

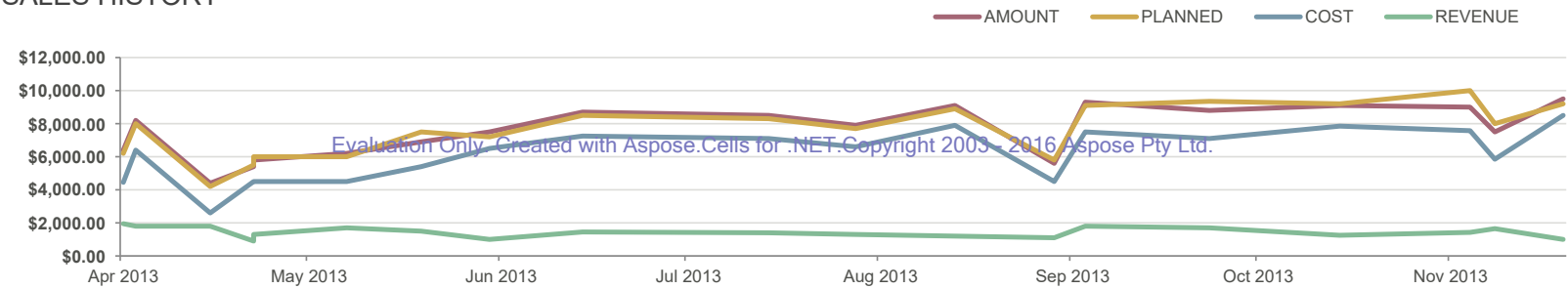
MONTHLY SALES FORECAST

TODAY'S DATE: NOV 3, 2016

THIS MONTH	ACTUAL	PLAN	VARIANCE	%	YTD ACTUAL	YTD PLAN	YTD VARIANCE	YTD %
Quantity	19				19			
Sales	\$143,800.00	\$144,650.00	\$850.00	100.59%	\$143,800.00	\$144,650.00	\$850.00	100.59%
Revenues	\$27,225.00	\$28,075.00	\$850.00	103.12%	\$116,575.00	\$116,575.00	\$0.00	100.00%
Margin	18.93%	19.41%		102.52%	81.07%	80.59%		99.41%
Number of Orders	19				0			
Average Order Value	\$7,568.42				-			

FORECAST	NEXT MONTH	NEXT QUARTER	NEXT YEAR
Sales	\$20,153.51	\$44,115.91	\$143,800.00

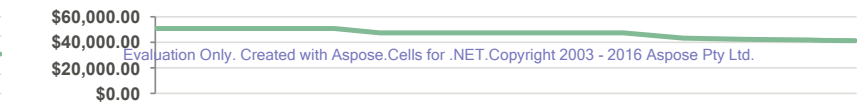
SALES HISTORY



MONTH FORECAST



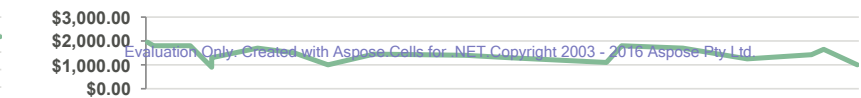
QUARTER FORECAST



YEAR FORECAST



REVENUE STREAM



MONTHLY SALES REPORT

YEAR	QUARTER	MONTH	COMPANY	TOTAL SALES
2013	Quarter 2	April	A. Datum Corporation	\$6,400.00
			Contoso Pharmaceuticals	\$8,200.00
		May	Consolidated Messenger	\$4,400.00
			Proseware, Inc.	\$5,400.00
			School of Fine Art	\$5,800.00
			Trey Research	\$6,200.00
		June	A. Datum Corporation	\$6,900.00
			Contoso Pharmaceuticals	\$7,500.00
	Quarter 2 Total			\$50,800.00
	Quarter 3	July	Consolidated Messenger	\$8,700.00
		August	Proseware, Inc.	\$8,500.00
			School of Fine Art	\$7,900.00
		September	Consolidated Messenger	\$9,300.00
			Contoso Pharmaceuticals	\$5,600.00
		Trey Research	\$9,100.00	
	Quarter 3 Total			\$49,100.00
	Quarter 4	October	Proseware, Inc.	\$8,800.00
		November	School of Fine Art	\$9,100.00
			Trey Research	\$16,500.00
		December	Contoso Pharmaceuticals	\$9,500.00
	Quarter 4 Total			\$43,900.00
2013 Total			\$143,800.00	
Grand Total			\$143,800.00	

