

Sheet1

Page 1

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Canada	Carretera	None	1618.5	3	20	32370	32370	16185	16185	Wed Jan 01 2014 05:30:00...	1	January	2014	
Government	Germany	Carretera	None	1321	3	20	26420	26420	13210	13210	Wed Jan 01 2014 05:30:00...	1	January	2014	
Midmarket	France	Carretera	None	2178	3	15	32670	32670	21780	21780	Sun Jun 01 2014 05:30:00...	6	June	2014	
Midmarket	Germany	Carretera	None	888	3	15	13320	13320	8880	8880	Sun Jun 01 2014 05:30:00...	6	June	2014	
Midmarket	Mexico	Carretera	None	2470	3	15	37050	37050	24700	24700	Sun Jun 01 2014 05:30:00...	6	June	2014	
Government	Germany	Carretera	None	1513	3	350	529550	529550	393380	393380	Mon Dec 01 2014 05:30:00...	12	December	2014	
Midmarket	Germany	Montana	None	921	5	15	13815	13815	9210	9210	Sat Mar 01 2014 05:30:00...	3	March	2014	
Channel Partners	Canada	Montana	None	2518	5	12	30216	30216	7554	7554	Sun Jun 01 2014 05:30:00...	6	June	2014	
Government	France	Montana	None	1899	5	20	37980	37980	18990	18990	Sun Jun 01 2014 05:30:00...	6	June	2014	
Channel Partners	Germany	Montana	None	1545	5	12	18540	18540	4635	4635	Sun Jun 01 2014 05:30:00...	6	June	2014	
Midmarket	Mexico	Montana	None	2470	5	15	37050	37050	24700	24700	Sun Jun 01 2014 05:30:00...	6	June	2014	
Enterprise	Canada	Montana	None	2665.5	5	125	333187.5	333187.5	3198860	3198860	Tue Jul 01 2014 05:30:00...	7	July	2014	
Small Business	Mexico	Montana	None	958	5	300	287400	287400	239500	239500	Fri Aug 01 2014 05:30:00...	8	August	2014	
Government	Germany	Montana	None	2146	5	7	15022	15022	10730	10730	Mon Sep 01 2014 05:30:00...	9	September	2014	
Enterprise	Canada	Montana	None	345	5	125	43125	43125	41400	41400	Tue Oct 01 2013 05:30:00...	10	October	2013	
Midmarket	United States of America	Montana	None	615	5	15	9225	9225	6150	6150	Mon Dec 01 2014 05:30:00...	12	December	2014	
Government	Canada	Paseo	None	292	10	20	5840	5840	2920	2920	Sat Feb 01 2014 05:30:00...	2	February	2014	
Midmarket	Mexico	Paseo	None	974	10	15	14610	14610	9740	9740	Sat Feb 01 2014 05:30:00...	2	February	2014	
Channel Partners	Canada	Paseo	None	2518	10	12	30216	30216	7554	7554	Sun Jun 01 2014 05:30:00...	6	June	2014	
Government	Germany	Paseo	None	1006	10	350	352100	352100	261560	261560	Sun Jun 01 2014 05:30:00...	6	June	2014	
Channel Partners	Germany	Paseo	None	367	10	12	4404	4404	1101	1101	Tue Jul 01 2014 05:30:00...	7	July	2014	
Government	Mexico	Paseo	None	883	10	7	6181	6181	4415	4415	Fri Aug 01 2014 05:30:00...	8	August	2014	
Midmarket	France	Paseo	None	549	10	15	8235	8235	5490	5490	Sun Sep 01 2013 05:30:00...	9	September	2013	
Small Business	Mexico	Paseo	None	788	10	300	236400	236400	197000	197000	Sun Sep 01 2013 05:30:00...	9	September	2013	
Midmarket	Mexico	Paseo	None	2472	10	15	37080	37080	24720	24720	Mon Sep 01 2013 05:30:00...	9	September	2014	
Government	United States of America	Paseo	None	1143	10	7	8001	8001	5715	5715	Wed Oct 01 2014 05:30:00...	10	October	2014	
Government	Canada	Paseo	None	1725	10	350	603750	603750	448500	448500	Fri Nov 01 2013 05:30:00...	11	November	2013	
Channel Partners	United States of America	Paseo	None	912	10	12	10944	10944	2736	2736	Fri Nov 01 2013 05:30:00...	11	November	2013	
Midmarket	Canada	Paseo	None	2152	10	15	32280	32280	21520	21520	Sun Dec 01 2013 05:30:00...	12	December	2013	
Government	Canada	Paseo	None	1817	10	20	36340	36340	18170	18170	Mon Dec 01 2014 05:30:00...	12	December	2014	
Government	Germany	Paseo	None	1513	10	350	529550	529550	393380	393380	Mon Dec 01 2014 05:30:00...	12	December	2014	

Sheet1

Page 2

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Mexico	Velo	None	1493	120	7	10451	7465	2986	Wed Jan 01 2014 05:30:00...	1	January	2014		
Enterprise	France	Velo	None	1804	120	125	225500	216480	9020	Sat Feb 01 2014 05:30:00...	2	February	2014		
Channel Partners	Germany	Velo	None	2161	120	12	25932	25932	6483	19449	Sat Mar 01 2014 05:30:00...	3	March	2014	
Government	Germany	Velo	None	1006	120	350	352100	261560	90540	Sun Jun 01 2014 05:30:00...	6	June	2014		
Channel Partners	Germany	Velo	None	1545	120	12	18540	18540	4635	13905	Sun Jun 01 2014 05:30:00...	6	June	2014	
Enterprise	United States of America	Velo	None	2821	120	125	352625	338520	14105	Fri Aug 01 2014 05:30:00...	8	August	2014		
Enterprise	Canada	Velo	None	345	120	125	43125	41400	1725	Tue Oct 01 2013 05:30:00...	10	October	2013		
Small Business	Canada	VTT	None	2001	250	300	600300	500250	100050	Sat Feb 01 2014 05:30:00...	2	February	2014		
Channel Partners	Germany	VTT	None	2838	250	12	34056	8514	25542	Tue Apr 01 2014 05:30:00...	4	April	2014		
Midmarket	France	VTT	None	2178	250	15	32670	21780	10890	Sun Jun 01 2014 05:30:00...	6	June	2014		
Midmarket	Germany	VTT	None	888	250	15	13320	8880	4440	Sun Jun 01 2014 05:30:00...	6	June	2014		
Government	France	VTT	None	1527	250	350	534450	397020	137430	Sun Sep 01 2013 05:30:00...	9	September	2013		
Small Business	France	VTT	None	2151	250	300	645300	537750	107550	Mon Sep 01 2014 05:30:00...	9	September	2014		
Government	Canada	VTT	None	1817	250	20	36340	36340	18170	Mon Dec 01 2014 05:30:00...	12	December	2014		
Government	France	Amarilla	None	2750	260	350	962500	715000	247500	Sat Feb 01 2014 05:30:00...	2	February	2014		
Channel Partners	United States of America	Amarilla	None	1953	260	12	23436	5859	17577	Tue Apr 01 2014 05:30:00...	4	April	2014		
Enterprise	Germany	Amarilla	None	4219.5	260	125	527437.5	527437.5	21097.5	Tue Apr 01 2014 05:30:00...	4	April	2014		
Government	France	Amarilla	None	1899	260	20	37980	37980	18990	Sun Jun 01 2014 05:30:00...	6	June	2014		
Government	Germany	Amarilla	None	1686	260	7	11802	11802	8430	3372	Tue Jul 01 2014 05:30:00...	7	July	2014	
Channel Partners	United States of America	Amarilla	None	2141	260	12	25692	25692	6423	19269	Fri Aug 01 2014 05:30:00...	8	August	2014	
Government	United States of America	Amarilla	None	1143	260	7	8001	8001	5715	2286	Wed Oct 01 2014 05:30:00...	10	October	2014	
Midmarket	United States of America	Amarilla	None	615	260	15	9225	9225	6150	3075	Mon Dec 01 2014 05:30:00...	12	December	2014	
Government	France	Paseo	Low	3945	10	7	27615	27338.8...	19725	7613.8...	Wed Jan 01 2014 05:30:00...	1	January	2014	
Midmarket	France	Paseo	Low	2296	10	15	34440	344.4	34095.6	22960	11135....	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	France	Paseo	Low	1030	10	7	7210	7210	7137.9	5150	1987.8...	Thu May 01 2014 05:30:00...	5	May	2014
Government	France	Velo	Low	639	120	7	4473	44.73	4428.27	3195	1233.2...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Canada	VTT	Low	1326	250	7	9282	92.82	9189.18	6630	2559.1...	Sat Mar 01 2014 05:30:00...	3	March	2014
Channel Partners	United States of America	Carretera	Low	1858	3	12	22296	222.96	22073.04	5574	16499....	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Mexico	Carretera	Low	1210	3	350	42350	4235	419265	314600	104665	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	United States of America	Carretera	Low	2529	3	7	17703	177.03	17525.97	12645	4880.9...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	Canada	Carretera	Low	1445	3	12	17340	173.4	17166.6	4335	12831....	Mon Sep 01 2014 05:30:00...	9	September	2014

