

Sales Territory Group	Sales Person	Sales	Target	Variance Pct
Corporate HQ	Stephen Jiang	\$559,697.56	\$393,000.00	42.42%
	Amy Alberts	\$519,225.19	\$132,000.00	293.35%
	Syed Abbas	\$172,524.45	\$145,500.00	18.57%
		<b>\$1,251,447.21</b>	<b>\$670,500.00</b>	<b>354.34%</b>
Europe	Jae Pak	\$4,116,871.23	\$4,002,000.00	2.87%
	Ranjit Varkey Chudukatil	\$3,121,616.32	\$3,151,500.00	-0.95%
	Rachel Valdez	\$1,790,640.23	\$2,176,500.00	-17.73%
		<b>\$9,029,127.78</b>	<b>\$9,330,000.00</b>	<b>-15.81%</b>
North America	Michael Blythe	\$3,763,178.18	\$2,302,500.00	63.44%
	Linda Mitchell	\$4,251,368.55	\$3,903,000.00	8.93%
	Jillian Carson	\$3,189,418.37	\$3,202,500.00	-0.41%
	Garrett Vargas	\$1,453,719.47	\$1,351,500.00	7.56%
	Tsvi Reiter	\$2,315,185.61	\$2,328,000.00	-0.55%
	Pamela Ansman-Wolfe	\$1,352,577.13	\$2,277,000.00	-40.60%
	Shu Ito	\$2,458,535.62	\$2,452,500.00	0.25%
	José Saraiva	\$2,604,540.72	\$2,553,000.00	2.02%
	David Campbell	\$1,573,012.94	\$1,500,000.00	4.87%
	Tete Mensa-Annan	\$1,576,562.20	\$1,557,000.00	1.26%
		<b>\$24,538,098.78</b>	<b>\$23,427,000.00</b>	<b>46.76%</b>
Pacific	Lynn Tsoflias	\$1,421,810.93	\$1,126,500.00	26.21%
		<b>\$1,421,810.93</b>	<b>\$1,126,500.00</b>	<b>26.21%</b>