MONTHLY DATA ENTRY

DATE	COMPANY	AMOUNT	PLANNED	COST	REVENUE	MONTH	QUARTER	YEAR	TOTALS			FORECAST		
									MONTH	QUARTER	YEARLY	MONTH	QUARTER	YEAR
4/23/2013	A. Datum Corporation	\$6,400.00	\$6,200.00	\$4,450.00	\$1,950.00	April	Quarter 2	2013	\$14,600.00	\$50,800.00	\$143,800.00	\$14,600.00	\$50,800.00	\$143,800.00
4/25/2013	Contoso Pharmaceuticals	\$8,200.00	\$8,000.00	\$6,400.00	\$1,800.00	April	Quarter 2	2013	\$14,600.00	\$50,800.00	\$143,800.00	\$14,600.00	\$50,800.00	\$143,800.00
5/7/2013	Consolidated Messenger	\$4,400.00	\$4,200.00	\$2,600.00	\$1,800.00	May	Quarter 2	2013	\$21,800.00	\$50,800.00	\$143,800.00	\$29,000.00	\$50,800.00	\$143,800.00
5/14/2013	Proseware, Inc.	\$5,400.00	\$5,500.00	\$4,500.00	\$900.00	May	Quarter 2	2013	\$21,800.00	\$50,800.00	\$143,800.00	\$29,000.00	\$50,800.00	\$143,800.00
5/14/2013	School of Fine Art	\$5,800.00	\$6,000.00	\$4,500.00	\$1,300.00	May	Quarter 2	2013	\$21,800.00	\$50,800.00	\$143,800.00	\$29,000.00	\$50,800.00	\$143,800.00
5/29/2013	Trey Research	\$6,200.00	\$6,000.00	\$4,500.00	\$1,700.00	May	Quarter 2	2013	\$21,800.00	\$50,800.00	\$143,800.00	\$29,000.00	\$50,800.00	\$143,800.00
6/10/2013	A. Datum Corporation	\$6,900.00	\$7,500.00	\$5,400.00	\$1,500.00	June	Quarter 2	2013	\$14,400.00	\$50,800.00	\$143,800.00	\$21,600.00	\$50,800.00	\$143,800.00
6/21/2013	Contoso Pharmaceuticals	\$7,500.00	\$7,200.00	\$6,500.00	\$1,000.00	June	Quarter 2	2013	\$14,400.00	\$50,800.00	\$143,800.00	\$17,950.00	\$50,800.00	\$143,800.00
7/6/2013	Consolidated Messenger	\$8,700.00	\$8,500.00	\$7,250.00	\$1,450.00	July	Quarter 3	2013	\$8,700.00	\$49,100.00	\$143,800.00	\$10,776.47	\$47,400.00	\$143,800.00
8/5/2013	Proseware, Inc.	\$8,500.00	\$8,300.00	\$7,100.00	\$1,400.00	August	Quarter 3	2013	\$16,400.00	\$49,100.00	\$143,800.00	\$12,455.86	\$47,400.00	\$143,800.00
8/19/2013	School of Fine Art	\$7,900.00	\$7,700.00	\$6,600.00	\$1,300.00	August	Quarter 3	2013	\$16,400.00	\$49,100.00	\$143,800.00	\$13,667.57	\$47,400.00	\$143,800.00
9/4/2013	Trey Research	\$9,100.00	\$8,900.00	\$7,900.00	\$1,200.00	September	Quarter 3	2013	\$24,000.00	\$49,100.00	\$143,800.00	\$17,651.67	\$47,400.00	\$143,800.00
9/20/2013	Contoso Pharmaceuticals	\$5,600.00	\$5,800.00	\$4,500.00	\$1,100.00	September	Quarter 3	2013	\$24,000.00	\$49,100.00	\$143,800.00	\$19,877.91	\$47,400.00	\$143,800.00
9/25/2013	Consolidated Messenger	\$9,300.00	\$9,100.00	\$7,500.00	\$1,800.00	September	Quarter 3	2013	\$24,000.00	\$49,100.00	\$143,800.00	\$21,138.05	\$47,400.00	\$143,800.00
10/15/2013	Proseware, Inc.	\$8,800.00	\$9,350.00	\$7,100.00	\$1,700.00	October	Quarter 4	2013	\$8,800.00	\$43,900.00	\$143,800.00	\$17,951.74	\$43,258.14	\$143,800.00
11/5/2013	School of Fine Art	\$9,100.00	\$9,200.00	\$7,850.00	\$1,250.00	November	Quarter 4	2013	\$25,600.00	\$43,900.00	\$143,800.00	\$20,556.13	\$42,312.90	\$143,800.00
11/26/2013	Trey Research	\$9,000.00	\$10,000.00	\$7,575.00	\$1,425.00	November	Quarter 4	2013	\$25,600.00	\$43,900.00	\$143,800.00	\$21,997.14	\$41,811.11	\$143,800.00
11/30/2013	Trey Research	\$7,500.00	\$8,000.00	\$5,850.00	\$1,650.00	November	Quarter 4	2013	\$25,600.00	\$43,900.00	\$143,800.00	\$22,917.63	\$41,500.00	\$143,800.00
12/11/2013	Contoso Pharmaceuticals	\$9,500.00	\$9,200.00	\$8,500.00	\$1,000.00	December	Quarter 4	2013	\$9,500.00	\$43,900.00	\$143,800.00	\$20,504.31	\$41,288.24	\$143,800.00

