

Salesforce Customer Growth Solutions: Executive Dashboard

Explore / Commercial Operations (Internal Only) / Employer Covered Live Dashboard (Previous Year) / Employee Covered Lives Performance

Undo Redo Revert Refresh Pause Data Details View: Original Alerts Metrics Edit Share Download Full Screen

		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%	-15%	-15%	-15%	-15%
	2019	443%	473%	345%	344%	671%	550%	418%	282%	180%	139%	116%	114%	114%
	2018	-13%	100%	120%	25%		83%	300%	483%	433%	454%	1083%	278%	351%
	2017													

Employee Covered Lives of employees that Omada c programs to.

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

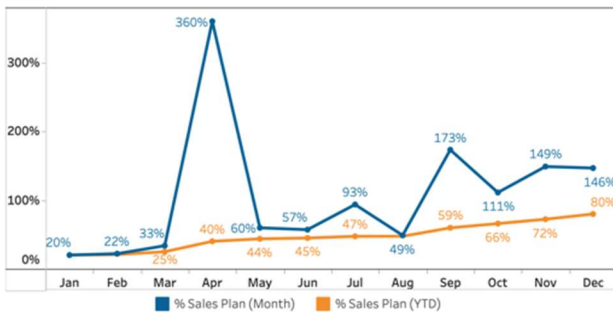
Additional notes:
 - 1H 2021 Sales Plan Goals a Covered Lives Miss. No adjust the financial plan.
 - # Deals indicates unique dei multiple products)

Deal exclusions:
 These deals were removed at 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

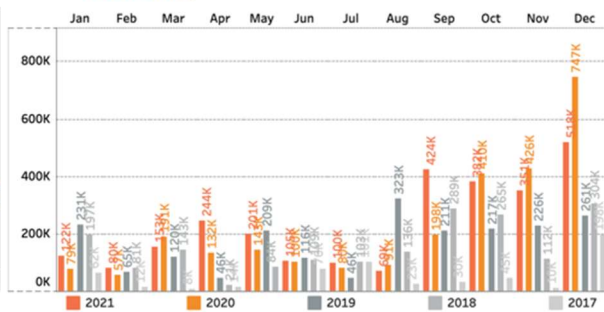
2021 % Month/YTD Sales Plan

		Q1			Q2			Q3			Q4			Grand Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2021	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%	66%	80%	80%
	% Sales Plan (YTD)	20%	21%	25%	40%	44%	45%	47%	47%	59%	66%	72%	80%	80%

