Salesforce Customer Growth Solutions: Executive Dashboard

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		Q1			Q2			Q3			Q4			Grand Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Employee Covered Lives	2021	122,083	79,597	152,615	244,158	200,884	104,877	99,692	68,690	423,530	381,740	351,460	517,820	2,747,146
	2020	78,591	56,851	190,754	132,137	143,420	100,491	80,088	91,401	197,651	410,481	425,888	746,800	2,654,553
	2019	231,214	65,195	120,146	45,725	209,062	116,070	45,764	322,766	211,444	217,270	225,910	261,473	2,072,039
	2018	197,413	81,122	143,047	21,350	83,757	109,166	103,002	135,928	288,716	265,398	111,804	303,954	1,844,657
	2017	62,024	12,300	8,415	14,109		76,022	101,378	23,039	30,253	44,645	9,865	197,762	579,812
% YOY Growth (Month)	2021	55%	40%	-20%	85%	40%	4%	24%	-25%	114%	-7%	-17%	-31%	3%
	2020	-66%	-13%	59%	189%	-31%	-13%	75%	-72%	-7%	89%	89%	186%	28%
	2019	17%	-20%	-16%	114%	150%	6%	-56%	137%	-27%	-18%	102%	-14%	12%
	2018	218%	560%	1600%	51%		44%	2%	490%	854%	494%	1033%	54%	218%
	2017													
% YOY Growth (YTD)	2021	55%	49%	9%	31%	33%	29%	28%	23%	40%	27%	17%	3%	3%
	2020	-66%	-54%	-22%	-1%	-10%	-11%	-6%	-24%	-22%	-6%	5%	28%	28%
	2019	17%	6%	-1%	4%	27%	24%	13%	32%	18%	11%	18%	12%	12%
	2018	218%	275%	410%	357%	444%	268%	169%	194%	255%	284%	303%	218%	218%
	2017													

		Q1			Q2			Q3			Q4			Grand Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
#Deals	2021	43	24	28	17	31	20	9	26	105	55	71	71	500
	2020	65	37	37	26	40	32	39	49	72	94	66	54	611
	2019	38	25	35	22	150	29	22	50	79	108	99	65	722
	2018	7	4	11	5	8	11	16	35	64	72	71	34	338
	2017	8	2	5	4		6	4	6	12	13	6	9	75
% YOY Growth (Month) #Deal	2021	-34%	-35%	-24%	-35%	-23%	-38%	-77%	-47%	46%	-41%	8%	31%	-18%
	2020	71%	48%	6%	18%	-73%	10%	77%	-2%	-9%	-13%	-33%	-17%	-15%
	2019	443%	525%	218%	340%	1775%	164%	38%	43%	23%	50%	39%	91%	114%
	2018	-13%	100%	120%	25%		83%	300%	483%	433%	454%	1083%	278%	351%
	2017													
% YOY Growth (YTD) #Deal	2021	-34%	-34%	-32%	-32%	-30%	-31%	-38%	-39%	-24%	-27%	-23%	-18%	-18%
	2020	71%	62%	42%	38%	-24%	-21%	-14%	-12%	-12%	-12%	-15%	-15%	-15%
	2019	443%	473%	345%	344%	671%	550%	418%	282%	180%	139%	116%	114%	114%
	2018	-13%	100%	47%	42%	84%	84%	114%	177%	243%	288%	361%	351%	351%

Side panel

Employee Covered Lives of *employees* that Omada c... programs to.

Data reflects:
- Employer Sales Closed Won Market, SMB)
- **Duplicated Covered Lives** single Opp has multiple produ...

Additional notes:
- 1H 2021 Sales Plan Goals a... Covered Lives Miss. No adjus... the financial plan.
- # Deals indicates unique dea... multiple products)

Deal exclusions:
These deals were removed as... values which would impact M...
*Intermountain Health (O-126...
2020)
*State of Alaska (O-09780 for...
*Vanderbilt (VHAN parent, O-...
2021)
*Amazon (O-20240, 403K CL...

