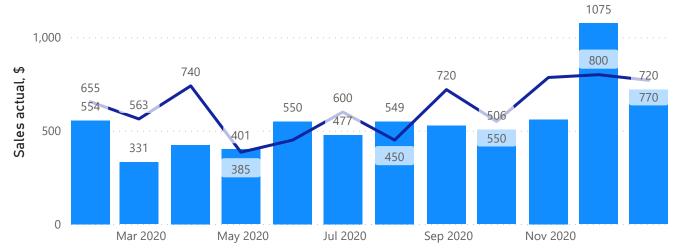
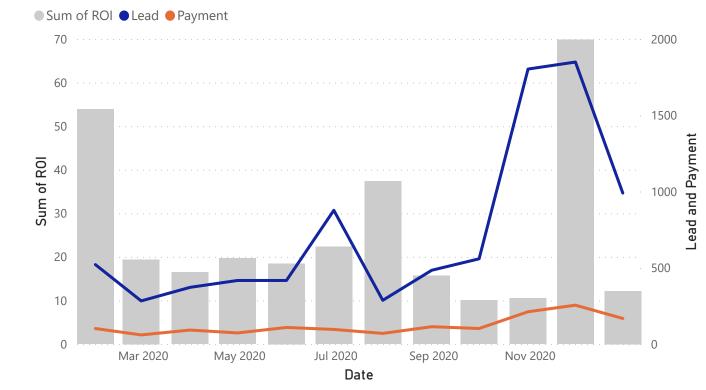


### Sales and Sales target by Date

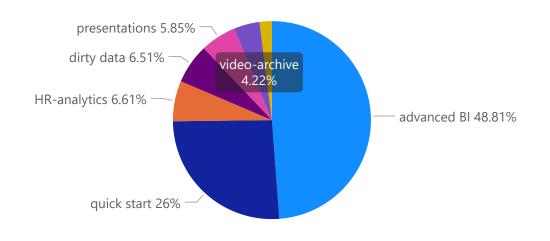
Sales actual, \$ ■ Sales target, \$



## Sum of ROI, Lead and Payment by Date



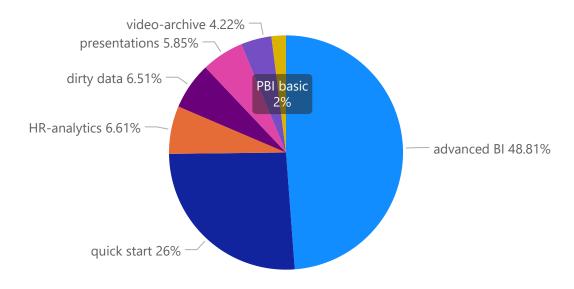
# Sales actual by Product



### Sales and expaanses of courses

Product	Sales actual, \$ ▼	T/A	Expences actual, \$	T/A	ROI
advanced BI	3,257	98%	442	90%	9.28
quick start	1,735	95%	609	144%	4.13
HR-analytics	441	103%	112	100%	1.46
dirty data	434	78%	147		2.35
presentations	390	122%	137	94%	5.52
video-archive	282	102%	45	131%	12.38
PBI basic	133	10%	160	88%	2.80
Total	6,673	90%	1,653	108%	4.78

#### Sales structure



# Sales and expaanses of courses

Product	Sales actual, \$ ▼	T/A	Expences actual, \$ T/A	ROI
advanced BI	3,257	98%	442 90	% 9.28
quick start	1,735	95%	609 144	% 4.13
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video-archive	282	102%	45 131	<b>%</b> 12.38
PBI basic	133	10%	160 88	% 2.80
Total	6,673	90%	1,653 108	% 4.78

# Sales dynamics

Sales actual, \$ • Sales target, \$



### Leads and Payments dynamics

■ Sum of ROI ■ Lead ■ Payment