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Enterprise	United States of America	Carretera	Low	330	3	125	41250	412.5	40837.5	39600	1237.5	Sun Sep 01 2013 05:30:00...	9	September	2013
Channel Partners	France	Carretera	Low	2671	3	12	32052	320.52	31731.48	8013	23718...	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	Germany	Carretera	Low	766	3	12	9192	91.92	9100.08	2298	6802.08	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Mexico	Carretera	Low	494	3	300	148200	1482	146718	123500	23218	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Mexico	Carretera	Low	1397	3	350	488950	4889.5	484060.5	363220	120840...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	Carretera	Low	2155	3	350	754250	7542.5	746707.5	560300	186407...	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	Mexico	Montana	Low	2214	5	15	33210	332.1	32877.9	22140	10737...	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	United States of America	Montana	Low	2301	5	300	690300	6903	683397	575250	108147	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	France	Montana	Low	1375.5	5	20	27510	275.1	27234.8...	13755	13479...	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Canada	Montana	Low	1830	5	7	12810	128.1	12681.9	9150	3531.8...	Fri Aug 01 2014 05:30:00...	8	August	2014
Small Business	United States of America	Montana	Low	2498	5	300	749400	7494	741906	624500	117406	Sun Sep 01 2013 05:30:00...	9	September	2013
Enterprise	United States of America	Montana	Low	663	5	125	82875	828.75	82046.25	79560	2486.25	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	United States of America	Paseo	Low	1514	10	15	22710	227.1	22482.9	15140	7342.9...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	Paseo	Low	4492.5	10	7	31447.5	314.475	31133.0...	22462...	8670.5...	Tue Apr 01 2014 05:30:00...	4	April	2014
Enterprise	United States of America	Paseo	Low	727	10	125	90875	908.75	89966.25	87240	2726.25	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	France	Paseo	Low	787	10	125	98375	983.75	97391.25	94440	2951.25	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Mexico	Paseo	Low	1823	10	125	227875	2278.75	225596...	218760	6836.25	Tue Jul 01 2014 05:30:00...	7	July	2014
Midmarket	Germany	Paseo	Low	747	10	15	11205	112.05	11092.95	7470	3622.9...	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	Germany	Paseo	Low	766	10	12	9192	91.92	9100.08	2298	6802.08	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	United States of America	Paseo	Low	2905	10	300	871500	8715	862785	726250	136535	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	Paseo	Low	2155	10	350	754250	7542.5	746707.5	560300	186407...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Velo	Low	3864	120	20	77280	772.800...	76507.2...	38640	37867...	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Mexico	Velo	Low	362	120	7	2534	25.34	2508.66	1810	698.65...	Thu May 01 2014 05:30:00...	5	May	2014
Enterprise	Canada	Velo	Low	923	120	125	115375	1153.75	114221...	110760	3461.25	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	United States of America	Velo	Low	663	120	125	82875	828.75	82046.25	79560	2486.25	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Canada	Velo	Low	2092	120	7	14644	146.44	14497.56	10460	4037.5...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Germany	VTT	Low	263	250	7	1841	18.41	1822.59	1315	507.58...	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Canada	VTT	Low	943.5	250	350	330225	3302.25	326922...	245310	81612...	Tue Apr 01 2014 05:30:00...	4	April	2014
Enterprise	United States of America	VTT	Low	727	250	125	90875	908.75	89966.25	87240	2726.25	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	France	VTT	Low	787	250	125	98375	983.75	97391.25	94440	2951.25	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Germany	VTT	Low	986	250	300	295800	2958	292842	246500	46342	Mon Sep 01 2014 05:30:00...	9	September	2014

Sheet1

Page 4

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Small Business	Mexico	VTT	Low	494	250	300	148200	1482	146718	123500	23218	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Mexico	VTT	Low	1397	250	350	488950	48899.5	484060.5	363220	120840...	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	France	VTT	Low	1744	250	125	218000	2180	215820	209280	6540	Sat Nov 01 2014 05:30:00...	11	November	2014
Channel Partners	United States of America	Amarilla	Low	1989	260	12	23868	238.68	23629.32	5967	17662...	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	France	Amarilla	Low	321	260	15	4815	48.15	4766.85	3210	1556.8...	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	Canada	Carretera	Low	742.5	3	125	92812.5	1856.25	90956.25	89100	1856.25	Tue Apr 01 2014 05:30:00...	4	April	2014
Channel Partners	Canada	Carretera	Low	1295	3	12	15540	310.8	15229.2	3885	11344.2	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	Germany	Carretera	Low	214	3	300	64200	1284	62916	53500	9416	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	France	Carretera	Low	2145	3	7	15015	300.3	14714.7	10725	3989.7...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Canada	Carretera	Low	2852	3	350	998200	19964	978236	741520	236716	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	United States of America	Montana	Low	1142	5	12	13704	274.08	13429.92	3426	10003...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Montana	Low	1566	5	20	31320	626.4	30693.6	15660	15633...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Mexico	Montana	Low	690	5	12	8280	165.6	8114.4	2070	6044.4	Sat Nov 01 2014 05:30:00...	11	November	2014
Enterprise	Mexico	Montana	Low	1660	5	125	207500	4150	203350	199200	4150	Fri Nov 01 2013 05:30:00...	11	November	2013
Midmarket	Canada	Paseo	Low	2363	10	15	35445	708.9	34736.1	23630	11106...	Sat Feb 01 2014 05:30:00...	2	February	2014
Small Business	France	Paseo	Low	918	10	300	275400	5508	269892	229500	40392	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	Germany	Paseo	Low	1728	10	300	518400	10368	508032	432000	76032	Thu May 01 2014 05:30:00...	5	May	2014
Channel Partners	United States of America	Paseo	Low	1142	10	12	13704	274.08	13429.92	3426	10003...	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Mexico	Paseo	Low	662	10	125	82750	1655	81095	79440	1655	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Canada	Paseo	Low	1295	10	12	15540	310.8	15229.2	3885	11344.2	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Germany	Paseo	Low	809	10	125	101125	20225	99102.5	97080	20225	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	Mexico	Paseo	Low	2145	10	125	268125	5362.5	262762.5	257400	5362.5	Tue Oct 01 2013 05:30:00...	10	October	2013
Channel Partners	France	Paseo	Low	1785	10	12	21420	428.4	20991.6	5355	15636...	Fri Nov 01 2013 05:30:00...	11	November	2013
Small Business	Canada	Paseo	Low	1916	10	300	574800	11496	563304	479000	84304	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Canada	Paseo	Low	2852	10	350	998200	19964	978236	741520	236716	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Canada	Paseo	Low	2729	10	125	341125	6822.5	334302.5	327480	6822.5	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	United States of America	Paseo	Low	1925	10	15	28875	577.5	28297.5	19250	9047.5	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	United States of America	Paseo	Low	2013	10	7	14091	281.82	13809.18	10065	37441.1...	Sun Dec 01 2013 05:30:00...	12	December	2013
Channel Partners	France	Paseo	Low	1055	10	12	12660	253.2	12406.8	3165	9241.8	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	Mexico	Paseo	Low	1084	10	12	13008	260.16	12747.84	3252	9465.84	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	Velo	Low	1566	120	20	31320	626.4	30693.6	15660	15033...	Wed Oct 01 2014 05:30:00...	10	October	2014

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Germany	Velo	Low	2966	120	350	1038100	20762	1017338	771160	246178	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Germany	Velo	Low	2877	120	350	1006950	20139	986811	748020	238791	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Germany	Velo	Low	809	120	125	101125	20225	991025	97080	20225	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	Mexico	Velo	Low	2145	120	125	268125	53625	262762.5	257400	53625	Tue Oct 01 2013 05:30:00...	10	October	2013
Channel Partners	France	Velo	Low	1055	120	12	12660	253.2	12406.8	3165	9241.8	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Mexico	Velo	Low	544	120	20	10880	217.6	10662.4	5440	5222.4	Sun Dec 01 2013 05:30:00...	12	December	2013
Channel Partners	Mexico	Velo	Low	1084	120	12	13008	260.16	12747.84	3252	9495.84	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Mexico	VTT	Low	662	250	125	82750	1655	81095	79440	1655	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Germany	VTT	Low	214	250	300	64200	1284	62916	53500	9416	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Germany	VTT	Low	2877	250	350	1006950	20139	986811	748020	238791	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Canada	VTT	Low	2729	250	125	341125	6822.5	334302.5	327480	6822.5	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	VTT	Low	266	250	350	93100	1862	91238	69160	22078	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Mexico	VTT	Low	1940	250	350	679000	13580	665420	504400	161020	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Germany	Amarilla	Low	259	260	300	77700	1554	76146	64750	11396	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Mexico	Amarilla	Low	1101	260	300	330300	6606	323694	275250	48444	Sat Mar 01 2014 05:30:00...	3	March	2014
Enterprise	Germany	Amarilla	Low	2276	260	125	284500	5690	278810	273120	5680	Thu May 01 2014 05:30:00...	5	May	2014
Government	Germany	Amarilla	Low	2966	260	350	1038100	20762	1017338	771160	246178	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	United States of America	Amarilla	Low	1236	260	20	24720	494.4	24225.6	12360	11865...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	Amarilla	Low	941	260	20	18820	376.4	18443.6	9410	90335...	Sat Nov 01 2014 05:30:00...	11	November	2014
Small Business	Canada	Amarilla	Low	1916	260	300	574800	11496	563304	479000	84304	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	France	Carretera	Low	4243.5	3	125	530437.5	15913.125	514524...	509220	53043...	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Germany	Carretera	Low	2580	3	20	51600	1548	50052	25800	24252	Tue Apr 01 2014 05:30:00...	4	April	2014
Small Business	Germany	Carretera	Low	689	3	300	206700	6201	200499	172250	28249	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	United States of America	Carretera	Low	1947	3	12	23364	700.92	22663.08	5841	16822...	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	Canada	Carretera	Low	908	3	12	10896	326.88	10569.12	2724	7845.1...	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Germany	Montana	Low	1958	5	7	13706	411.18	13294.82	9790	3504.8...	Sat Feb 01 2014 05:30:00...	2	February	2014
Channel Partners	France	Montana	Low	1901	5	12	22812	684.36	22127.64	5703	16124...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	France	Montana	Low	544	5	7	3808	114.24	3693.76	2720	973.76...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Germany	Montana	Low	1797	5	350	628950	18868.5	610081.5	467220	142861...	Sun Sep 01 2013 05:30:00...	9	September	2013
Enterprise	France	Montana	Low	1287	5	125	160875	4826.25	156048...	154440	1668.75	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Germany	Montana	Low	1706	5	125	213250	6397.5	206852.5	204720	21325	Mon Dec 01 2014 05:30:00...	12	December	2014