2021 % Month/YTD Sales Plan

	Q1			Q2			Q3			Q4			Grand Total
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Employee Covered Lives	122,083	79,597	152,615	244,158	200,884	104,877	99,692	68,690	423,530	381,740	351,460	517,820	2,747,146
Sales Plan	612,983	363,212	455,850	67,840	337,355	184,488	106,730	141,358	244,809	344,304	236,383	353,572	3,448,884
% Sales Plan (Month)	20%	22%	33%	360%	60%	57%	93%	49%	173%	111%	149%	146%	80%
% Sales Plan (YTD)	20%	21%	25%	40%	44%	45%	47%	47%	59%	66%	72%	80%	80%

2021 % YOY YTD Sales Plan
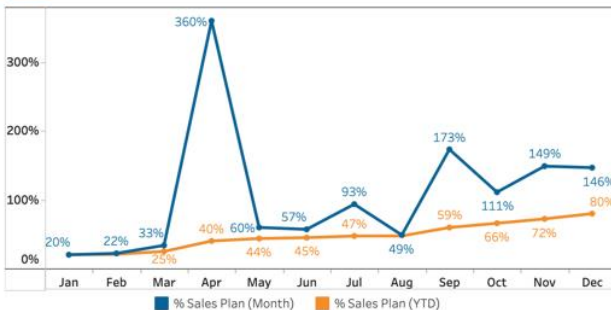
Number of Covered Lives per Month
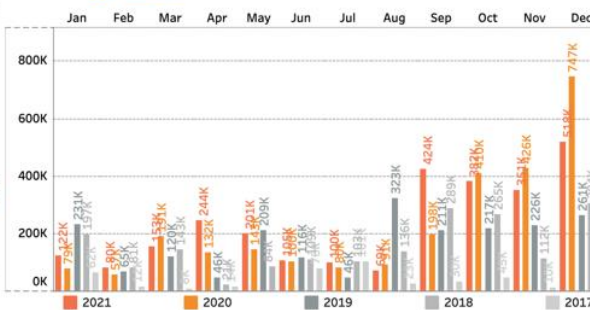
2021 Employee Covered Lives and % Sales Plan (YTD)

