

MPH
Company

\$24.48 mill.
Booking

60.9%
Std. Margin

59.69%
% Avance HPM real

Month
June

Year
Todas

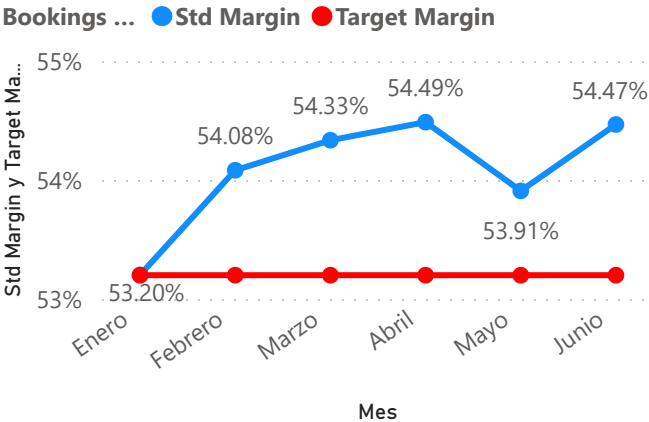
BOOKINGS MES DE JUNIO

Gerente	MTD Stretch	Booking	% Avance	Costo	Std. Margin	Target Margin
JUAN CARLOS PRIOR	\$21,604,296.40	\$12,412,951.01	57.46%	\$4,572,671	63.2%	53.2%
MONICA CUEVAS	\$19,409,361.40	\$12,067,359.66	62.17%	\$5,009,764	58.5%	53.2%
Total	\$41,013,657.80	\$24,480,310.67	59.69%	\$9,582,435	60.9%	53.2%

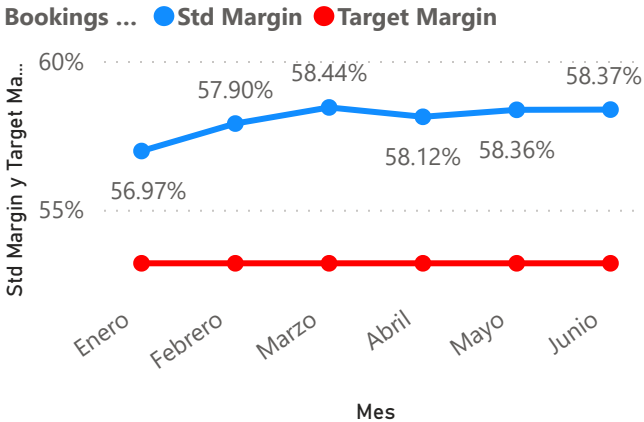
BOOKINGS YTD

Gerente	Target Strech YTD	Booking	% Avance	Costo	Std. Margin
JUAN CARLOS PRIOR	\$233,070,854	\$207,728,301.50	89.13%	\$95,005,075	54.3%
MONICA CUEVAS	\$209,391,519	\$203,021,868.24	96.96%	\$84,525,121	58.4%
Total	\$442,462,373	\$410,750,169.75	92.83%	\$179,530,196	56.3%

