Hi Tom!

We have completed our analysis into the performance of different sales reps, managers, and teams. Based on our analysis we have arrived at the following conclusions.

1. There are **19** reps who have failed to achieve their quotas in 3 or more quarters of the year and whose average bookings do not exceed more than 70% of their targets given in any quarter. 8 out of the said 19 reps have never achieved more than 70% of their quota in any quarter.

2. There are 4 managers who have failed to achieve their quotas in more than 3 quarters and **Manager 7** has failed to achieve it in all the quarters. Moreover, more than 50% of the reps assigned to him have failed to achieve their targets in 3 or more quarters.

3. **AU** Team needs the most attention as it has failed to achieve its targets in any of the four quarters. 60% Managers and 31% reps assigned to the team have failed to achieve their targets in 3 or more quarters.

Please find attached the excel file containing the detailed analysis. The highest priority data points have been highlighted in red and yellow color is used for points with decreasing priority.

Kindly let me know in case of any further questions or requirements.

Regards