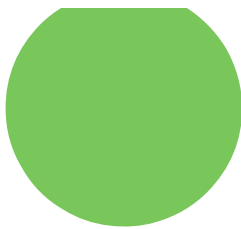


Team Scorecard



83

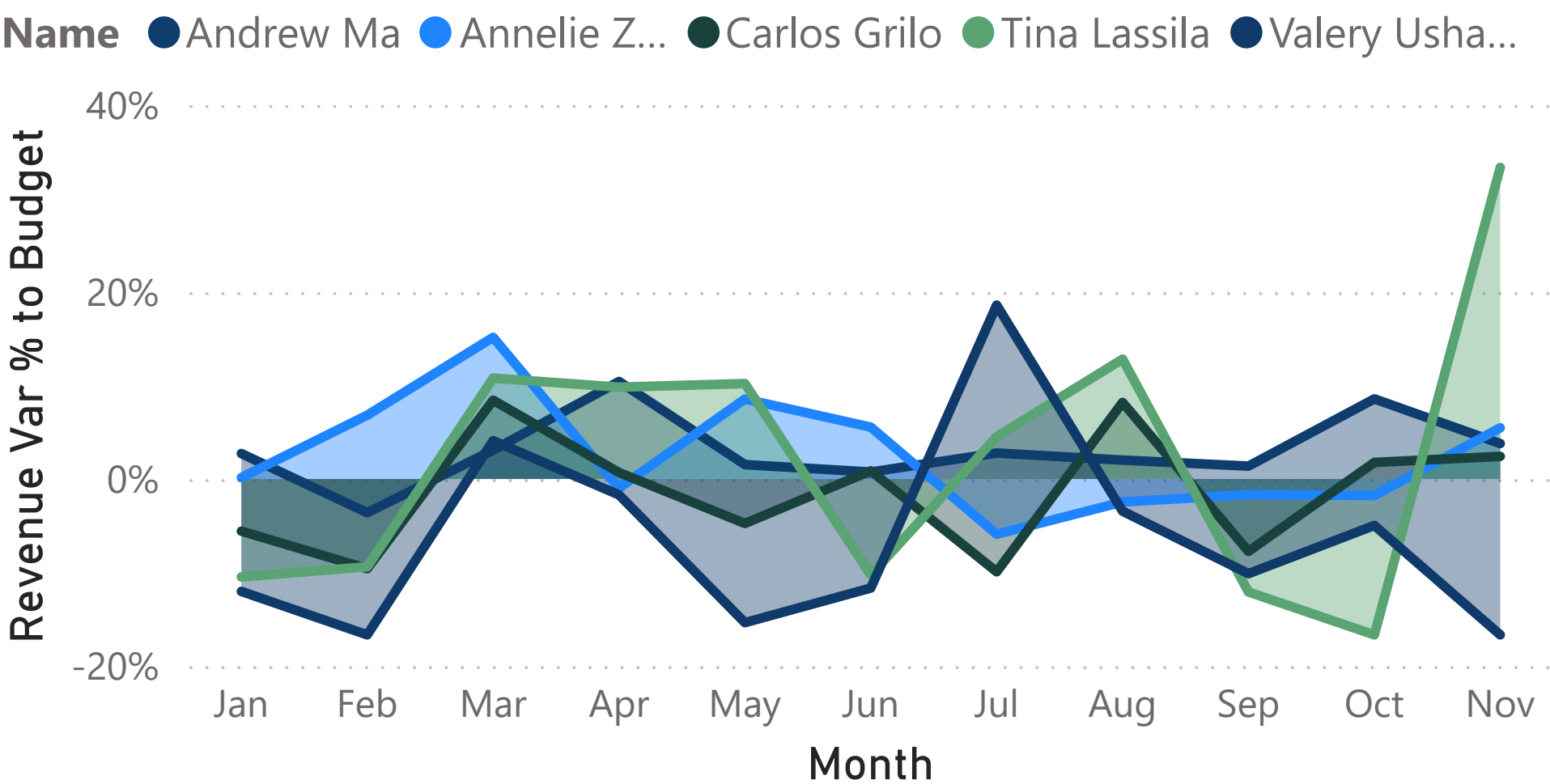
7

42.5%

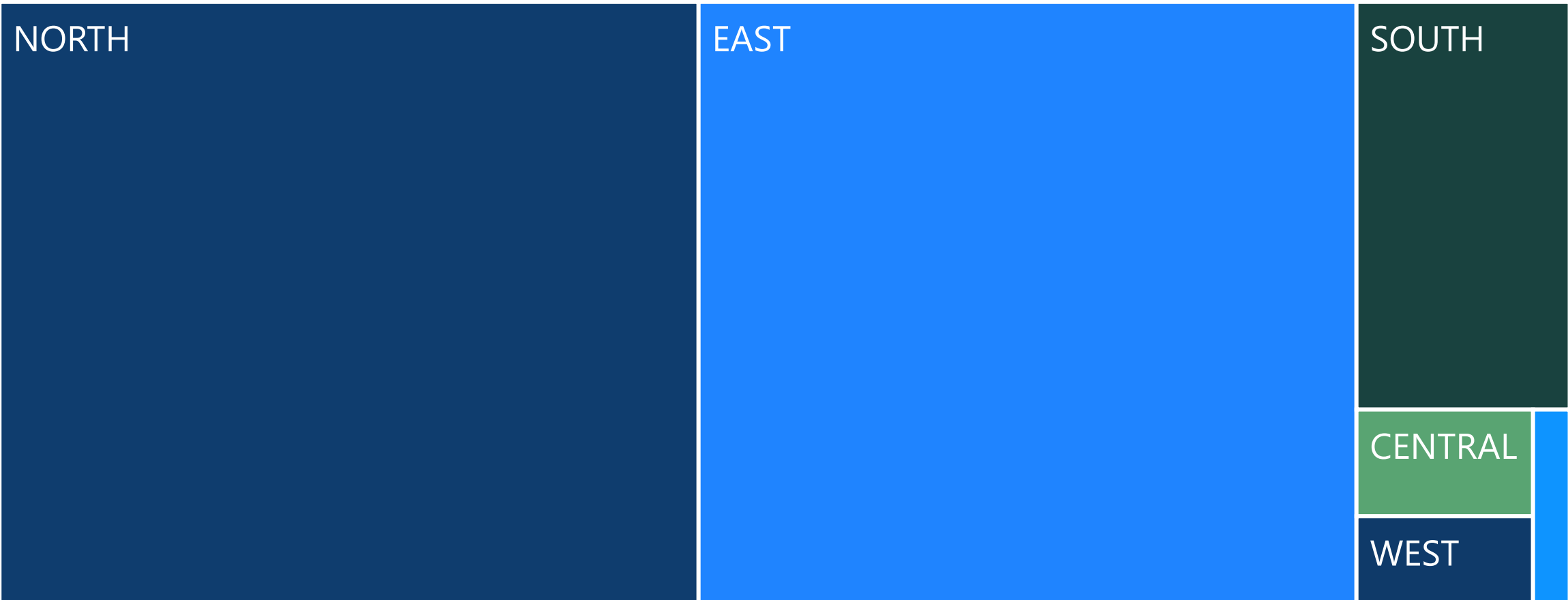
