

Team Scorecard

83

of customers

6

of products

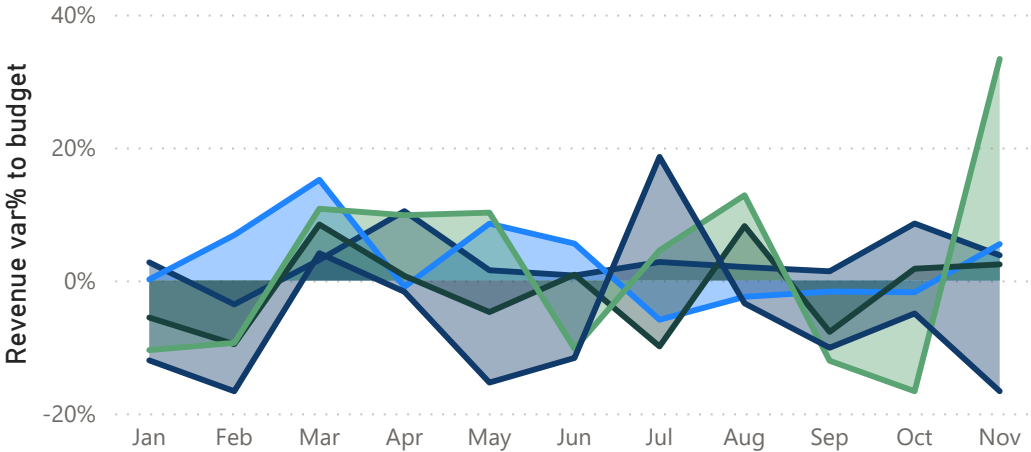
6

of products

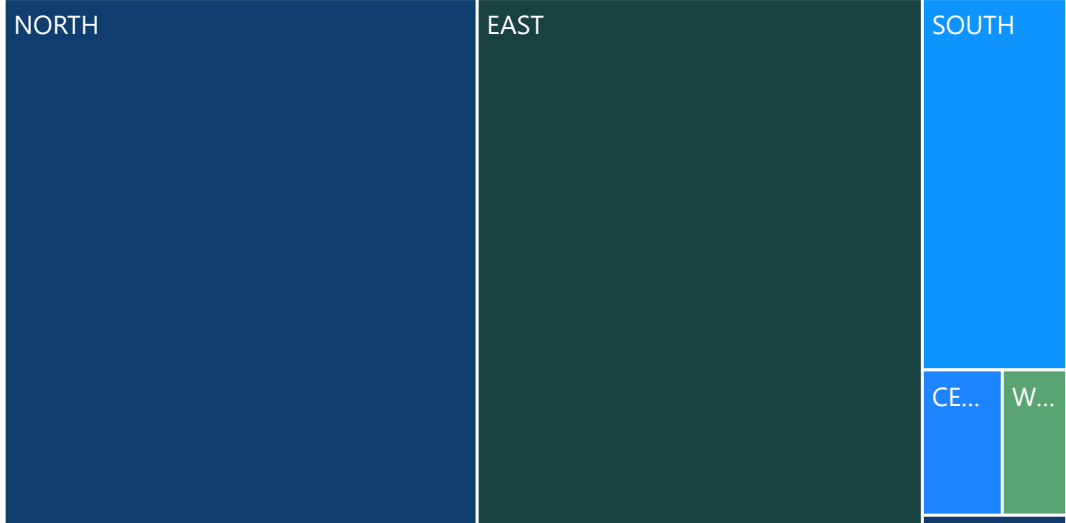
- Name
- ☐ Andrew Ma
 - ☐ Annelie Zubar
 - ☐ Carlos Grilo
 - ☐ Tina Lassila
 - ☐ Valery Ushakov

