		Region												
		All Regions Measures		Central Measures		Eastern Measures		Southern		Western		Minimum		
								Measures		Measures		Measures		
Departmo	Positions	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	
All Departme	All enResitions		8 1 24 3 01 99,3	8 397.08 93,16	23 8 0397,60	03 6 0248,94	03 5 0487,86	13 6 0248,94	0340803,86	13 6 0248,94	03/40/510,06	736 0248,94	03/9/05/10,06	
	Average	143,639,9	143,199,3	37,893,16	38,397,60	35,248,94	35,487,86	35,248,94	34,803,86	35,248,94	34,510,06	35,248,94	34,510,06	
Executive Managem	e All ePusitions	6,299,022	. 6 0494,166	.00,776,282	. 2 ,0043,642	. 0 ,0507,580	. 0 0483,508	. 0 0507,580	.00523,508	.00507,580	.00443,508	.00507,580	.00443,508	
	Average	6,299,022	6,494,166	1,776,282	2,043,642	1,507,580	1,483,508	1,507,580	1,523,508	1,507,580	1,443,508	1,507,580	1,443,508	
Finance	All Positions		01 2 0087,40	630 006,680	. 3 0067,361	. 3 ,0039,180	. 3 0010,015	. 3 ,039,180	. 3 0010,015	. 3 ,039,180	. 3 0000,015	. 3 ,039,180	. G 000,015	
	Average	12,224,22	12,087,40	3,106,680	3,067,361	3,039,180	3,010,015	3,039,180	3,010,015	3,039,180	3,000,015	3,039,180	3,000,015	
Human Resource	AII Positions		31 0 0989,34	1304038,863	. 3 0414,295	. 3 0212,200	. 3 0195,682	. 3 0212,200	. g ç195,682	. 3 0212,200	. 3 0183,682	. 3 0212,200	. G 0183,682	
	Average	13,075,46	12,989,34	3,438,863	3,414,295	3,212,200	3,195,682	3,212,200	3,195,682	3,212,200	3,183,682	3,212,200	3,183,682	
Marketing & Commun	Positions		31 3 0770,26	73060 90,423	. 3 0582,552	. 3 0440,110	. 3 0383,905	. 3 0440,110	. 3 0401,905	. G 0440,110	. 3 0401,905	. 3 0440,110	. G Ø383,905	
	Executive													
	Administ													
	Assistant		AM12 625	002 275 0	0442 500 0	MEO 000 0	ME4 275 (m50 000 0	MEZ 275 0	MEO 000 0	MEZ 275 (OS 000 0	2 54,375.0	
	Analyst Relations		1.000	1. 96 3,375.0	0443,500.0	LE50,000.0	L254,375.C	£50,000.0	W57,375.0	Œ50,000.C	LE57,375.C	LE50,000.0	Œ54,375.U	
	CFO													
	СМО	2 502 061	2 450 004	927 961 0	760,000,0	019 400 0	904 369 0	019 400 0	907 269 0	019 400 0	907 269 0	927 961 0	760,990.0	
	СТО	3,363,061	3,450,094	027,001.0	760,990.0	910,400.0	094,300.0	910,400.0	097,300.0	916,400.0	097,300.0	027,001.0	760,990.0	
	Controlle													
	Corporate	•												
	District Manager													
	EOE													
	Engineer													
	Graphics	3,332,375	. 3 0221,125	. 08 2,375.0	0728,500.0	0850,000.0	0828,875.0	0850,000.0	0831,875.0	0850,000.0	0831,875.0	0782,375.0	0728,500.0	
	HR Generalis													
	HR Training													
	IS													
	Payroll													
	Pre- Sales													
	Press Relations												0418,404.0	
	Product Marketing Mgr		2,773,899	693,531.0	665,040.0	716,400.0	700,953.0	716,400.0	703,953.0	716,400.0	703,953.0	693,531.0	665,040.0	
	QA Engineer													
	QA Manager													
	SVP HR													

		Region												
		All Regions Measures		Central Measures		Eastern Measures		Southern Measures		Western Measures		Minimum		
												Measures		١
Departme	Positions	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	İ
	SVP Partnersh													
	SVP Services													
	SVP Strategic Developn													
	SVP WW Operation	ıs												
	Sales Rep													
	Senior Consulta	nt												
	Senior Engineer													
,	Senior Sales Rep													ł
	Services Mgr													
	Staff Consulta	nt												
-	Trainer													İ
	VP Engineer	ng												
	Writer	1,257,985	1,326,440	405,985.0	459,650.0	284,000.0	286,930.0	284,000.0	289,930.0	284,000.0	289,930.0	284,000.0	286,930.0	ю
	Average	2,318,458	. 2 3295,044	. 59 8,403.8	3597,092.0	0573,351.6	7563,984.1	7573,351.6	7566,984.1	7573,351.6	7566,984.1	7573,351.6	7563,984.1	7
	All n @oo tsitions		10,786,61	2,997,702	3,159,180	2,548,800	2,530,477	2,548,800	2,548,477	2,548,800	2,548,477	2,548,800	2,530,477	.0
	Average	10,644,10	21 0 0786,61	120,9097,702	. 3 0159,180	. 2 0548,800	. 2 0530,477	. 2 0548,800	. 2 0548,477	. 2 0548,800	. 0 0548,477	. 2 0548,800	. 2 0530,477	0.
Professio Services	n Adi Positions	76,317,64	76,098,20	20,068,03	20,400,00	18,749,87	19,100,00	18,749,87	18,390,00	18,749,87	18,208,20	18,749,87	18,208,20	6.
	Average	76,317,64	97 6 ,0098,20	€ 20 0068,03	92 0 0,400,00	01 8 0749,87	01 .9 01.00,00	01 8 0749,87	01 8 0390,00	01 8 0749,87	01 8 0208,20	61 8 0749,87	01 8 0208,20	6.
Sales	All Positions		10,973,39	2,915,173	2,730,570	2,751,200	2,784,274	2,751,200	2,734,274	2,751,200	2,724,274	2,751,200	2,724,274	.0
	Average	11,168,77	31 0 0973,39	22,09015,173	. 2 0730,570	. 2 0751,200	. 2 0784,274	. 2 0751,200	. 2 0734,274	. 2 0751,200	. 2 0724,274	. 2 0751,200	. 0 0724,274	.0
Average		11,969,99	11,933,28	3,157,763	3,199.800	2,937,411	2,957.321	2,937,411	2,900.321	2,937,411	2,875.838	2,937,411	2,875.838	9.9