Sheet1

Page 6

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Small Business	France	Paseo	Low	2434.5	10	300	730350	21910.5	708439.5	608625	99814.5	Wed Jan 01 2014 05:30:00...	1	January	2014
Enterprise	Canada	Paseo	Low	1774	10	125	221750	6652.5	215097.5	212880	2217.5	Sat Mar 01 2014 05:30:00...	3	March	2014
Channel Partners	France	Paseo	Low	1901	10	12	22812	684.36	22127.64	5703	16424...	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Germany	Paseo	Low	689	10	300	206700	6201	200499	172250	28249	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Germany	Paseo	Low	1570	10	125	196250	5887.5	190362.5	188400	1962.5	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	United States of America	Paseo	Low	1369.5	10	12	16434	493.02	15940.98	4108.5	11832...	Tue Jul 01 2014 05:30:00...	7	July	2014
Enterprise	Canada	Paseo	Low	2009	10	125	251125	7533.75	243591...	241080	2511.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Germany	Paseo	Low	1945	10	15	29175	875.25	28299.75	19450	8849.75	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	France	Paseo	Low	1287	10	125	160875	4826.25	156048...	154440	1608.75	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Germany	Paseo	Low	1706	10	125	213250	6397.5	206852.5	204720	2132.5	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Canada	Velo	Low	2009	120	125	251125	7533.75	243591...	241080	2511.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	United States of America	VTT	Low	2844	250	300	853200	25596	827604	711000	116604	Sat Feb 01 2014 05:30:00...	2	February	2014
Channel Partners	Mexico	VTT	Low	1916	250	12	22992	689.76	22302.24	5748	16554...	Tue Apr 01 2014 05:30:00...	4	April	2014
Enterprise	Germany	VTT	Low	1570	250	125	196250	5887.5	190362.5	188400	1962.5	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Canada	VTT	Low	1874	250	300	562200	16866	545334	468500	76834	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Mexico	VTT	Low	1642	250	350	574700	17241	557459	426920	130539	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	Germany	VTT	Low	1945	250	15	29175	875.25	28299.75	19450	8849.75	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Canada	Carretera	Low	831	3	20	16620	498.6	16121.4	8310	7811.4	Thu May 01 2014 05:30:00...	5	May	2014
Government	Mexico	Paseo	Low	1760	10	7	12320	369.6	11950.4	8800	31503...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Canada	Velo	Low	3850.5	120	20	77010	2310.3	74699.7...	38505	36194...	Tue Apr 01 2014 05:30:00...	4	April	2014
Channel Partners	Germany	VTT	Low	2479	250	12	29748	892.44	28855.56	7437	21418...	Wed Jan 01 2014 05:30:00...	1	January	2014
Midmarket	Mexico	Montana	Low	2031	5	15	30465	1218.6	29246.4	20310	8936.4...	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Mexico	Paseo	Low	2031	10	15	30465	1218.6	29246.4	20310	8936.4...	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	France	Paseo	Low	2261	10	15	33915	1356.6	32558.4	22610	9948.4...	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	United States of America	Velo	Low	736	120	20	14720	588.8	14131.2	7360	67712...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Canada	Carretera	Low	2851	3	7	19957	798.28	19158.72	14255	4903.7...	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Germany	Carretera	Low	2021	3	300	606300	24252	582048	505250	76798	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	United States of America	Carretera	Low	274	3	350	95900	3836	92064	71240	20824	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	Canada	Montana	Low	1967	5	15	29505	1180.2	28324.8	19670	8654.8	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Germany	Montana	Low	1859	5	300	557700	22308	535392	464750	70642	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Canada	Montana	Low	2851	5	7	19957	798.28	19158.72	14255	4903.7...	Tue Oct 01 2013 05:30:00...	10	October	2013

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year	
Small Business	Germany	Montana	Low	2021	5	300	606300	24252	582048	505250	76798	Wed Oct 01 2014 05:30:00...	10	October	2014	
Enterprise	Mexico	Montana	Low	1138	5	125	142250	5690	136560	136560		Mon Dec 01 2014 05:30:00...	12	December	2014	
Government	Canada	Paseo	Low	4251	10	7	29757	1190.28	28566.72	21255	73117...	Wed Jan 01 2014 05:30:00...	1	January	2014	
Enterprise	Germany	Paseo	Low	795	10	125	99375	3975	95400	95400		Sat Mar 01 2014 05:30:00...	3	March	2014	
Small Business	Germany	Paseo	Low	1414.5	10	300	424350	16974	407376	353625	53751	Tue Apr 01 2014 05:30:00...	4	April	2014	
Small Business	United States of America	Paseo	Low	2918	10	300	875400	35016	840384	729500	110884	Thu May 01 2014 05:30:00...	5	May	2014	
Government	United States of America	Paseo	Low	3450	10	350	1207500	48300	1159200	897000	262200	Tue Jul 01 2014 05:30:00...	7	July	2014	
Enterprise	France	Paseo	Low	2988	10	125	373500	14940	358560	358560		Tue Jul 01 2014 05:30:00...	7	July	2014	
Midmarket	Canada	Paseo	Low	218	10	15	3270	130.8	3139.2	2180	959.19...	Mon Sep 01 2014 05:30:00...	9	September	2014	
Government	Canada	Paseo	Low	2074	10	20	41480	1659.2	39820.8	20740	19080...	Mon Sep 01 2014 05:30:00...	9	September	2014	
Government	United States of America	Paseo	Low	1056	10	20	21120	844.8	20275.2	10560	9715.2	Mon Sep 01 2014 05:30:00...	9	September	2014	
Midmarket	United States of America	Paseo	Low	671	10	15	10065	402.6	9662.4	6710	2952.3...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Midmarket	Mexico	Paseo	Low	1514	10	15	22710	908.4	21801.6	15140	6661.5...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	United States of America	Paseo	Low	274	10	350	95900	3836	92064	71240	20824	Mon Dec 01 2014 05:30:00...	12	December	2014	
Enterprise	Mexico	Paseo	Low	1138	10	125	142250	5690	136560	136560		Mon Dec 01 2014 05:30:00...	12	December	2014	
Channel Partners	United States of America	Velo	Low	1465	120	12	17580	703.2	16876.8	4395	12481.8	Sat Mar 01 2014 05:30:00...	3	March	2014	
Government	Canada	Velo	Low	2646	120	20	52920	2116.8	50803.2	26460	24343...	Sun Sep 01 2013 05:30:00...	9	September	2013	
Government	France	Velo	Low	2177	120	350	761950	30478	731472	566020	165452	Wed Oct 01 2014 05:30:00...	10	October	2014	
Channel Partners	France	VTT	Low	866	250	12	10392	415.68	9976.32	2598	7378.32	Thu May 01 2014 05:30:00...	5	May	2014	
Government	United States of America	VTT	Low	349	250	350	122150	4886	117264	90740	26524	Sun Sep 01 2013 05:30:00...	9	September	2013	
Government	France	VTT	Low	2177	250	350	761950	30478	731472	566020	165452	Wed Oct 01 2014 05:30:00...	10	October	2014	
Midmarket	Mexico	VTT	Low	1514	250	15	22710	908.4	21801.6	15140	6661.5...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Mexico	Amarilla	Low	1865	260	350	652750	26110	626640	484900	141740	Sat Feb 01 2014 05:30:00...	2	February	2014	
Enterprise	Mexico	Amarilla	Low	1074	260	125	134250	5370	128880	128880		Tue Apr 01 2014 05:30:00...	4	April	2014	
Government	Germany	Amarilla	Low	1907	260	350	667450	26698	640752	495820	144932	Mon Sep 01 2014 05:30:00...	9	September	2014	
Midmarket	United States of America	Amarilla	Low	671	260	15	10065	402.6	9662.4	6710	2952.3...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Canada	Amarilla	Low	1778	260	350	622300	24892	597408	462280	135128	Sun Dec 01 2013 05:30:00...	12	December	2013	
Government	Germany	Montana	Medium	1159	5	7	8113	405.65	7707.35	5795	1912.3...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Germany	Paseo	Medium	1372	10	7	9604	480.2	9123.8	6860	2283.7...	Wed Jan 01 2014 05:30:00...	1	January	2014	
Government	Canada	Paseo	Medium	2349	10	7	16443		822.15	15620.85	11745	3875.8...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Mexico	Paseo	Medium	2689	10	7	18823	941.15	17881.85	13445	4436.8...	Wed Oct 01 2014 05:30:00...	10	October	2014	

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Channel Partners	Canada	Paseo	Medium	2431	10	12	29172	1458.6	27713.4	7293	20420.4	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	Canada	Velo	Medium	2431	120	12	29172	1458.6	27713.4	7293	20420.4	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Mexico	VTT	Medium	2689	250	7	18823	941.15	17881.85	13445	4436.8...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Amarilla	Medium	1683	260	7	11781	589.05	11191.95	8415	2776.9...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	Mexico	Amarilla	Medium	1123	260	12	13476	673.8	12802.2	3369	9433.2	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Germany	Amarilla	Medium	1159	260	7	8113	405.65	7707.35	5795	1912.3...	Tue Oct 01 2013 05:30:00...	10	October	2013
Channel Partners	France	Carretera	Medium	1865	3	12	22380	1119	21261	5595	15666	Sat Feb 01 2014 05:30:00...	2	February	2014
Channel Partners	Germany	Carretera	Medium	1116	3	12	13392	669.6	12722.4	3348	9374.4	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	France	Carretera	Medium	1563	3	20	31260	1563	29697	15630	14067	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	United States of America	Carretera	Medium	991	3	300	297300	14865	282435	247750	34685	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Carretera	Medium	1016	3	7	7112	355.6	6756.4	5080	1676.3...	Fri Nov 01 2013 05:30:00...	11	November	2013
Midmarket	Mexico	Carretera	Medium	2791	3	15	41865	2093.25	39771.75	27910	11861.1...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	United States of America	Carretera	Medium	570	3	7	3990	199.5	3790.5	2850	940.5	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Carretera	Medium	2487	3	7	17409	870.45	16538.55	12435	4103.5...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Montana	Medium	1384.5	5	350	484575	24228.75	460346.4...	359970	100376.1...	Wed Jan 01 2014 05:30:00...	1	January	2014
Enterprise	United States of America	Montana	Medium	3627	5	125	453375	22668.75	430706.4...	435240	-4533.4...	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Mexico	Montana	Medium	720	5	350	252000	12600	239400	187200	52200	Sun Sep 01 2013 05:30:00...	9	September	2013
Channel Partners	Germany	Montana	Medium	2342	5	12	28104	1405.2	26698.8	7026	19872.8	Sat Nov 01 2014 05:30:00...	11	November	2014
Small Business	Mexico	Montana	Medium	1100	5	300	330000	16500	313500	275000	385500	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	France	Paseo	Medium	1303	10	20	26060	1303	24757	13030	11727	Sat Feb 01 2014 05:30:00...	2	February	2014
Enterprise	United States of America	Paseo	Medium	2992	10	125	374000	18700	355300	359040	-3740	Sat Mar 01 2014 05:30:00...	3	March	2014
Enterprise	France	Paseo	Medium	2385	10	125	298125	14906.25	283218.4...	286200	-2981.4...	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Mexico	Paseo	Medium	1607	10	300	482100	24105	457995	401750	56245	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	United States of America	Paseo	Medium	2327	10	7	16289	814.45	15474.55	11635	3839.5...	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	United States of America	Paseo	Medium	991	10	300	297300	14865	282435	247750	34685	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Paseo	Medium	602	10	350	210700	10535	200165	156520	43645	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	France	Paseo	Medium	2620	10	15	39300	1965	37335	26200	11135	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Canada	Paseo	Medium	1228	10	350	429800	21490	408310	319280	89030	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Canada	Paseo	Medium	1389	10	20	27780	1389	26391	13890	12501	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	United States of America	Paseo	Medium	861	10	125	107625	5381.25	102243.4...	103320	-1076.4...	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	France	Paseo	Medium	704	10	125	88000	4400	83600	84480	-880	Tue Oct 01 2013 05:30:00...	10	October	2013

