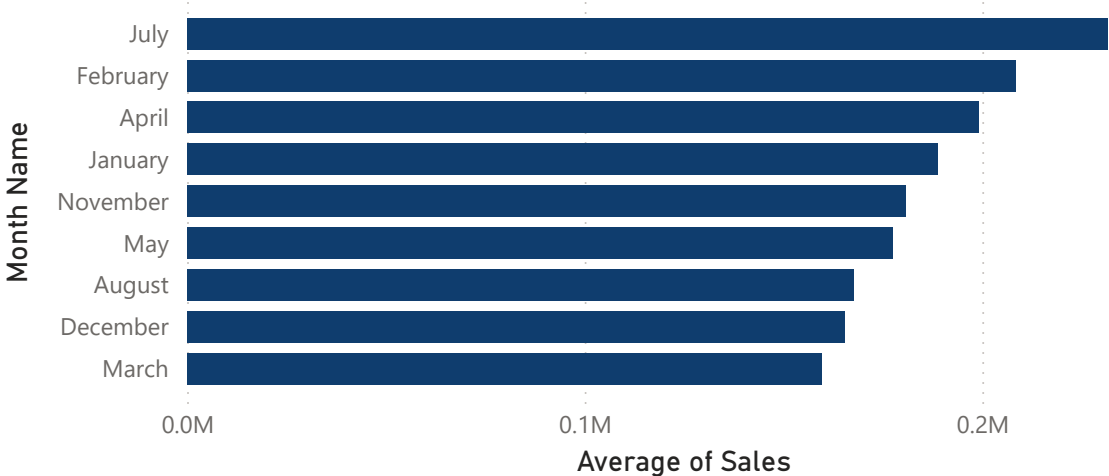
Units Sold TYD

861K

Units Comp To Last Yr 7.88%

Product	Units Sold	Gross Sales	COGS	Profit	Comp Lst Yr	Sales Trend
Paseo	338,238	\$35,611,663	\$28,213,704	\$4,797,435	13.35%	
VTT	168,782	\$21,968,534	\$17,477,314	\$3,034,604	1.10%	
Amarilla	155,316	\$19,037,280	\$14,933,013	\$2,814,104	6.17%	
Velo	162,425	\$19,826,768	\$15,944,067	\$2,305,991	1.04%	
Montana	154,198	\$16,549,835	\$13,276,047	\$2,114,759	14.85%	
Total	1,125,806	\$127,931,601	\$101,832,648	\$16,893,699	7.16%	

Sales by Month Name



Gross Sales by Country



Segment	Gross Sales	COGS	Discounts	Profit
Government	\$56,403,067	\$41,116,087	\$3,898,795	\$11,388,184
Small Business	\$45,941,700	\$38,284,750	\$3,513,781	\$4,143,168
Enterprise	\$21,069,002	\$20,226,240	\$1,457,305	(\$614,555)
Midmarket	\$2,582,670	\$1,721,780	\$200,790	\$660,099
Channel Partners	\$1,935,162	\$483,791	\$134,568	\$1,316,803
Total	\$127,931,601	\$101,832,648	\$9,205,239	\$16,893,699