2021 % YOY YTD Growth

CO2 Consumption Solution
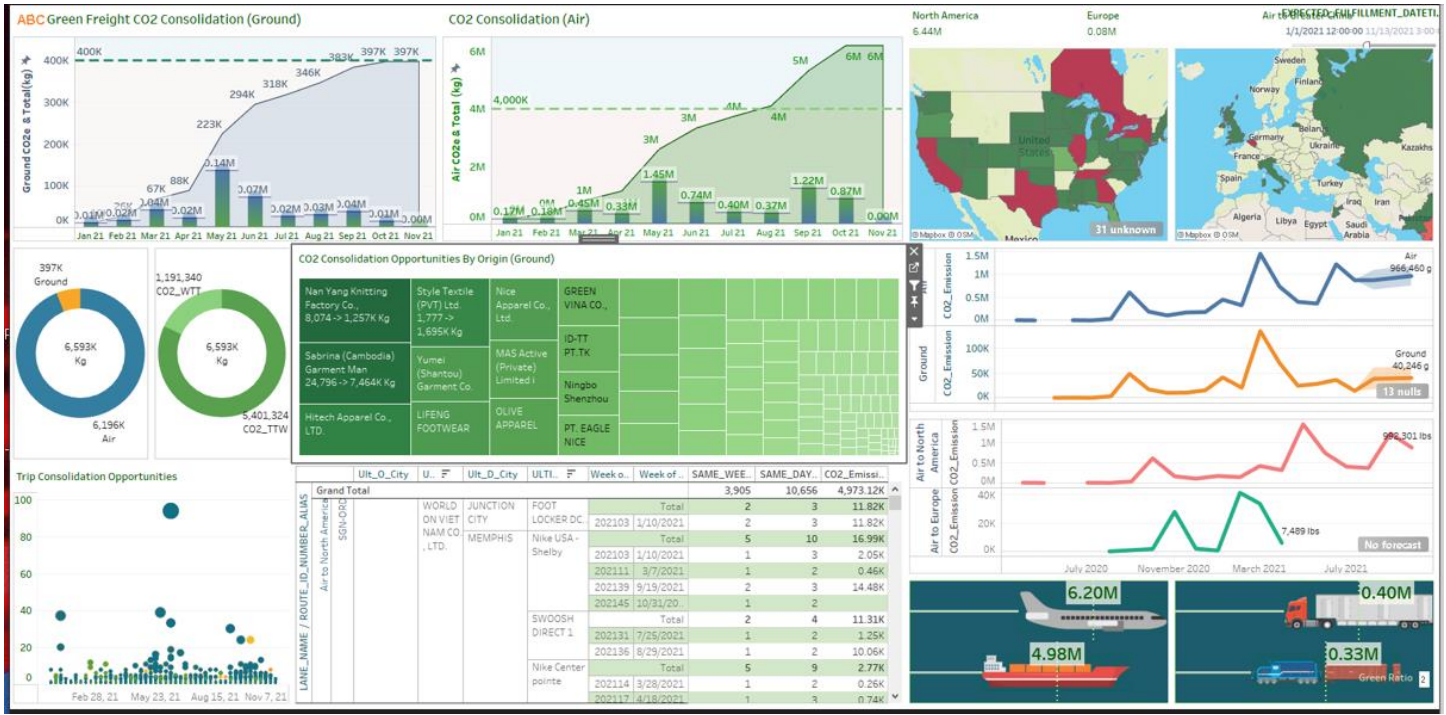
Leads vs Hired

SLA Performance and Reason Code Analysis

Dashboard 1: Global OTIF

Global OTIF data extract dates 26Nov2017-24Feb2018 by Delivery - Origin Region

Week of BaseDate

All >>
Ontime %

- 71.04%
- 78.10%
- 72.04%
- 64.49%
- 73.15%
- 81.15%
- 70.72%
- 78.35%
- 62.14%
- 67.25%
- 84.92%
- 82.78%
- 75.76%
- 77.48%
- 72.77%
- 83.88%
- 79.12%
- 79.63%
- 75.72%
- 87.50%
- 87.50%
- 40.18%
- 42.22%

Tooltip:
Week of Delivered Datetime: 21 Jan
OTIF All %:	73%
OTIF PRM %:	63.98%
OTIF Ontime STD %:	74.86%
PRM %:	19.25%

X-axis: 26 Nov, 03 Dec, 10 Dec, 17 Dec, 24 Dec, 31 Dec, 07 Jan, 14 Jan, 21 Jan, 28 Jan, 04 Feb, 11 Feb

Region	AMER	EMEA	APAC
Count	6,298	8,765	1,208
%	68.74%	71.55%	67.63%

Map values: 77.43%, 80.85%, 42.07%, 69.81%, 67.39%, 73.17%, 55.43%, 67.68%

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Reason Code

Category	Count
Consignee Closed	1,625
Customs Process	714
Others	675
Incorrect Shipper Ins...	358
No documents	230
Airline cargo offload	147
Delayed Ship./Receiv...	122
Holiday	89
Overage S...	78
Size of shipment	43
Cancelled Flights	23
Missing car...	8
Strike / Lock Outs	8
Airline Con...	7
Missed Cut Off	5
Split shipments	4
Misrouting	2
Lost in Transit	1
Refused by Consignee	1
Service Changed	1

Reason Code line: 407, 404, 352, 444, 457, 211, 324, 397, 421, 456, 338, 1
X-axis: 17 Dec, 14 Jan, 11 Feb

Transit Day Group

Ontime	0-3	3-7 Days	7+ Days
11,421	1,206	1,457	2,187

Late Total: 4,850

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Map numbers: 16, 20, 22, 157, 7, 21, 11

Shipment	ASN	Cubic Meter	Weight Kilogram	B/L - HAWB	Late No Reasone Code	Intransit Over SLA	Missing Region
16,271	6,378	286,058	2,178,244.54	7,049	2,939	5,255	1

Controls

- Last No Month: 3
- Report End Week Date: 2/21/2018
- Select Slicer: Origin Region
- (All)
- Mode: (All)
- Service Level: (All)
- Origin Country: (All)
- Dest Country: (All)
- Responsibility Type: (All)

Dashboard 2: CO2 Discovery Panel (Report Date: 4/26/2022)