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Canada	Paseo	Medium	1802	10	20	36040	1802	34238	18020	16218	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	United States of America	Paseo	Medium	2663	10	20	53260	2663	50597	26630	23967	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Paseo	Medium	2136	10	7	14952	747.6	14204.4	10680	3524.3...	Sun Dec 01 2013 05:30:00...	12	December	2013
Midmarket	Germany	Paseo	Medium	2116	10	15	31740	1587	30153	21160	8993	Sun Dec 01 2013 05:30:00...	12	December	2013
Midmarket	United States of America	Velo	Medium	555	120	15	8325	416.25	7908.75	5550	2358.75	Wed Jan 01 2014 05:30:00...	1	January	2014
Midmarket	Mexico	Velo	Medium	2861	120	15	42915	2145.75	40769.25	28610	12159...	Wed Jan 01 2014 05:30:00...	1	January	2014
Enterprise	Germany	Velo	Medium	807	120	125	100875	5043.75	95831.25	96840	-1008...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	Velo	Medium	602	120	350	210700	10535	200165	156520	43645	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Velo	Medium	2832	120	20	56640	2832	53808	28320	25488	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	France	Velo	Medium	1579	120	20	31580	1579	30001	15790	14211	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	United States of America	Velo	Medium	861	120	125	107625	5381.25	102243...	103320	-1076...	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	France	Velo	Medium	704	120	125	88000	4400	83600	84480	-880	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	France	Velo	Medium	1033	120	20	20660	1033	19627	10330	9297	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Germany	Velo	Medium	1250	120	300	375000	18750	356250	312500	43750	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Canada	VTT	Medium	1389	250	20	27780	1389	26391	13890	12501	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	United States of America	VTT	Medium	1265	250	20	25300	1265	24035	12650	11385	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Germany	VTT	Medium	2297	250	20	45940	2297	43643	22970	20673	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	United States of America	VTT	Medium	2663	250	20	53260	2663	50597	26630	23967	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	VTT	Medium	570	250	7	3990	199.5	3790.5	2850	940.5	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	VTT	Medium	2487	250	7	17409	870.45	16538.55	12435	41035...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Germany	Amarilla	Medium	1350	260	350	472500	23625	448875	351000	97875	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Canada	Amarilla	Medium	552	260	350	193200	9660	183540	143520	40020	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Canada	Amarilla	Medium	1228	260	350	429800	21490	408310	319280	89030	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Germany	Amarilla	Medium	1250	260	300	375000	18750	356250	312500	43750	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	France	Paseo	Medium	3801	10	15	57015	3420.899...	53594.1...	38010	15584...	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	United States of America	Carretera	Medium	1117.5	3	20	22350	1341	21009	11175	9834	Wed Jan 01 2014 05:30:00...	1	January	2014
Midmarket	Canada	Carretera	Medium	2844	3	15	42660	2559.6	40100.4	28440	11660...	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Mexico	Carretera	Medium	562	3	12	6744	404.64	6339.36	1686	4653.36	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	Canada	Carretera	Medium	2299	3	12	27588	1655.28	25932.72	6897	19035...	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	United States of America	Carretera	Medium	2030	3	15	30450	1827	28623	20300	8323	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	United States of America	Carretera	Medium	263	3	7	1841	110.46	1730.54	1315	415.53...	Fri Nov 01 2013 05:30:00...	11	November	2013

Sheet1

Page 10

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Enterprise	Germany	Carretera	Medium	887	3	125	110875	6652.5	104222.5	106440 -2217.5	Sun Dec 01 2013 05:30:00...	12	December	2013	
Government	Mexico	Montana	Medium	980	5	350	343000	20580	322420	254800 67620	Tue Apr 01 2014 05:30:00...	4	April	2014	
Government	Germany	Montana	Medium	1460	5	350	511000	30660	480340	379600 100740	Thu May 01 2014 05:30:00...	5	May	2014	
Government	France	Montana	Medium	1403	5	7	9821	589.26	9231.74	7015 2216.74	Tue Oct 01 2013 05:30:00...	10	October	2013	
Channel Partners	United States of America	Montana	Medium	2723	5	12	32676	1960.56	30715.44	8169 22546...	Sat Nov 01 2014 05:30:00...	11	November	2014	
Government	France	Paseo	Medium	1496	10	350	523600	31416	492184	388960 103224	Sun Jun 01 2014 05:30:00...	6	June	2014	
Channel Partners	Canada	Paseo	Medium	2299	10	12	27588	1665.28	25932.72	6897 19035...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	United States of America	Paseo	Medium	727	10	350	254450	15267	239183	189020 50163	Tue Oct 01 2013 05:30:00...	10	October	2013	
Enterprise	Canada	Velo	Medium	952	120	125	119000	7140	111860	114240 -2380	Sat Feb 01 2014 05:30:00...	2	February	2014	
Enterprise	United States of America	Velo	Medium	2755	120	125	344375	20662.5	323712.5	330600 -6887.5	Sat Feb 01 2014 05:30:00...	2	February	2014	
Midmarket	Germany	Velo	Medium	1530	120	15	22950	12950	1377	21573 15300	6273 7ru May 01 2014 05:30:00...	5	May	2014	
Government	France	Velo	Medium	1496	120	350	523600	31416	492184	388960 103224	Sun Jun 01 2014 05:30:00...	6	June	2014	
Government	Mexico	Velo	Medium	1498	120	7	10486	629.16	9856.84	7490 2386.84	Sun Jun 01 2014 05:30:00...	6	June	2014	
Small Business	France	Velo	Medium	1221	120	300	366300	21978	344322	305250 39072	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	France	Velo	Medium	2076	120	350	726600	43596	683004	539760 142244	Tue Oct 01 2013 05:30:00...	10	October	2013	
Midmarket	Canada	VTT	Medium	2844	250	15	42660	2559.6	40100.4	28440 11660...	Sun Jun 01 2014 05:30:00...	6	June	2014	
Government	Mexico	VTT	Medium	1498	250	7	10486	629.16	9856.84	7490 2386.84	Sun Jun 01 2014 05:30:00...	6	June	2014	
Small Business	France	VTT	Medium	1221	250	300	366300	21978	344322	305250 39072	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Mexico	VTT	Medium	1123	250	20	22460	1347.6	21120.4	11230 98824...	Fri Nov 01 2013 05:30:00...	11	November	2013	
Small Business	Canada	VTT	Medium	2436	250	300	730800	43848	686952	609000 77952	Sun Dec 01 2013 05:30:00...	12	December	2013	
Enterprise	France	Amarilla	Medium	1987.5	260	125	248437.5	14906.25	233531...	238500 -4968...	Wed Jan 01 2014 05:30:00...	1	January	2014	
Government	Mexico	Amarilla	Medium	1679	260	350	587650	35259	552391	436540 115851	Mon Sep 01 2014 05:30:00...	9	September	2014	
Government	United States of America	Amarilla	Medium	727	260	350	254450	15267	239183	189020 50163	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	France	Amarilla	Medium	1403	260	7	9821	589.26	9231.74	7015 2216.74	Tue Oct 01 2013 05:30:00...	10	October	2013	
Midmarket	United States of America	Paseo	Medium	2198	10	15	32970	1978.2	30991.8	21980 9011.8	Fri Aug 01 2014 05:30:00...	8	August	2014	
Midmarket	Germany	Paseo	Medium	1743	10	15	26145	1568.7	24576.3	17430 7146.2...	Fri Aug 01 2014 05:30:00...	8	August	2014	
Midmarket	United States of America	Paseo	Medium	1153	10	15	17295	1037.7	16257.3	11530 4727.2...	Wed Oct 01 2014 05:30:00...	10	October	2014	
Government	France	Paseo	Medium	1757	10	20	35140	2108.4	33031.6	17570 15461...	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Germany	Velo	Medium	1001	120	20	20020	1201.2	18818.8	10010 8808.8	Fri Aug 01 2014 05:30:00...	8	August	2014	

Sheet1

Page 11

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr..	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Mexico	Velo	Medium	1333	120	7	9331	559.86	8771.14	6665	2106.1...	Sat Nov 01 2014 05:30:00...	11	November	2014
Midmarket	United States of America	VTT	Medium	1153	250	15	17295	1037.7	16257.3	11530	4727.2...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Mexico	Carretera	Medium	727	3	12	8724	610.88	8113.32	2181	5932.32	Sat Feb 01 2014 05:30:00...	2	February	2014
Channel Partners	Canada	Carretera	Medium	1884	3	12	22608	1582.56	21025.44	5652	15373...	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Mexico	Carretera	Medium	1834	3	20	36680	2567.6	34112.4	18340	15772...	Sun Sep 01 2013 05:30:00...	9	September	2013
Channel Partners	Mexico	Montana	Medium	2340	5	12	28080	1965.6	26114.4	7020	19094.4	Wed Jan 01 2014 05:30:00...	1	January	2014
Channel Partners	France	Montana	Medium	2342	5	12	28104	1967.28	26136.72	7026	19110...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	Paseo	Medium	1031	10	7	7217	505.19	6711.81	5155	1556.8...	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	Canada	Velo	Medium	1262	120	15	18930	1325.1	17604.9	12620	4984.9...	Thu May 01 2014 05:30:00...	5	May	2014
Government	Canada	Velo	Medium	1135	120	7	7945	556.15	7388.85	5675	1713.8...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Velo	Medium	547	120	7	3829	268.03	3560.97...	2735	825.97...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Canada	Velo	Medium	1582	120	7	11074	775.18	10298.82	7910	2388.8...	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	France	VTT	Medium	1738.5	250	12	20862	1460.34	19401.66	5215.5	14186...	Tue Apr 01 2014 05:30:00...	4	April	2014
Channel Partners	Germany	VTT	Medium	2215	250	12	26580	1860.6	24719.4	6645	18074.4	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Canada	VTT	Medium	1582	250	7	11074	775.18	10298.82	7910	2388.8...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Canada	Amarilla	Medium	1135	260	7	7945	556.15	7388.85	5675	1713.8...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Carretera	Medium	1761	3	350	616350	43144.5	573205.5	457860	115345...	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	France	Carretera	Medium	448	3	300	134400	9498	124992	112000	12992	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	France	Carretera	Medium	2181	3	300	654300	45801	608499	545250	63249	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	Montana	Medium	1976	5	20	39520	2766.4	36753.6	19760	16993.6	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	France	Montana	Medium	2181	5	300	654300	45801	608499	545250	63249	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Germany	Montana	Medium	2500	5	125	312500	21875	290625	300000	-9375	Fri Nov 01 2013 05:30:00...	11	November	2013
Small Business	Canada	Paseo	Medium	1702	10	300	510600	35742	474858	425500	49358	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	France	Paseo	Medium	448	10	300	134400	9408	124992	112000	12992	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Germany	Paseo	Medium	3513	10	125	439125	30738.75	408386...	421560	-13173...	Tue Jul 01 2014 05:30:00...	7	July	2014
Midmarket	France	Paseo	Medium	2101	10	15	31515	2206.05	29308.95	21010	8298.95	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	United States of America	Paseo	Medium	2931	10	15	43965	3077.55	40887.45	29310	11577...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	France	Paseo	Medium	1535	10	20	30700	2149	28551	15350	13201	Mon Sep 01 2014 05:30:00...	9	September	2014
Small Business	Germany	Paseo	Medium	1123	10	300	336900	23583	313317	280750	32567	Sun Sep 01 2013 05:30:00...	9	September	2013
Small Business	Canada	Paseo	Medium	1404	10	300	421200	29484	391716	351000	40716	Fri Nov 01 2013 05:30:00...	11	November	2013
Channel Partners	Mexico	Paseo	Medium	2763	10	12	33156	2320.92	30835.08	8289	22546...	Fri Nov 01 2013 05:30:00...	11	November	2013