STD. MARGIN ACUMULADO JUAN CARLOS PRIOR



STD. MARGIN ACUMULADO MONICA CUEVAS



BOOKINGS POR MARCA

Gerente	Booking	Costo	Std. Margin	Brand Target Margin	% DIF
MONICA CUEVAS					
BURNDY	\$7,010,561.70	\$2,783,981	60.3%	57.5%	2.8%
WDK	\$1,875,963.84	\$719,038	61.7%	55.0%	6.7%
RACO	\$1,052,231.23	\$494,707	53.0%	46.0%	7.0%
Killark	\$814,941.96	\$357,817	56.1%	48.0%	8.1%
Chance	\$425,500.63	\$279,666	34.3%	42.0%	-7.7%
Connectors	\$272,825.25	\$145,865	46.5%	42.0%	4.5%
Bryant	\$325,900.09	\$115,229	64.6%	54.0%	10.6%
Ohio Brass	\$107,606.02	\$33,395	69.0%	42.0%	27.0%
LENOIR CITY					
ACME	\$59,322.02	\$25,631	56.8%	50.0%	6.8%
Premise	\$22,908.01	\$14,931	34.8%	43.9%	-9.1%
RigPower	\$21,160.54	\$9,888	53.3%		
Wiegmann	\$1,116.29	\$431	61.4%		
JUAN CARLOS PRIOR					
BURNDY	\$6,854,934.86	\$2,263,231	67.0%	57.5%	9.5%
RACO	\$1,684,024.23	\$794,563	52.8%	46.0%	6.8%
WDK	\$1,873,159.49	\$567,152	69.7%	55.0%	14.7%
Chance	\$370,976.28	\$208,465	43.8%	42.0%	1.8%
Trinetics	\$556,948.48	\$194,892	65.0%		
Ohio Brass	\$337,415.30	\$179,554	46.8%	42.0%	4.8%
Premise	\$266,058.90	\$140,857	47.1%	43.9%	3.2%
Killark	\$192,138.70	\$100,099	47.9%	48.0%	-0.1%
Bryant	\$216,890.14	\$96,841	55.4%	54.0%	1.4%
Wiegmann	\$39,198.39	\$17,564	55.2%		
Connectors	\$21,206.24	\$9,515	55.1%	42.0%	13.1%
ACME	\$0.00	(\$63)	Infinito	50.0%	Infinito

