***Executive Summary***

October 27, 2021

# ***Introduction:***

LPR International (<https://lprinternational.com/company/>) is a workforce management solutions company that offers services to federal, state, and local government agencies, military bases, educational institutions, and also commercial entities. Workforce management solutions include Talent Acquisition, Program Management, Acquisition Support Services, Human Resource Consulting, Administrative Support, Training, and Development. The company representatives, who are skilled in managing people and processes, are willing to assist customers.

# ***US January:***

According to the total billed amount and balance of January, the regions in the North part of the United States reached the highest amount of the total billed amount and balance, as they are $53,879 and $26,686, respectively. East regions hold second place with $48,275 of the total billed amount and $25,071of the total balance whereas regions in the South hold third place with $40,730 of the total billed amount and $14,514 of the total balance. The lowest amount goes to the regions of the West, as its total billed amount equals $32,816 while the total of the balance equals $13,081.

# ***US February:***

The total billed amount and balance of February illustrate that the regions in the North part of the United States still hold the highest amount among other regions with $44,813 of the billed amount and $12,494 of the balance. However, the West regions gain second place from the last place in January, as its total billed and the balance amount are $42,719 and 11,746, respectively. The East regions move one place down second place with $39,177 of the total billed amount and $8,589 of the total balance whereas regions in the South gets the lowest amount of the total billed amount and balance in February among other regions as they are equal to $29,269 and $7,299, respectively.

# ***Conclusion:***

The total billed amount and balance of the regions of North, East, South significantly decreased from January to February while the West part of the country’s total billed amount and balance dramatically increases from January to February. As the three main regions’ total billed amount and balance are decreased, the grand totals of billed amount and balance also will be decreased from January to February. Specifically, the grand total of the billed amount falls from $175,700 in January to $155,978 in February while the grand total of the balance drops from $79,352 in January to $40,128 in February. Hence, I recommend to the Financial Department of the South, East, North regions to identify the problem such as external or internal factors that have main impacts in the reduction of the billed amount and balance, then start and analyze several alternatives regarding the solutions.