Sheet1

Page 12

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Germany	Paseo	Medium	2125	10	7	14875	1041.25	13833.75	10625	3208.75	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	France	Velo	Medium	1659	120	300	497700	34839	462861	414750	48111	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Mexico	Velo	Medium	609	120	20	12180	852.6	11327.4	6090	5237.4	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	Germany	Velo	Medium	2087	120	125	260875	18261.25	242613...	250440	-7826...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	France	Velo	Medium	1976	120	20	39520	2766.4	36753.6	19760	16993.6	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	United States of America	Velo	Medium	1421	120	20	28420	1989.4	26430.6	14210	12220...	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	United States of America	Velo	Medium	1372	120	300	411600	28812	382788	343000	39788	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Germany	Velo	Medium	588	120	20	11760	823.2	10936.8	5880	5056.7...	Sun Dec 01 2013 05:30:00...	12	December	2013
Channel Partners	Canada	VTT	Medium	3244.5	250	12	38934	2725.38	36208.62	9733.5	26475...	Wed Jan 01 2014 05:30:00...	1	January	2014
Small Business	France	VTT	Medium	959	250	300	287700	20139	267561	239750	27811	Sat Feb 01 2014 05:30:00...	2	February	2014
Small Business	Mexico	VTT	Medium	2747	250	300	824100	57687	766413	686750	79663	Sat Feb 01 2014 05:30:00...	2	February	2014
Enterprise	Canada	Amarilla	Medium	1645	260	125	205625	14393.75	191231...	197400	-6168...	Thu May 01 2014 05:30:00...	5	May	2014
Government	France	Amarilla	Medium	2876	260	350	1006600	70462	936138	747760	188378	Mon Sep 01 2014 05:30:00...	9	September	2014
Enterprise	Germany	Amarilla	Medium	994	260	125	124250	8697.5	115552.5	119280	-3727.5	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Canada	Amarilla	Medium	1118	260	20	22360	1565.2	20794.8	11180	961.48	Sat Nov 01 2014 05:30:00...	11	November	2014
Small Business	United States of America	Amarilla	Medium	1372	260	300	411600	28812	382788	343000	39788	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Canada	Montana	Medium	488	5	7	3416	273.28	3142.72...	2440	702.72...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	Montana	Medium	1282	5	20	25640	2051.2	23588.8	12820	10768.8	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Canada	Paseo	Medium	257	10	7	1799	143.92	1655.08	1285	370.07...	Thu May 01 2014 05:30:00...	5	May	2014
Government	United States of America	Amarilla	Medium	1282	260	20	25640	2051.2	23588.8	12820	10768.8	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Mexico	Carretera	Medium	1540	3	125	192500	15400	177100	184800	-7700	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	France	Carretera	Medium	490	3	15	7350	588	6762	4900	1862	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Mexico	Carretera	Medium	1362	3	350	476700	38136	438564	354120	84444	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	France	Montana	Medium	2501	5	15	37515	3001.2	34513.8	25010	9503.8...	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Canada	Montana	Medium	708	5	20	14160	1132.8	13027.2	7080	5947.2...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Montana	Medium	645	5	20	12900	1032	11868	6450	54118	Tue Jul 01 2014 05:30:00...	7	July	2014
Small Business	France	Montana	Medium	1562	5	300	468600	37488	43112	390500	40612	Fri Aug 01 2014 05:30:00...	8	August	2014
Small Business	Canada	Montana	Medium	1283	5	300	384900	30792	354108	320750	33358	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	Germany	Montana	Medium	711	5	15	10665	853.2	9811.8	7110	2701.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Mexico	Paseo	Medium	1114	10	125	139250	11140	128110	133680	-5570	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Germany	Paseo	Medium	1259	10	7	8813	705.04	8107.96	6295	1812.96	Tue Apr 01 2014 05:30:00...	4	April	2014

Sheet1

Page 13

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Germany	Paseo	Medium	1095	10	7	7665	613.2	7051.8	5475	1576.8...	Thu May 01 2014 05:30:00...	5	May	2014
Government	Germany	Paseo	Medium	1366	10	20	27320	2185.6	25134.4	13660	11474...	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Mexico	Paseo	Medium	2460	10	300	738000	59040	678960	615000	63360	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Paseo	Medium	678	10	7	4746	379.68	4366.32	3390	976.31...	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Germany	Paseo	Medium	1598	10	7	11186	894.88	10291.12	7990	2301.1...	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Germany	Paseo	Medium	2409	10	7	16863	1349.04	15513.96	12045	3468.9...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Germany	Paseo	Medium	1934	10	20	38680	3094.4	35585.6	19340	16245...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Mexico	Paseo	Medium	2993	10	20	59860	4788.8	55071.2	29930	25141...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Germany	Paseo	Medium	2146	10	350	751100	60088	691012	557960	133052	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	Paseo	Medium	1946	10	7	13622	1089.76	12532.24	9730	2802.24	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Mexico	Paseo	Medium	1362	10	350	476700	38136	438564	354120	84444	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	Canada	Velo	Medium	598	120	12	7176	574.08	6601.92	1794	4807.92	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	United States of America	Velo	Medium	2907	120	7	20349	1627.92	18721.08	14535	4186.0...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Velo	Medium	2338	120	7	16366	1309.28	15056.72	11690	3366.7...	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	France	Velo	Medium	386	120	300	115800	9264	106536	96500	10036	Fri Nov 01 2013 05:30:00...	11	November	2013
Small Business	Mexico	Velo	Medium	635	120	300	190500	15240	175260	158750	16510	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	VTT	Medium	574.5	250	350	201075	16086	184989	149370	35619	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Germany	VTT	Medium	2338	250	7	16366	1309.28	15056.72	11690	3366.7...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	France	VTT	Medium	381	250	350	133350	10668	122682	99060	23622	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	Germany	VTT	Medium	422	250	350	147700	11816	135884	109720	26164	Fri Aug 01 2014 05:30:00...	8	August	2014
Small Business	Canada	VTT	Medium	2134	250	300	640200	51216	588984	533500	55484	Mon Sep 01 2014 05:30:00...	9	September	2014
Small Business	United States of America	VTT	Medium	808	250	300	242400	19392	223008	202000	21008	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Canada	Amarilla	Medium	708	260	20	14160	1132.8	13027.2	7080	5947.2...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	United States of America	Amarilla	Medium	2907	260	7	20349	1627.92	18721.08	14535	4186.0...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Amarilla	Medium	1366	260	20	27320	2185.6	25134.4	13660	11474...	Sun Jun 01 2014 05:30:00...	6	June	2014
Small Business	Mexico	Amarilla	Medium	2460	260	300	738000	59040	678960	615000	63360	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Amarilla	Medium	1520	260	20	30400	2432	27968	15200	12768	Sat Nov 01 2014 05:30:00...	11	November	2014
Midmarket	Germany	Amarilla	Medium	711	260	15	10665	853.2	9811.8	7110	2701.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	Mexico	Amarilla	Medium	1375	260	12	16500	1320	15180	4125	11055	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Mexico	Amarilla	Medium	635	260	300	190500	15240	175260	158750	16510	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	VTT	Medium	436.5	250	20	8730	698.400...	8031.59...	4365	3666.5...	Tue Jul 01 2014 05:30:00...	7	July	2014

Sheet1

Page 14

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Small Business	Canada	Carretera	Medium	1094	3	300	328200	29538	298662	273500	25162	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Mexico	Carretera	Medium	367	3	12	4404	396.36	4007.64	1101	2906.64	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Canada	Montana	Medium	3802.5	5	300	1140750	1026677.5	1038082...950625	87457.5	Tue Apr 01 2014 05:30:00...	4	April	2014	
Government	France	Montana	Medium	1666	5	350	583100	52479	530621	433160	97461	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	France	Montana	Medium	322	5	300	96600	8694	87906	80500	7406	Sun Sep 01 2013 05:30:00...	9	September	2013
Channel Partners	Canada	Montana	Medium	2321	5	12	27852	2506.68	25345.32	6963	18382...	Sat Nov 01 2014 05:30:00...	11	November	2014
Enterprise	France	Montana	Medium	1857	5	125	232125	20891.25	211233...	222840	-11606...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Canada	Montana	Medium	1611	5	7	11277	1014.93	10262.07	8055	2207.0...	Sun Dec 01 2013 05:30:00...	12	December	2013
Enterprise	United States of America	Montana	Medium	2797	5	125	349625	31466.25	318158...	335640	-17481...	Mon Dec 01 2014 05:30:00...	12	December	2014
Small Business	Germany	Montana	Medium	334	5	300	100200	9018	91182	83500	7682	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Mexico	Paseo	Medium	2565	10	300	769500	69255	700245	641250	58995	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Mexico	Paseo	Medium	2417	10	350	845950	76135.5	769814.5	628420	141394...	Wed Jan 01 2014 05:30:00...	1	January	2014
Midmarket	United States of America	Paseo	Medium	3675	10	15	55125	4961.25	50163.75	36750	13413...	Tue Apr 01 2014 05:30:00...	4	April	2014
Small Business	Canada	Paseo	Medium	1094	10	300	328200	29538	298662	273500	25162	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	France	Paseo	Medium	1227	10	15	18405	1656.45	16748.55	12270	4478.5...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Mexico	Paseo	Medium	367	10	12	4404	396.36	4007.64	1101	2906.64	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	France	Paseo	Medium	1324	10	300	397200	35748	361452	331000	30452	Sat Nov 01 2014 05:30:00...	11	November	2014
Channel Partners	Germany	Paseo	Medium	1775	10	12	21300	1917	19383	5325	14058	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	United States of America	Paseo	Medium	2797	10	125	349625	31466.25	318158...	335640	-17481...	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	Mexico	Velo	Medium	245	120	15	3675	330.75	3344.25	2450	894.25	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	Canada	Velo	Medium	3793.5	120	300	1138050	102424.5	1035625...	948375	87250.5	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Germany	Velo	Medium	1307	120	350	457450	41170.5	416279.5	339820	76459.5	Tue Jul 01 2014 05:30:00...	7	July	2014
Enterprise	Canada	Velo	Medium	567	120	125	70875	6378.75	64496.25	68040	-3543...	Mon Sep 01 2014 05:30:00...	9	September	2014
Enterprise	Mexico	Velo	Medium	2110	120	125	263750	23737.5	240012.5	253200	-13187...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Canada	Velo	Medium	1269	120	350	444150	39973.5	404176.5	329940	74236.5	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	United States of America	VTT	Medium	1956	250	12	23472	2112.48	21369.52	5868	15491...	Wed Jan 01 2014 05:30:00...	1	January	2014
Small Business	Germany	VTT	Medium	2659	250	300	797700	71793	725907	664750	61157	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	VTT	Medium	1351.5	250	350	473025	42572.25	430452...	351390	79062...	Tue Apr 01 2014 05:30:00...	4	April	2014
Channel Partners	Germany	VTT	Medium	880	250	12	10560	950.4	9609.6	2640	6969.6	Thu May 01 2014 05:30:00...	5	May	2014
Small Business	United States of America	VTT	Medium	1867	250	300	560100	50409	509691	466750	42941	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	France	VTT	Medium	2234	250	12	26808	2412.72	24395.28	6702	17693...	Sun Sep 01 2013 05:30:00...	9	September	2013