Revenue var% to budget by Month and Name

Name ● Andrew Ma ● Annelie Zubar ● Carlos Grilo ● Tina Lassila ● Valery Ushakov

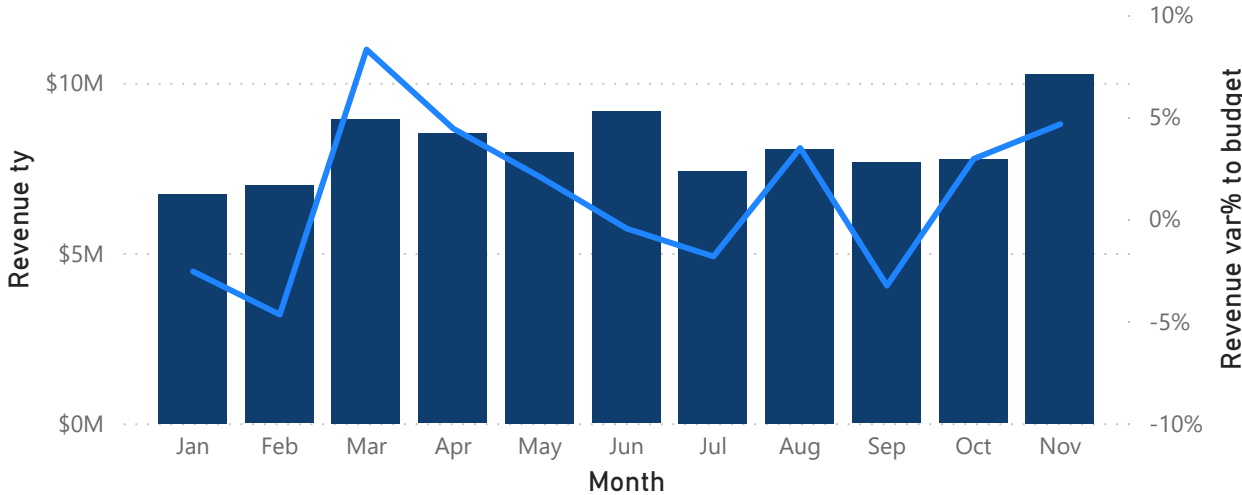


Total revenue by Region



Revenue ty and Revenue var% to budget by Month

● Revenue ty ● Revenue var% to budget



Revenue ty by State





Industry Margin Analysis

80

of customers

4

of products

42.53%

Gm%

Industry

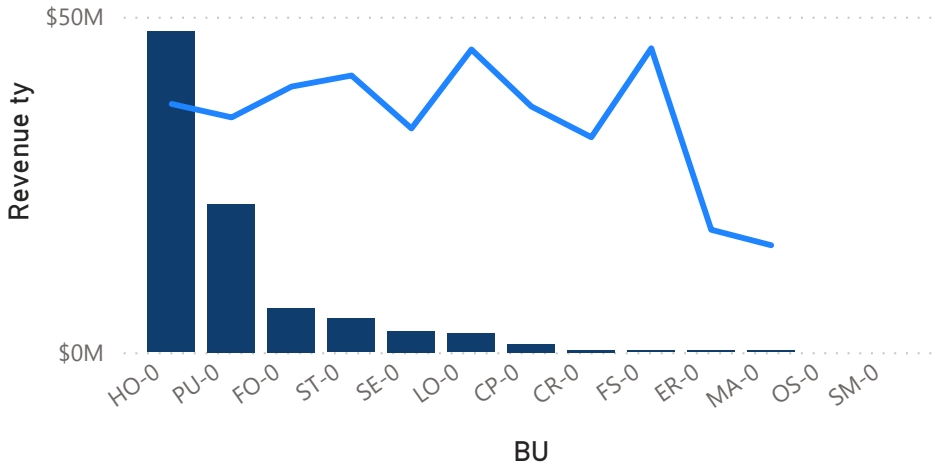
- ☐ (Blank)
- ☐ CPG
- ☐ Distribution
- ☐ Energy
- ☐ Federal-Civilian
- ☐ Federal-DOD
- ☐ High Tech
- ☐ Industrial
- ☐ Insurance
- ☐ Metals
- ☐ Oil & Gas
- ☐ Paper
- ☐ Pharma
- ☐ Retail

Product

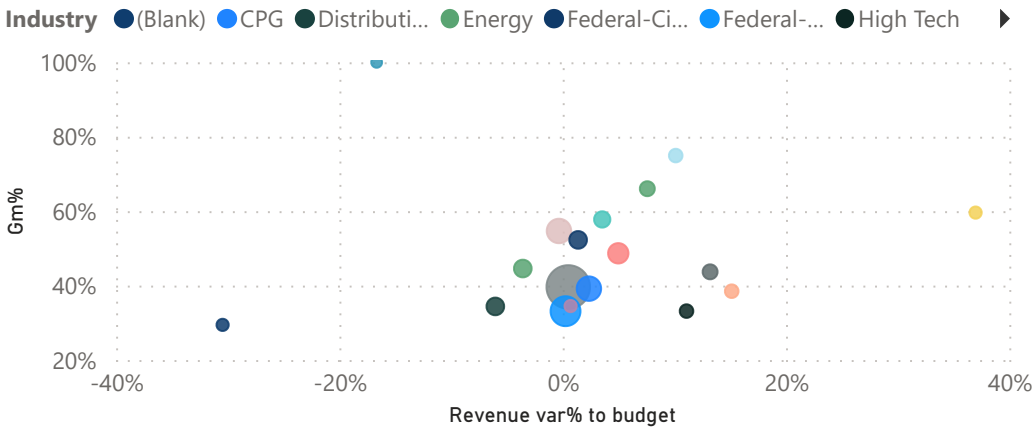
- ☐ (Blank)
- ☐ Gladius
- ☐ MI-72
- ☐ Primus