22
Días Hábiles

10
Días Corrientes

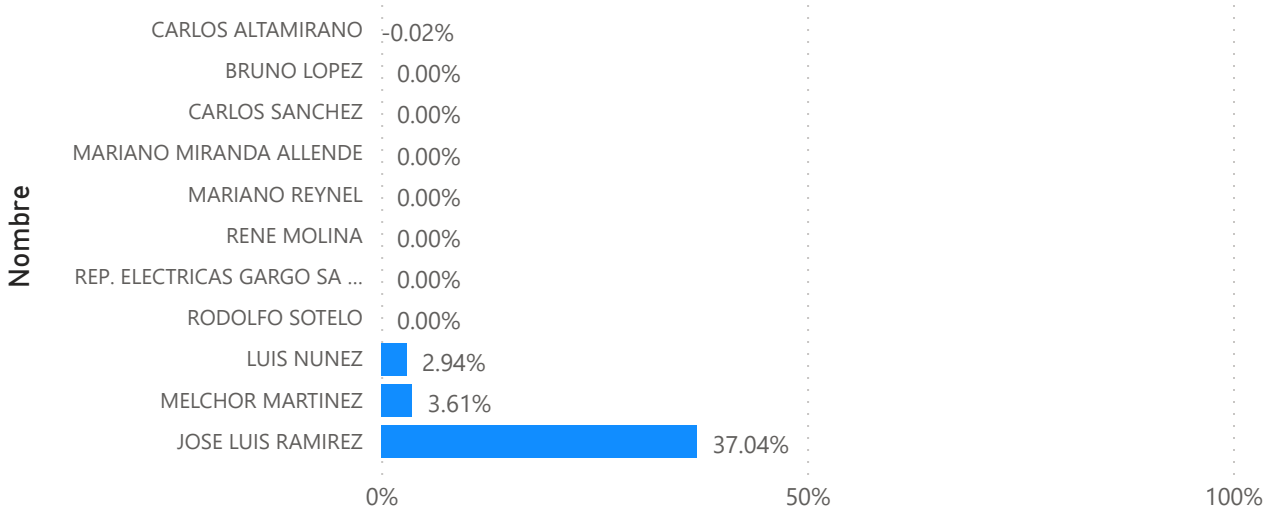
45.45%
Avance Mes

27.13%
Avance Target

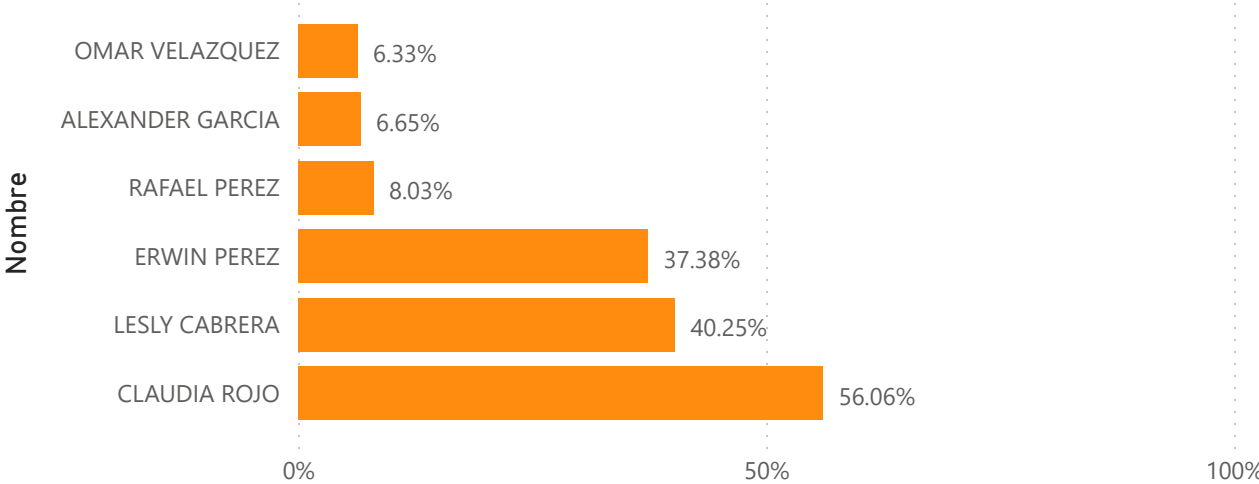
Categoría
BO-BNSE
Categoría
Canal-BNSE

Categoría
BO-CO
Categoría
Canal-CO

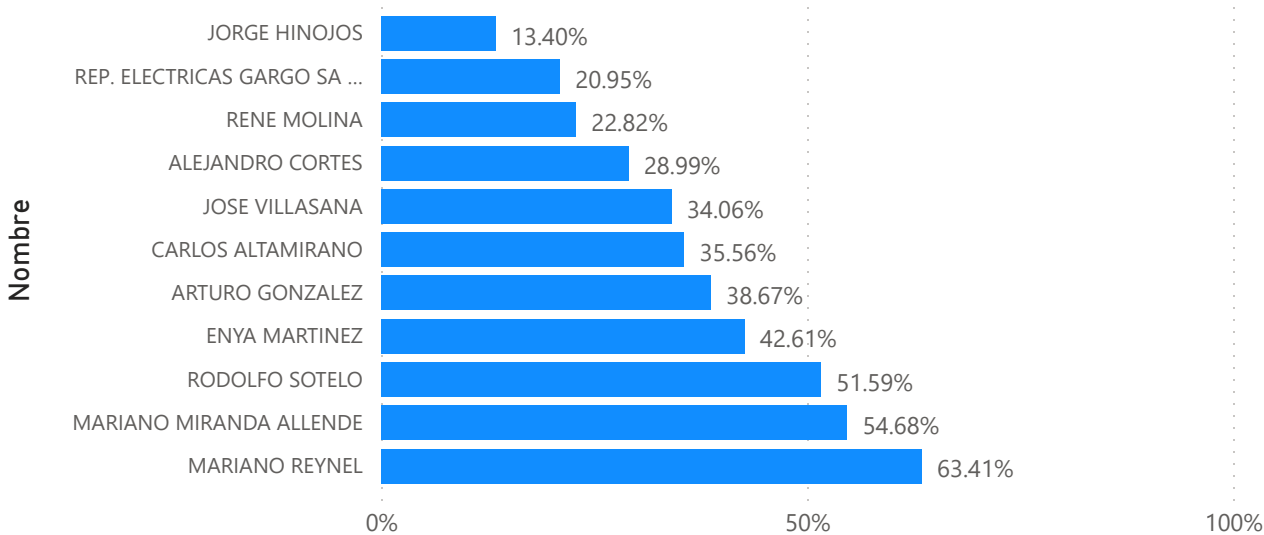
Venta Blue Ocean Zona BNSE



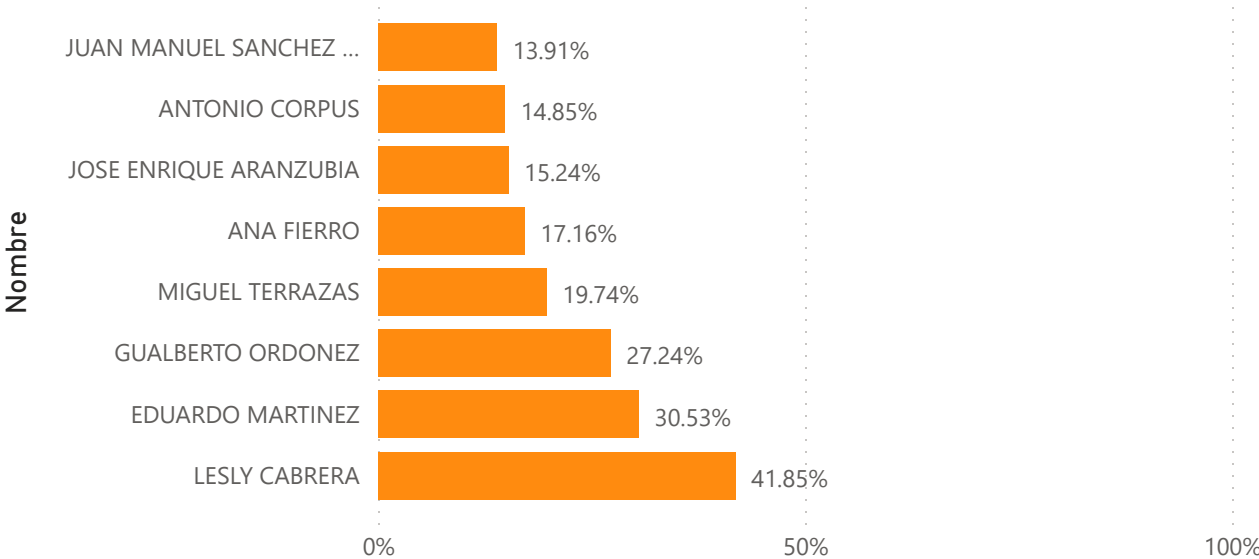
Venta Blue Ocean Zona CO



Venta Canal Zona BNSE



Venta Canal Zona CO



Nombre	Proportion
JORGE OLVERA (TELECOM)	0.00%
EDUARDO RAMIREZ (HCE)	0.93%
IVAN JIMENEZ (HCI)	4.36%
SEBASTIAN EYSSAUTIER (...)	24.37%

Candidate	Percentage
DAVID ALVARADO	-0.00%
RODRIGO SEGOVIA	0.00%
ERIK GALAN	18.55%
RAMON REYES	19.54%
OSCAR GUZMAN	23.37%
DANIEL FUENTES	41.22%

Candidate	Percentage
JORGE OLVERA (PREMISE)	5.45%
FERNANDO SANTANA (H...)	10.82%
LUIS ARCE (HPS)	21.58%
IVAN OLMOS (HCI)	23.71%

Nombre	Porcentaje
RICARDO DE LA CRUZ	5.92%
ENRIQUE ALVAREZ	7.41%
JESUS SAN NICOLAS	21.83%
CARLOS CONTRERAS	35.03%
EDUARDO PADRON	35.13%

Candidate	Percentage
MONICA CUEVAS	28.26%
JUAN CARLOS PRIOR	26.12%
G.Proyectos	19.16%
EDUARDO GUTIERREZ	11.90%