Sheet1

Page 15

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Midmarket	France	VTT	Medium	1227	250	15	18405	1656.45	16748.55	12270	4478.5...	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Mexico	VTT	Medium	877	250	125	109625	9866.25	99758.75	105240	-5481.7...	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	United States of America	Amarilla	Medium	2071	260	350	724850	65236.5	659613.5	538460	121153...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Canada	Amarilla	Medium	1269	260	350	444150	39973.5	404176.5	329940	74236.5	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Germany	Amarilla	Medium	970	260	15	14550	1309.5	13240.5	9700	3540.5	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	Amarilla	Medium	1694	260	20	33880	3049.2	30830.8	16940	13890.8	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Germany	Carretera	Medium	663	3	20	13260	1193.4	12066.6	6630	5436.6	Thu May 01 2014 05:30:00...	5	May	2014
Government	Canada	Carretera	Medium	819	3	7	5733	515.97	5217.03	4095	11220.3	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	Germany	Carretera	Medium	1580	3	12	18960	1706.4	17253.6	4740	12513...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Mexico	Carretera	Medium	521	3	7	3647	328.23	3318.77	2605	713.77	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	Paseo	Medium	973	10	20	19460	1751.4	17708.6	9730	7978.5...	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Mexico	Paseo	Medium	1038	10	20	20760	1868.4	18891.6	10380	8511.5...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Germany	Paseo	Medium	360	10	7	2520	226.8	2293.2	1800	493.19...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	France	Velo	Medium	1967	120	12	23604	2124.36	21479.64	5901	15578...	Sat Mar 01 2014 05:30:00...	3	March	2014
Midmarket	Mexico	Velo	Medium	2628	120	15	39420	3547.8	35872.2	26280	9521.1...	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Germany	VTT	Medium	360	250	7	2520	226.8	2293.2	1800	493.19...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	VTT	Medium	2682	250	20	53640	4827.6	48812.4	26820	21992.4	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	VTT	Medium	521	250	7	3647	328.23	3318.77	2605	713.77	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Mexico	Amarilla	Medium	1038	260	20	20760	1868.4	18891.6	10380	8511.5...	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	Canada	Amarilla	Medium	1630.5	260	15	24457.5	2201.175	22256.3...	16305	5951.3...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	France	Amarilla	Medium	306	260	12	3672	330.48	3341.52	918	2423.52	Sun Dec 01 2013 05:30:00...	12	December	2013
Channel Partners	United States of America	Carretera	High	386	3	12	4632	463.2	4168.8	1158	3010.8	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	United States of America	Montana	High	2328	5	7	16296	1629.6	14666.4	31640	3026.3...	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	United States of America	Paseo	High	386	10	12	4632	463.2	4168.8	1158	3010.8	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	United States of America	Carretera	High	3445.5	3	125	430687.5	430687.5	387618...	413460	-25841...	Tue Apr 01 2014 05:30:00...	4	April	2014
Enterprise	France	Carretera	High	1482	3	125	185250	18525	166725	177840	-11115	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	United States of America	Montana	High	2313	5	350	809550	80955	728595	601380	127215	Thu May 01 2014 05:30:00...	5	May	2014
Enterprise	United States of America	Montana	High	1804	5	125	225500	22550	202950	216480	-13530	Fri Nov 01 2013 05:30:00...	11	November	2013
Midmarket	France	Montana	High	2072	5	15	31080	3108	27972	20720	7252	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Paseo	High	1954	10	20	39080	3908	35172	19540	15532	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Mexico	Paseo	High	591	10	300	17730	17730	159570	147750	11820	Thu May 01 2014 05:30:00...	5	May	2014

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year	
Midmarket	France	Paseo	High	2167	10	15	32505	3250.5	29254.5	21670	7584.5	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Germany	Paseo	High	241	10	20	4820	482	4338	2410	1928	Wed Oct 01 2014 05:30:00...	10	October	2014	
Midmarket	Germany	Velo	High	681	120	15	10215	1021.5	9193.5	6810	2383.5	Wed Jan 01 2014 05:30:00...	1	January	2014	
Midmarket	Germany	Velo	High	510	120	15	7650	765	6885	5100	1785	Tue Apr 01 2014 05:30:00...	4	April	2014	
Midmarket	United States of America	Velo	High	790	120	15	11850	1185	10665	7900	2765	Thu May 01 2014 05:30:00...	5	May	2014	
Government	France	Velo	High	639	120	350	223650	22365	201285	166140	35145	Tue Jul 01 2014 05:30:00...	7	July	2014	
Enterprise	United States of America	Velo	High	1596	120	125	199500	19950	179550	191520	-11970	Mon Sep 01 2014 05:30:00...	9	September	2014	
Small Business	United States of America	Velo	High	2294	120	300	688200	68820	619380	573500	45680	Tue Oct 01 2013 05:30:00...	10	October	2013	
Government	Germany	Velo	High	241	120	20	4820	482	4338	2410	1928	Wed Oct 01 2014 05:30:00...	10	October	2014	
Government	Germany	Velo	High	2665	120	7	18655	1865.5	16789.5	13325	3464.5	Sat Nov 01 2014 05:30:00...	11	November	2014	
Enterprise	Canada	Velo	High	1916	120	125	239500	23950	215550	229920	-14370	Sun Dec 01 2013 05:30:00...	12	December	2013	
Small Business	France	Velo	High	853	120	300	255900	25590	230310	213250	17060	Mon Dec 01 2014 05:30:00...	12	December	2014	
Enterprise	Mexico	VTT	High	341	250	125	42625	4262.5	38362.5	40920	-2557.5	Thu May 01 2014 05:30:00...	5	May	2014	
Midmarket	Mexico	VTT	High	641	250	15	9615	961.5	8653.5	6410	2243.5	Tue Jul 01 2014 05:30:00...	7	July	2014	
Government	United States of America	VTT	High	2807	250	350	982450	98245	884205	729820	154385	Fri Aug 01 2014 05:30:00...	8	August	2014	
Small Business	Mexico	VTT	High	432	250	300	129600	12960	116640	108000	8640	Mon Sep 01 2014 05:30:00...	9	September	2014	
Small Business	United States of America	VTT	High	2294	250	300	688200	68820	619380	573500	45680	Tue Oct 01 2013 05:30:00...	10	October	2013	
Midmarket	France	VTT	High	2167	250	15	32505	3250.5	29254.5	21670	7584.5	Tue Oct 01 2013 05:30:00...	10	October	2013	
Enterprise	Canada	VTT	High	2529	250	125	316125	31612.5	284512.5	303480	-18967..	Sat Nov 01 2014 05:30:00...	11	November	2014	
Government	Germany	VTT	High	1870	250	350	654500	65450	589050	486200	102850	Sun Dec 01 2013 05:30:00...	12	December	2013	
Enterprise	United States of America	Amarilla	High	579	260	125	72375	7237.5	651375	69480	-4342.5	Wed Jan 01 2014 05:30:00...	1	January	2014	
Government	Canada	Amarilla	High	2240	260	350	784000	78400	705600	582400	123200	Sat Feb 01 2014 05:30:00...	2	February	2014	
Small Business	United States of America	Amarilla	High	2993	260	300	897900	89790	808110	748250	59860	Sat Mar 01 2014 05:30:00...	3	March	2014	
Channel Partners	Canada	Amarilla	High	3520.5	260	12	42246	4224.6	38021.3...	10561...	27459...	Tue Apr 01 2014 05:30:00...	4	April	2014	
Government	Mexico	Amarilla	High	2039	260	20	40780	4078	36702	20390	16312	Thu May 01 2014 05:30:00...	5	May	2014	
Small Business	United States of America	Amarilla	High	2574	260	12	30888	3088.8	27799.2	7722	20077.2	Fri Aug 01 2014 05:30:00...	8	August	2014	
Channel Partners	Canada	Amarilla	High	707	260	350	247450	24745	222705	183820	38885	Mon Sep 01 2014 05:30:00...	9	September	2014	
Midmarket	France	Amarilla	High	2072	260	15	31080	3108	27972	20720	7252	Mon Dec 01 2014 05:30:00...	12	December	2014	
Small Business	France	Amarilla	High	853	260	300	255900	25590	230310	213250	17060	Mon Dec 01 2014 05:30:00...	12	December	2014	
Channel Partners	France	Carretera	High	1198	3	12	14376	14376	1581.36	12794.64	3594	9200.64	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	France	Paseo	High	2532	10	7	17724	17724	1949.639...	15774.36	12660	3114.3...	Tue Apr 01 2014 05:30:00...	4	April	2014