Revenue ty and Gm% by BU

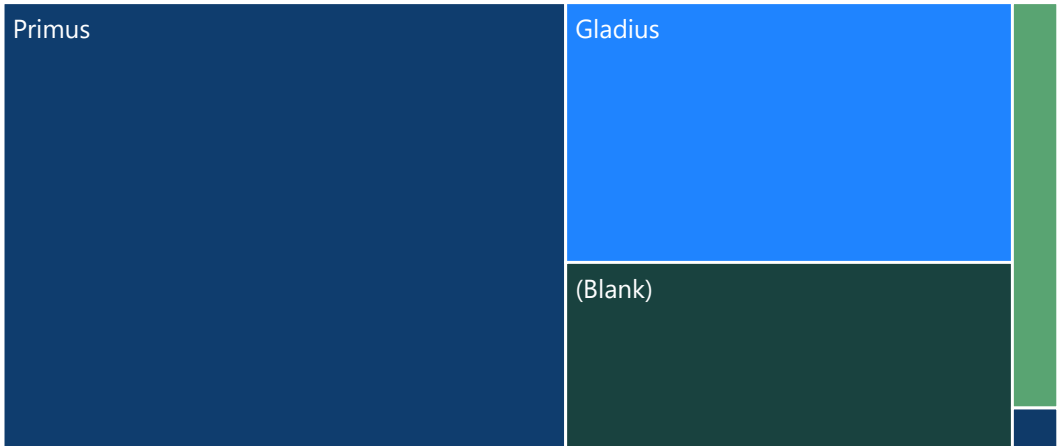
● Revenue ty ● Gm%



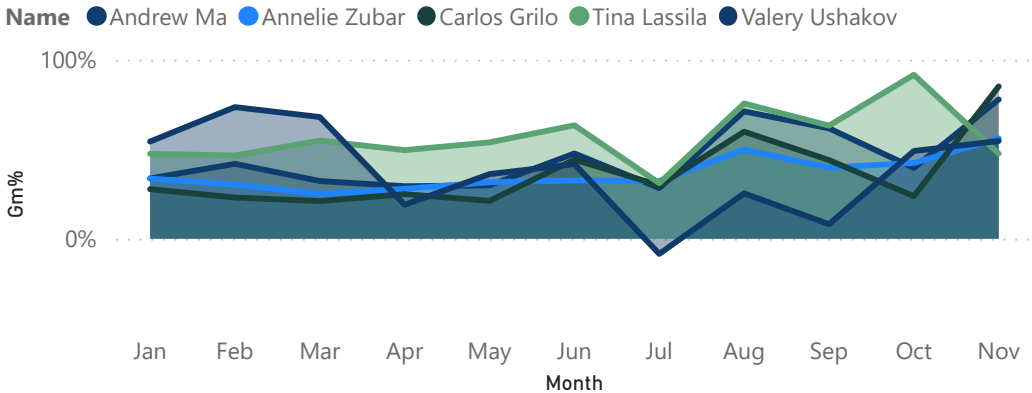
Revenue var% to budget, Gm% and Revenue ty by Industry and Industry



Total revenue by Product



Gm% by Month and Name



Scorecard

for

Name

Carlos Grilo

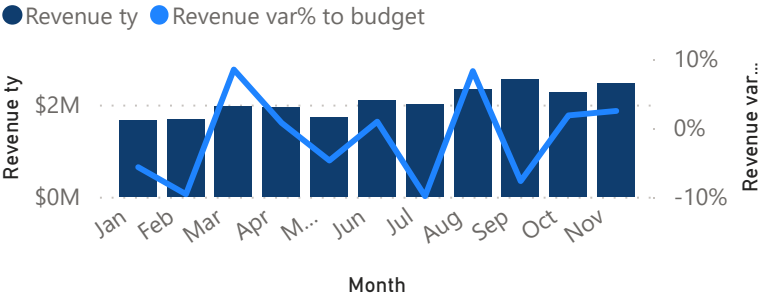
1

status

34

of customers

Revenue ty and Revenue var% to budget by Month



Total revenue by Region