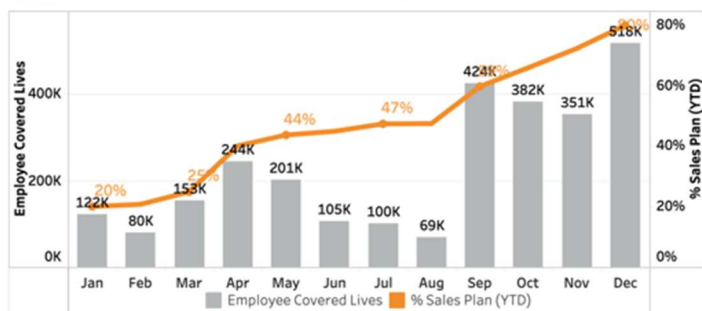
2021 % YOY YTD Sales Plan



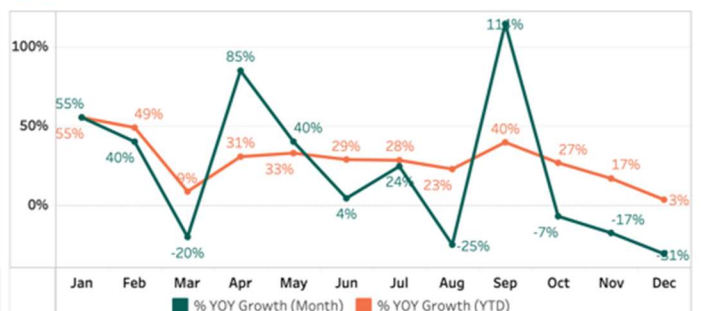
Number of Covered Lives per Month



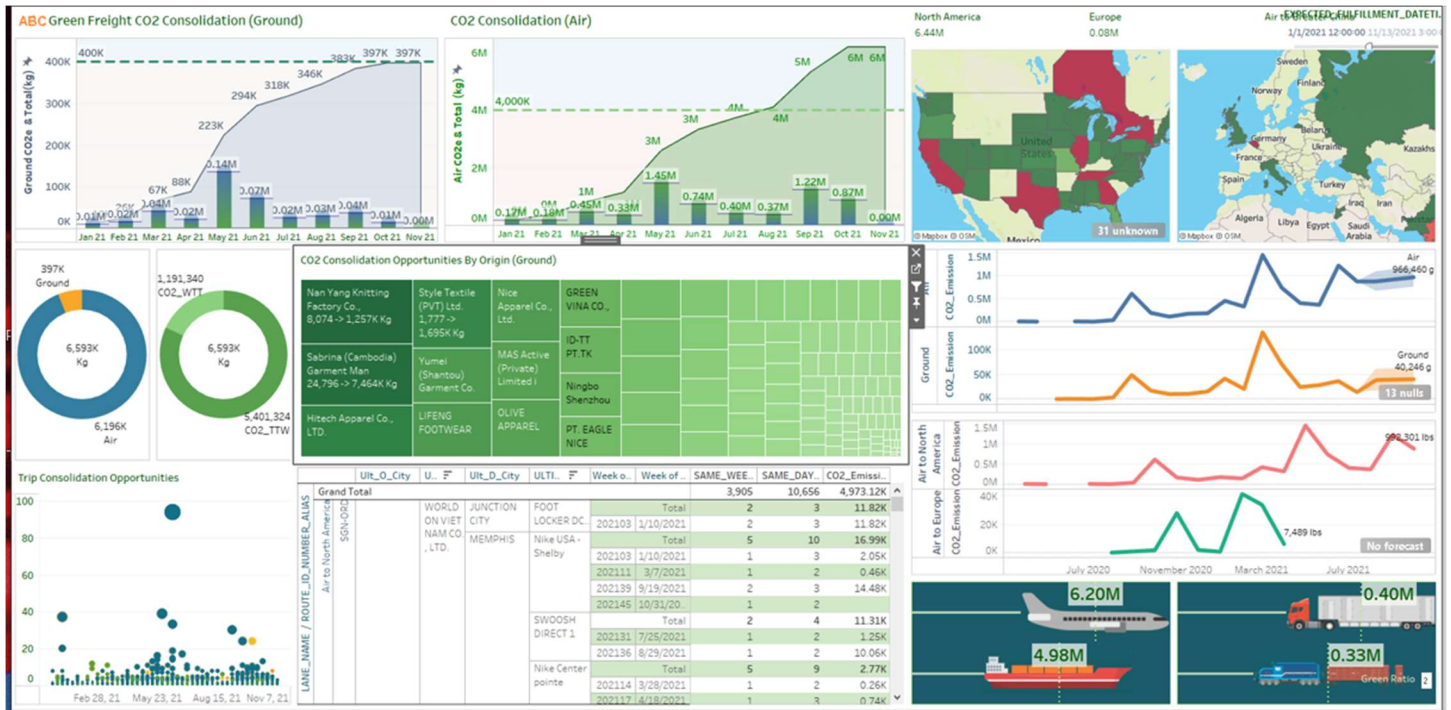
2021 Employee Covered Lives and % Sales Plan (YTD)



2021 % YOY YTD Growth



C02 Consumption Solution



Leads vs Hired



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

Week of BaseDate

Week of BaseDate	Onlines%
26 Nov	78.10%
03 Dec	72.04%
10 Dec	81.15%
17 Dec	78.35%
24 Dec	68.14%
31 Dec	67.29%
07 Jan	84.92%
14 Jan	82.78%
21 Jan	77.48%
28 Jan	83.88%
04 Feb	79.63%
11 Feb	87.50%

Reason Code

Reason Code	Count
Consignee Closed	1,625
Customs Protests	714
Others	675
Incorrect Shipper Info.	358
No documents	230
Airline cargo offload delayed	147
Ship's Work	122
Holiday	89
Overall Size of shipment	78
Cancelled Flights	43
Missing car...	23
Strike / Lock Out	8
Airline Con.	7
Mixed Car Off	5
Split shipments	4
Marshaling	2
Lost in Transit	1
Refused by Consignee	1
Service Changed	1

Transit Day Group

Transit Day Group	Ontime	3-7 Days	7+ Days
0-3	1,206	1,457	2,187

Late Total: 4,850

Region Summary

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

Filters:

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