Sheet1

Page 17

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Channel Partners	France	Paseo	High	1198	10	12	14376	1581.36	12794.64	3594	9200.64	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Canada	Velo	High	384	120	15	5760	633.5999...	5126.4	3840	1286.3...	Wed Jan 01 2014 05:30:00...	1	January	2014
Channel Partners	Germany	Velo	High	472	120	12	5664	623.04	5040.96	1416	3624.96	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	United States of America	VTT	High	1579	250	7	11053	1215.83	9837.17	7895	1942.17	Sat Mar 01 2014 05:30:00...	3	March	2014
Channel Partners	Mexico	VTT	High	1005	250	12	12060	1326.6	10733.4	3015	7718.4	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	United States of America	Amarilla	High	3199.5	260	15	47992.5	5279.174...	42713.3...	31995	10718...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	Germany	Amarilla	High	472	260	12	5664	623.04	5040.96	1416	3624.96	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Canada	Carretera	High	1937	3	12	23244	2556.84	20687.16	5811	14876...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Germany	Carretera	High	792	3	350	277200	30492	246708	205920	40788	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Germany	Carretera	High	2811	3	300	843300	92763	750537	702750	47787	Tue Jul 01 2014 05:30:00...	7	July	2014
Enterprise	France	Carretera	High	2441	3	125	305125	33563.75	271561.75	2892920	-21358...	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Canada	Carretera	High	1560	3	15	23400	2574	20826	15600	5226	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	Carretera	High	2706	3	7	18942	2083.62	16858.38	13530	3328.3...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Germany	Montana	High	766	5	350	268100	29491	238609	199160	39449	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Germany	Montana	High	2992	5	20	59840	6582.4	53257.6	29920	23337.6	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Mexico	Montana	High	2157	5	15	32355	3559.05	28795.95	21570	7225.9...	Mon Dec 01 2014 05:30:00...	12	December	2014
Small Business	Canada	Paseo	High	873	10	300	261900	28809	233091	218250	14841	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Mexico	Paseo	High	1122	10	20	22440	2468.4	19971.6	11220	87515...	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Canada	Paseo	High	2104.5	10	350	736575	81023.25	655551...	547170	108381...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	Canada	Paseo	High	4026	10	12	48312	5314.32	42997.68	12078	30919...	Tue Jul 01 2014 05:30:00...	7	July	2014
Channel Partners	France	Paseo	High	2425.5	10	12	29106	3201.66	25904.3...	7276.5	18627...	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Canada	Paseo	High	2394	10	20	47880	5266.8	42613.2	23940	18673...	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	Mexico	Paseo	High	1984	10	15	29760	3273.6	26486.4	19840	6646.4...	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	France	Paseo	High	2441	10	125	305125	33563.75	271561.75	2892920	-21358...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Germany	Paseo	High	2992	10	20	59840	6582.4	53257.6	29920	23337.6	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Canada	Paseo	High	1366	10	300	409800	45078	364722	341500	23222	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	Velo	High	2805	120	20	56100	6171	49929	28050	21879	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	Mexico	Velo	High	655	120	15	9825	1080.75	8744.25	6550	2194.25	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Mexico	Velo	High	344	120	350	120400	13244	107156	89440	17716	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Canada	Velo	High	1808	120	7	12656	1392.16	11263.84	9040	2223.84	Sat Nov 01 2014 05:30:00...	11	November	2014
Channel Partners	France	VTT	High	1734	250	12	20808	2288.88	18519.12	5202	13317...	Wed Jan 01 2014 05:30:00...	1	January	2014

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Enterprise	Mexico	VTT	High	554	250	125	69250	7617.5	61632.5	66480	-4847.5	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Canada	VTT	High	2935	250	20	58700	6457	52243	29350	22939	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	Germany	Amarilla	High	3165	260	125	395625	43518.75	352106...	379800	-27693...	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Mexico	Amarilla	High	2629	260	20	52580	5783.8	46796.2	26290	20506...	Wed Jan 01 2014 05:30:00...	1	January	2014
Enterprise	France	Amarilla	High	1433	260	125	179125	19703.75	159421...	171960	-12538...	Thu May 01 2014 05:30:00...	5	May	2014
Enterprise	Mexico	Amarilla	High	947	260	125	118375	13021.25	105353...	113640	-8286...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Mexico	Amarilla	High	344	260	350	120400	13244	107156	89440	17716	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Mexico	Amarilla	High	2157	260	15	32355	3559.05	28795.95	21570	7225.9...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	Paseo	High	380	10	7	2660	292.6	2367.4	1900	467.40...	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	Mexico	Carretera	High	886	3	350	310100	37212	272888	230360	42528	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Canada	Carretera	High	2416	3	125	302000	36240	265760	289920	-24160	Sun Sep 01 2013 05:30:00...	9	September	2013
Enterprise	Mexico	Carretera	High	2156	3	125	269500	32340	237160	258720	-21560	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Canada	Carretera	High	2689	3	15	40335	4840.2	35494.8	28890	8604.8...	Sat Nov 01 2014 05:30:00...	11	November	2014
Midmarket	United States of America	Montana	High	677	5	15	10155	1218.6	8936.4	6770	2166.3...	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	France	Montana	High	1773	5	300	531900	63828	468072	443250	24822	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Mexico	Montana	High	2420	5	7	16940	2032.8	14907.2	12100	2807.2...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Canada	Montana	High	2734	5	7	19138	2296.56	16841.44	13670	3171.4...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Montana	High	1715	5	20	34300	4116	30184	17150	13034	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	France	Montana	High	1186	5	300	355800	42696	313104	296500	16604	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	United States of America	Paseo	High	3495	10	300	1048500	125820	922680	873750	48930	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Mexico	Paseo	High	886	10	350	310100	37212	272888	230360	42528	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Mexico	Paseo	High	2156	10	125	269500	32340	237160	258720	-21560	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Paseo	High	905	10	20	18100	2172	15928	9050	6878	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Paseo	High	1715	10	20	34300	4116	30184	17150	13034	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	France	Paseo	High	1186	10	300	355800	42696	313104	296500	16604	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	United States of America	Paseo	High	3495	10	300	1048500	125820	922680	873750	48930	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Mexico	Paseo	High	886	10	350	310100	37212	272888	230360	42528	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Mexico	Paseo	High	2156	10	125	269500	32340	237160	258720	-21560	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Paseo	High	905	10	20	18100	2172	15928	9050	6878	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Paseo	High	1715	10	20	34300	4116	30184	17150	13034	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Mexico	Paseo	High	2150	10	300	645000	77400	567600	537500	30100	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Mexico	Paseo	High	1197	10	350	418950	50274	368676	311220	57456	Sat Nov 01 2014 05:30:00...	11	November	2014
Midmarket	Mexico	Paseo	High	380	10	15	5700	684	5016	3800	1216	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Mexico	Paseo	High	1233	10	20	24660	2959.2	21700.8	12330	9370.8	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Mexico	Velo	High	1395	120	350	488250	58590	429660	362700	66960	Tue Jul 01 2014 05:30:00...	7	July	2014

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	United States of America	Velo	High	986	120	350	345100	41412	303688	256360	47328	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Velo	High	905	120	20	18100	2172	15928	9050	6878	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Canada	VTT	High	2109	250	12	25308	3036.96	22271.04	6327	15944...	Thu May 01 2014 05:30:00...	5	May	2014
Midmarket	France	VTT	High	3874.5	250	15	58117.5	6974.099...	511433...	38745	12398...	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Canada	VTT	High	623	250	350	218050	26166	191884	161980	29904	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	United States of America	VTT	High	986	250	350	345100	41412	303688	256360	47328	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	United States of America	VTT	High	2387	250	125	298375	35805	262570	286440	-23870	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	Mexico	VTT	High	1233	250	20	24660	2959.2	21700.8	12330	9370.8	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	United States of America	Amarilla	High	270	260	350	94500	11340	83160	70200	12960	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	France	Amarilla	High	3421.5	260	7	23950.5	2874.06	21076.44	17107...	3968.9...	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Canada	Amarilla	High	2734	260	7	19138	2296.56	16841.44	13670	31714...	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	United States of America	Amarilla	High	2548	260	15	38220	4586.4	33633.6	25480	81535...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	France	Carretera	High	2521.5	3	20	50430	6051.6	44378.3...	25215	19163...	Wed Jan 01 2014 05:30:00...	1	January	2014
Channel Partners	Mexico	Montana	High	2661	5	12	31932	3831.84	28100.16	7983	20117...	Thu May 01 2014 05:30:00...	5	May	2014
Government	Germany	Paseo	High	1531	10	20	30620	3674.4	26945.6	15310	11635...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	VTT	High	1491	250	7	10437	1252.44	9184.56	7455	1729.5...	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Germany	VTT	High	1531	250	20	30620	3674.4	26945.6	15310	11635...	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	Canada	Amarilla	High	2761	260	12	33132	3975.84	29156.16	8283	20873...	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	United States of America	Carretera	High	2567	3	15	38505	5005.65	33499.35	25670	78293...	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	United States of America	VTT	High	2567	250	15	38505	5005.65	33499.35	25670	78293...	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Canada	Carretera	High	923	3	350	323050	41996.5	281053.5	239980	41073.5	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	France	Carretera	High	1790	3	350	626500	81445	545055	465400	79655	Sat Mar 01 2014 05:30:00...	3	March	2014
Government	Germany	Carretera	High	442	3	20	8840	1149.2	7690.8	4420	3270.8	Sun Sep 01 2013 05:30:00...	9	September	2013
Government	United States of America	Montana	High	982.5	5	350	343875	44703.75	299171...	265450	43721...	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	United States of America	Montana	High	1298	5	7	9086	1181.18	7904.82	6490	1414.8...	Sat Feb 01 2014 05:30:00...	2	February	2014
Channel Partners	Mexico	Montana	High	604	5	12	7248	942.24	6305.76	1812	4493.76	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	Mexico	Montana	High	2255	5	20	45100	5863	39237	22550	16687	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	Canada	Montana	High	1249	5	20	24980	3247.4	21732.6	12490	9242.5...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	United States of America	Paseo	High	1438.5	10	7	10069.5	1309.035	8760.465	7192.5	1557.9...	Wed Jan 01 2014 05:30:00...	1	January	2014
Small Business	Germany	Paseo	High	807	10	300	242100	31473	210627	201750	8877	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	United States of America	Paseo	High	2641	10	20	52820	6866.6	45953.4	26410	19543.4	Sat Feb 01 2014 05:30:00...	2	February	2014