Name

- Andrew Ma
- Annelie Zu...
- Carlos Grilo
- Tina Lassila

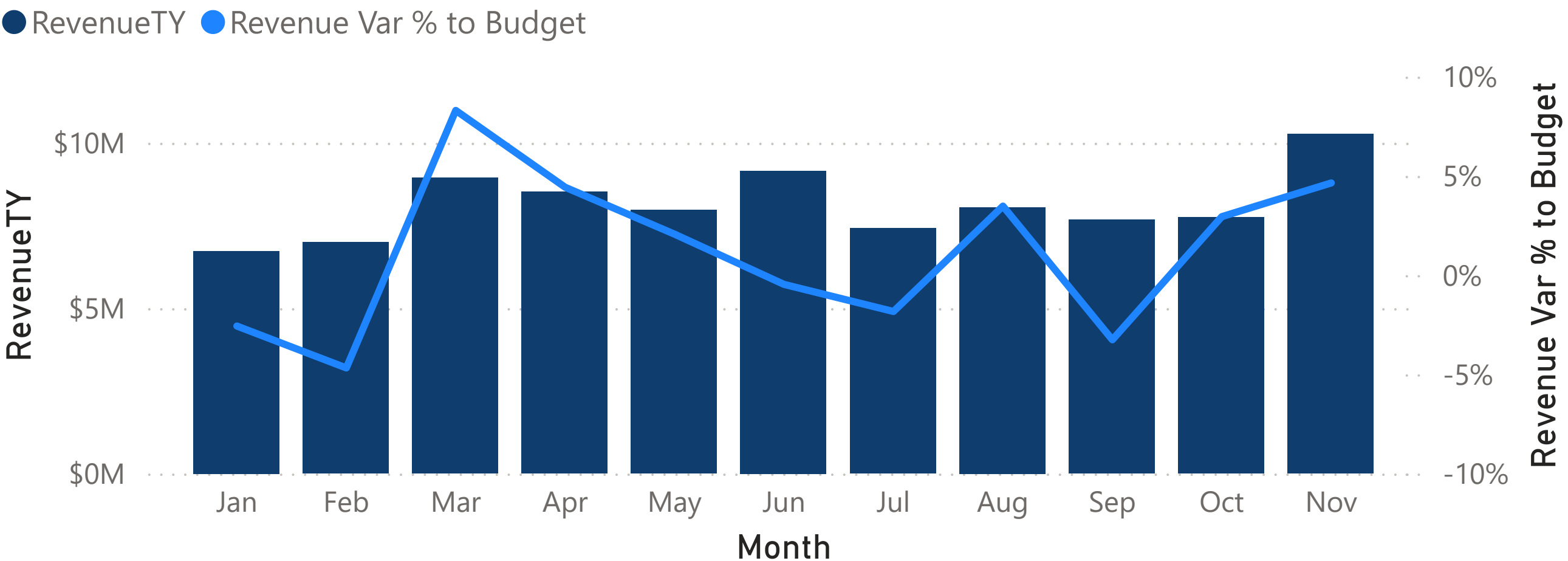
Revenue Var % to Budget by Month and Name