Approved Preadvised Shipment - CO2 Consolidation Opportunities

Dest A...	Cus..	Optimize..
ORD	11	May 01
		May 08
		May 15
LAX	10	May 01
		May 08
		May 15
BRU	1	May 08
		May 15
YYZ	8	May 01
		May 08
JFK	5	May 08
		May 15
		Jul 31
PVG	1	May 01
		May 08
MAN	1	May 08
ATL	9	May 01
		May 08

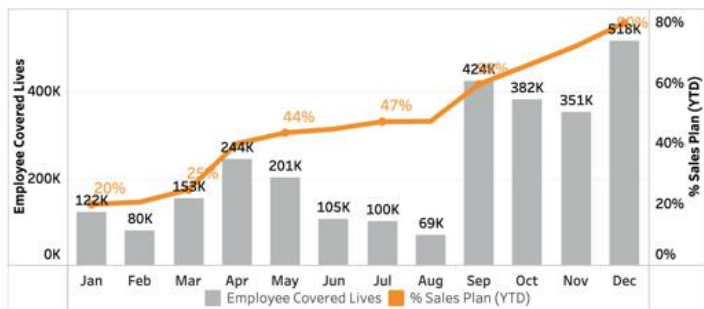## Green Airline Advisor by Route (Same Color means Cosolidation Opportunities)

Optimized Advisor Delivery Date

	Route N...	May 01	May 08	May 15	Jul 31
ORD	XMN-ORD		1		
	TAO-ORD		1		
	SGN-ORD		5 1 1 3 4	1 1 5	
	PVG-ORD	1	27 12 2 5	1 2	
	NRT-ORD		4		
	MEX-ORD			4	
	MAA-ORD		1		
	LHE-ORD			1 1	
	KUL-ORD	125	1	4	
	HKG-ORD	1	3 5	4 1	
	HAN-ORD		2	1	
	CMB-ORD		2		
	CGK-ORD			1	
	BLR-ORD		6		
	BKK-ORD	45	14		
LAX	XMN-LAX			1	
	SGN-LAX	1	12 1 5	1	
	PVG-LAX	1	25 2	2 2 2	
	MEX-LAX			5 3 2	
	HKG-LAX	20	6	2	
	HAN-LAX	11 3	10 2		
	CGK-LAX			1	
	BKK-LAX		2	1	
BRU	SGN-BRU		28	4	
	PVG-BRU		4 17	2	
	HKG-BRU		1	2	
	BKK-BRU		42	1	
YYZ	SGN-YYZ		5		

Green Airline Index

	My Rank	Airline Name	Source Airpo..	Trans Airp..	Destin ation..	Equipment	Equipm..	Total Distance	Airline Green Score
KUL-ORD	1	Cathay Pacific	KUL	HKG	ORD	772 333 738 343 773	77W	6,236	62
	2	Etihad Airways	KUL	AUH	ORD	332 77W	77W	8,647	47
	3	Korean Air	KUL	ICN	ORD	772 77W	772 77W	8,767	56
	4	Qatar Airways	KUL	DOH	ORD	332 77W 333	77W	8,989	46
	5	American Airlines	KUL	NRT	ORD	763	773 777	9,538	59
BKK-ORD	1	Cathay Pacific	BKK	HKG	ORD	333 773 343 77W	77W	5,706	62
	2	Air India Limited	BKK	DEL	ORD	321	77W	6,800	
	3	Air China	BKK	PEK	ORD	738	777	7,935	63
	4	Hainan Airlines	BKK	PEK	ORD	738	787	7,935	66
	5	Asiana Airlines	BKK	ICN	ORD	333 772	772	8,180	56
	1	Aeroflot Russian Airlines	SGN	SVO	BRU	333	320 319	6,186	56

Optimized Shipment Date: Optimized Weekly Shipment Date

CO2e Consolidated vs Reduced
CO2 134K 47%
118K Kg / 134K Kg

CO2 consumption y Airport
CO2 Consumption 133.69K Kg
(JFK, DFW, BRU, ATL, LAX, ORD)

CO2 consumption in Kg (Air vs Motor)
CO2 Actual 133,695
29,865 Kg M / Kg A / 103,830 Kg A