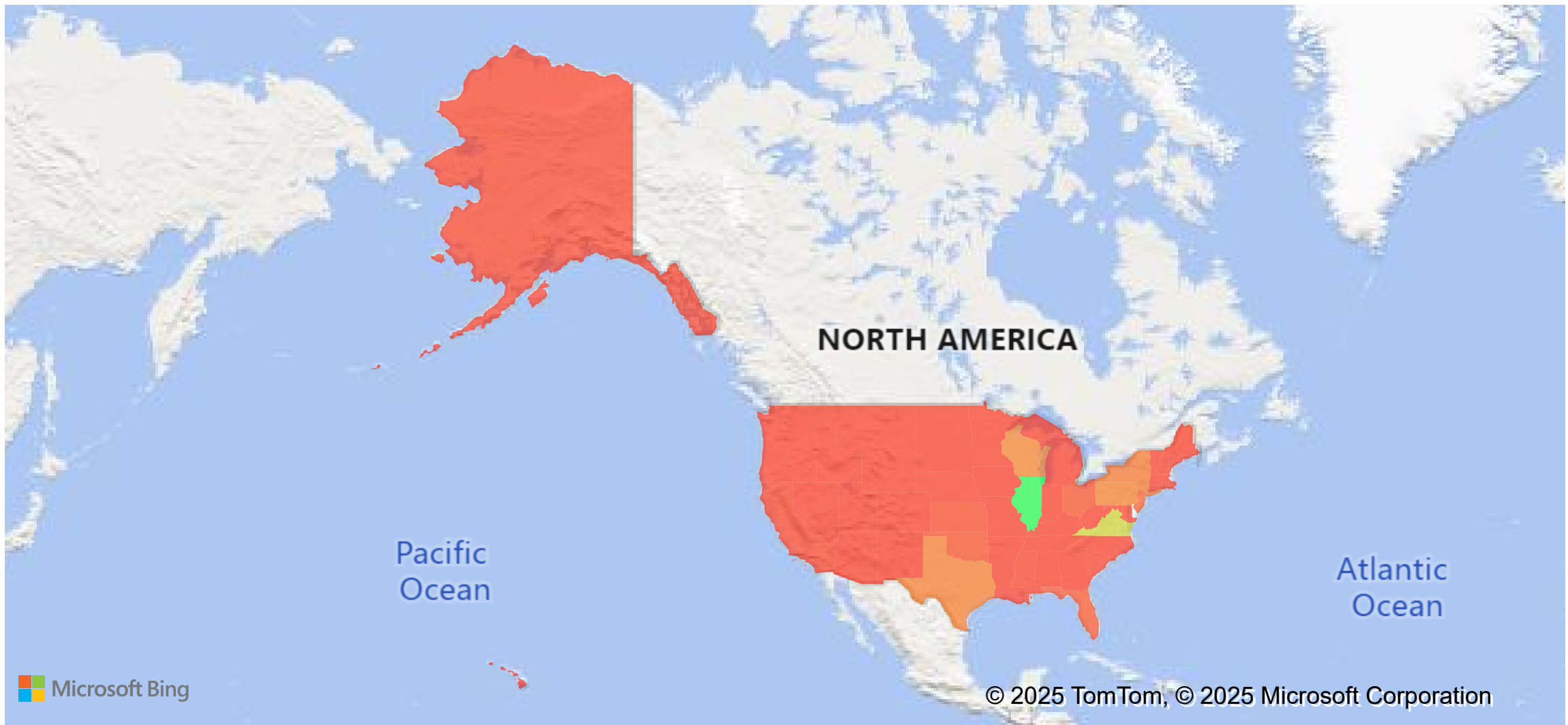
Total Revenue by Region



RevenueTY and Revenue Var % to Budget by Month



RevenueTY by State



Industry Margin Analysis



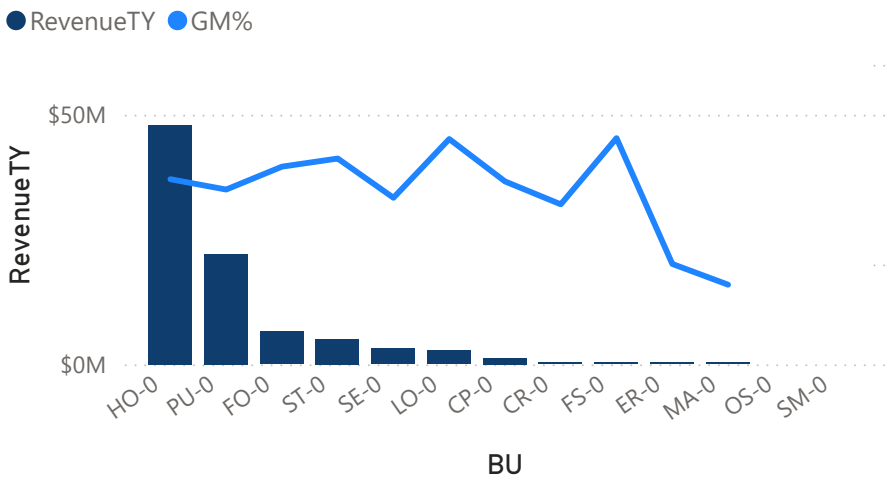
84

5

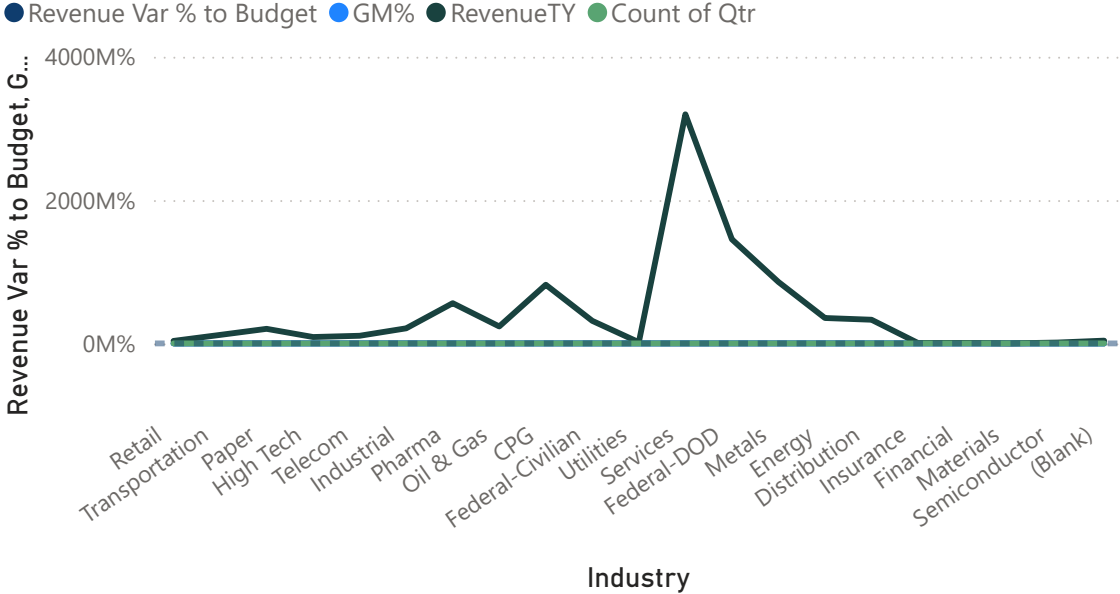
42.6%

- Industry
- ☐ (Blank)
 - ☐ A&D
 - ☐ Agriculture
 - ☐ Automotive
 - ☐ Beverage
 - ☐ Bio Tech
 - ☐ Chemical
 - ☐ CPG
 - ☐ Distribution
 - ☐ Energy
 - ☐ Federal-Civilian
 - ☐ Federal-DOD

RevenueTY and GM% by BU

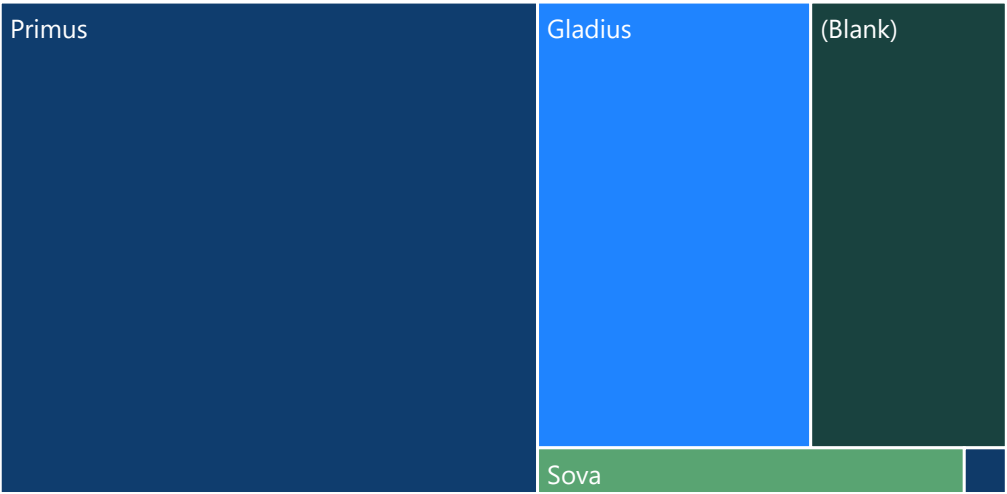


Revenue Var % to Budget, GM%, RevenueTY and Count of Qtr by Industry

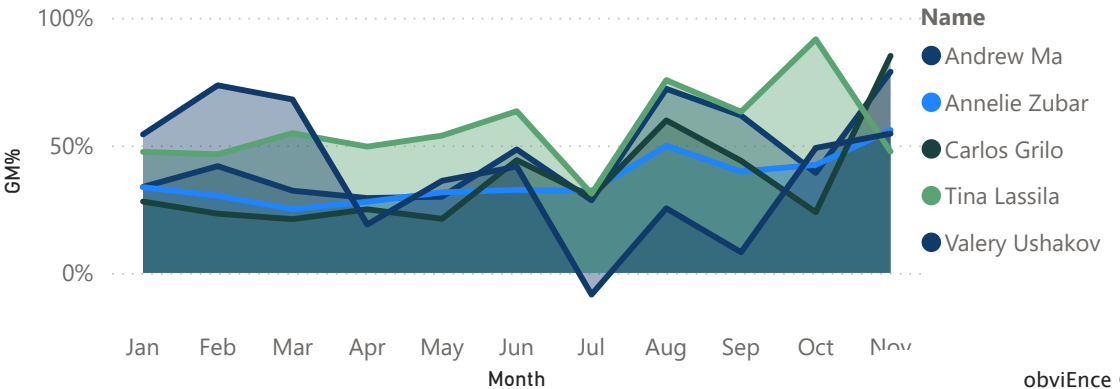


- Product
- ☐ (Blank)
 - ☐ Gladius
 - ☐ MI-72
 - ☐ Primus

Total Revenue by Product



GM% by Month and Name



Scorecard

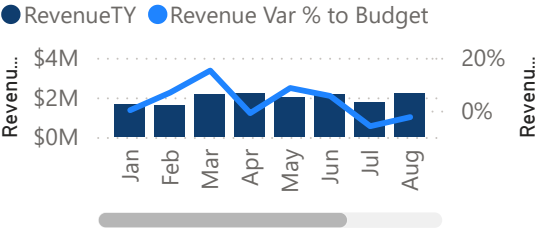
for

Annelie Zubar



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RevenueTY and Revenue Var % to Budget by Month



Total Revenue by Region