Sheet1

Page 20

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Government	Germany	Paseo	High	2708	10	20	54160	7040.8	47119.2	27080	2039....	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Canada	Paseo	High	2632	10	350	921200	119756	801444	684320	117124	Sun Jun 01 2014 05:30:00...	6	June	2014
Enterprise	Canada	Paseo	High	1583	10	125	197875	25723.75	172151....	189960	-17808...	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Mexico	Paseo	High	571	10	12	6852	890.76	5961.24	1713	4248.24	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	France	Paseo	High	2696	10	7	18872	2453.36	16418.64	13480	2938.6...	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	Canada	Paseo	High	1565	10	15	23475	3051.75	20423.25	15650	4773.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Canada	Paseo	High	1249	10	20	24980	3247.4	21732.6	12490	9242.5...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Germany	Paseo	High	357	10	350	124950	16243.5	108706.5	92820	15886.5	Sat Nov 01 2014 05:30:00...	11	November	2014
Channel Partners	Germany	Paseo	High	1013	10	12	12156	1580.28	10575.72	3039	7536.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Midmarket	France	Velo	High	3997.5	120	15	59962.5	7795.125	52167.3...	39975	12192....	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Canada	Velo	High	2632	120	350	921200	119756	801444	684320	117124	Sun Jun 01 2014 05:30:00...	6	June	2014
Government	France	Velo	High	1190	120	7	8330	1082.9	7247.1	5950	1227.1...	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Mexico	Velo	High	604	120	12	7248	942.24	6305.76	1812	4493.76	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	Germany	Velo	High	660	120	15	9900	1287	8613	6600	2013	Sun Sep 01 2013 05:30:00...	9	September	2013
Channel Partners	Mexico	Velo	High	410	120	12	4920	639.6	4280.4	1230	3050.3...	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	Mexico	Velo	High	2605	120	300	781500	101595	679805	651250	28855	Fri Nov 01 2013 05:30:00...	11	November	2013
Channel Partners	Germany	Velo	High	1013	120	12	12156	1580.28	10575.72	3039	7536.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Canada	VTT	High	1583	250	125	197875	25723.75	172151....	189960	-17808...	Sun Jun 01 2014 05:30:00...	6	June	2014
Midmarket	Canada	VTT	High	1565	250	15	23475	3051.75	20423.25	15650	4773.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Canada	Amarilla	High	1659	260	125	207375	26958.75	180416....	199080	-18663...	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	France	Amarilla	High	1190	260	7	8330	1082.9	7247.1	5950	1297.1...	Sun Jun 01 2014 05:30:00...	6	June	2014
Channel Partners	Mexico	Amarilla	High	410	260	12	4920	639.6	4280.4	1230	3050.3...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	Germany	Amarilla	High	1770	260	12	21240	2761.2	18478.8	5310	13168.8	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Mexico	Carretera	High	2579	3	20	51580	7221.2	44358.8	25790	18868....	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	United States of America	Carretera	High	1743	3	20	34860	4880.4	29979.6	17430	12549....	Thu May 01 2014 05:30:00...	5	May	2014
Government	United States of America	Carretera	High	2996	3	7	20972	2936.08	18035.92	14980	3055.9...	Tue Oct 01 2013 05:30:00...	10	October	2013
Government	Germany	Carretera	High	280	3	7	1960	274.4	1685.6	1400	285.59...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Montana	High	293	5	7	2051	287.14	1763.86...	1465	298.86...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	Montana	High	2996	5	7	20972	2936.08	18035.92	14980	3055.9...	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Germany	Paseo	High	278	10	15	4170	583.8	3586.2	2780	806.19...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Canada	Paseo	High	2428	10	20	48560	6798.4	41761.6	24280	17481.6	Sat Mar 01 2014 05:30:00...	3	March	2014

Sheet1

Page 21

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Midmarket	United States of America	Paseo	High	1767	10	15	26505	3710.7	22794.3	17670	5124.2...	Mon Sep 01 2014 05:30:00...	9	September	2014
Channel Partners	France	Paseo	High	1393	10	12	16716	2340.24	14375.76	4179	10196...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Germany	VTT	High	280	250	7	1960	274.4	1685.6	1400	285.59...	Mon Dec 01 2014 05:30:00...	12	December	2014
Channel Partners	France	Amarilla	High	1393	260	12	16716	2340.24	14375.76	4179	10196...	Wed Oct 01 2014 05:30:00...	10	October	2014
Channel Partners	United States of America	Amarilla	High	2015	260	12	24180	3385.2	20794.8	6045	14749.8	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Mexico	Carretera	High	801	3	300	240300	33642	206658	200250	6408	Tue Jul 01 2014 05:30:00...	7	July	2014
Enterprise	France	Carretera	High	1023	3	125	127875	17902.5	109972.5	122760	-12787...	Sun Sep 01 2013 05:30:00...	9	September	2013
Small Business	Canada	Carretera	High	1496	3	300	448800	62832	385968	374000	11968	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	United States of America	Carretera	High	1010	3	300	303000	42420	260580	252500	8080	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Germany	Carretera	High	1513	3	15	22695	3177.3	19517.7	15130	4387.7...	Sat Nov 01 2014 05:30:00...	11	November	2014
Midmarket	Canada	Carretera	High	2300	3	15	34500	4830	29670	23000	6670	Mon Dec 01 2014 05:30:00...	12	December	2014
Enterprise	Mexico	Carretera	High	2821	3	125	352625	49367.5	303257.5	338520	-35262...	Sun Dec 01 2013 05:30:00...	12	December	2013
Government	Canada	Montana	High	2227.5	5	350	779625	109147.5	670477.5	579150	91327.5	Wed Jan 01 2014 05:30:00...	1	January	2014
Government	Germany	Montana	High	1199	5	350	419650	58751	360899	311740	49159	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Canada	Montana	High	200	5	350	70000	9800	60200	52000	8200	Thu May 01 2014 05:30:00...	5	May	2014
Government	Canada	Montana	High	388	5	7	2716	380.24	2335.76	1940	395.76...	Mon Sep 01 2014 05:30:00...	9	September	2014
Government	Mexico	Montana	High	1727	5	7	12089	1692.46	10396.54	8635	1761.5...	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Canada	Montana	High	2300	5	15	34500	4830	29670	23000	6670	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Mexico	Paseo	High	260	10	20	5200	728	4472	2600	1872	Sat Feb 01 2014 05:30:00...	2	February	2014
Midmarket	Canada	Paseo	High	2470	10	15	37050	5187	31863	24700	7163	Sun Sep 01 2013 05:30:00...	9	September	2013
Midmarket	Canada	Paseo	High	1743	10	15	26145	3660.3	22484.7	17430	5054.7...	Tue Oct 01 2013 05:30:00...	10	October	2013
Channel Partners	United States of America	Paseo	High	2914	10	12	34968	4895.52	30072.48	8742	21330...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	Paseo	High	1731	10	7	12117	1696.38	10420.6...	8655	1765.6...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Canada	Paseo	High	700	10	350	245000	34300	210700	182000	28700	Sat Nov 01 2014 05:30:00...	11	November	2014
Channel Partners	Canada	Paseo	High	2222	10	12	26664	3732.96	22931.04	6666	16265...	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	United States of America	Paseo	High	1177	10	350	411950	57673	354277	306020	48257	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	Paseo	High	1922	10	350	672700	94178	578522	499720	78802	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	Mexico	Velo	High	1575	120	125	196875	27562.5	169312.5	189000	-19687...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	United States of America	Velo	High	606	120	20	12120	1696.800...	10423.2	6060	4363.2...	Tue Apr 01 2014 05:30:00...	4	April	2014
Small Business	United States of America	Velo	High	2460	120	300	738000	103320	634680	615000	19880	Tue Jul 01 2014 05:30:00...	7	July	2014
Small Business	Canada	Velo	High	269	120	300	80700	11298	69402	67250	2152	Tue Oct 01 2013 05:30:00...	10	October	2013

Sheet1

Page 22

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr...	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Small Business	Germany	Velo	High	2536	120	300	760800	106512	654288	634000	20288	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	VTT	High	2903	250	7	20321	2844.94	17476.06	14515	2961.0...	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	United States of America	VTT	High	2541	250	300	762300	106722	655578	635250	202828	Fri Aug 01 2014 05:30:00...	8	August	2014
Small Business	Canada	VTT	High	269	250	300	80700	11298	69402	67250	21252	Tue Oct 01 2013 05:30:00...	10	October	2013
Small Business	Canada	VTT	High	1496	250	300	448800	62832	385968	374000	11968	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	United States of America	VTT	High	1010	250	300	303000	42420	260580	252500	8080	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	VTT	High	1281	250	350	448350	62769	385581	333060	52521	Sun Dec 01 2013 05:30:00...	12	December	2013
Small Business	Canada	Amarilla	High	888	260	300	266400	37296	229104	222000	7104	Sat Mar 01 2014 05:30:00...	3	March	2014
Enterprise	United States of America	Amarilla	High	2844	260	125	355500	49770	305730	341280	-35550	Thu May 01 2014 05:30:00...	5	May	2014
Channel Partners	France	Amarilla	High	2475	260	12	29700	4158	25542	7425	18117	Fri Aug 01 2014 05:30:00...	8	August	2014
Midmarket	Canada	Amarilla	High	1743	260	15	26145	3660.3	22484.7	17430	5054.7...	Tue Oct 01 2013 05:30:00...	10	October	2013
Channel Partners	United States of America	Amarilla	High	2914	260	12	34968	4895.52	30072.48	8742	21330...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	France	Amarilla	High	1731	260	7	12117	1696.38	10420.6...	8655	17855.6...	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Amarilla	High	1727	260	7	12089	1692.46	10396.54	8635	17615.5...	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Mexico	Amarilla	High	1870	260	15	28050	3927	24123	18700	5423	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	France	Carretera	High	1174	3	125	146750	22012.5	124737.5	140880	-16142...	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	Germany	Carretera	High	2767	3	125	345875	51881.25	293993...	332040	-38046...	Fri Aug 01 2014 05:30:00...	8	August	2014
Enterprise	Germany	Carretera	High	1085	3	125	135625	20343.75	115281.2...	130200	-14918...	Wed Oct 01 2014 05:30:00...	10	October	2014
Small Business	Mexico	Montana	High	546	5	300	163800	24570	139230	136500	27330	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Germany	Paseo	High	1158	10	20	23160	3474	19686	11580	8106	Sat Mar 01 2014 05:30:00...	3	March	2014
Midmarket	Canada	Paseo	High	1614	10	15	24210	36315	20578.5	16140	44385	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Mexico	Paseo	High	2535	10	7	17745	2661.75	15083.25	12675	2408.25	Tue Apr 01 2014 05:30:00...	4	April	2014
Government	Mexico	Paseo	High	2851	10	350	997850	149677.5	848172.5	741260	106912...	Thu May 01 2014 05:30:00...	5	May	2014
Midmarket	Canada	Paseo	High	2559	10	15	38385	5757.75	32627.25	25590	7037.25	Fri Aug 01 2014 05:30:00...	8	August	2014
Government	United States of America	Paseo	High	267	10	20	5340	801	4539	2670	1869	Tue Oct 01 2013 05:30:00...	10	October	2013
Enterprise	Germany	Paseo	High	1085	10	125	135625	20343.75	115281.2...	130200	-14918...	Wed Oct 01 2014 05:30:00...	10	October	2014
Midmarket	Germany	Paseo	High	1175	10	15	17625	2643.75	14981.25	11750	3231.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	United States of America	Paseo	High	2007	10	350	702450	105367.5	597082.5	521820	75262.5	Fri Nov 01 2013 05:30:00...	11	November	2013
Government	Mexico	Paseo	High	2151	10	350	752850	112927.5	639922.5	559260	80662.5	Fri Nov 01 2014 05:30:00...	11	November	2013
Channel Partners	United States of America	Paseo	High	914	10	12	10968	1645.2	9322.8	2742	6580.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	France	Paseo	High	293	10	20	5860	879	4981	2930	2051	Mon Dec 01 2014 05:30:00...	12	December	2014

Sheet1

Page 23

Segment	Country	Product	Discount Ba.	Units So..	Manufacturing Pr..	Sale Pri...	Gross Sal..	Discoun..	Sales	COGS	Profit	Date	Month Num	Month Na.	Year
Channel Partners	Mexico	Velo	High	500	120	12	6000	900	5100	1500	3600	Sat Mar 01 2014 05:30:00...	3	March	2014
Midmarket	France	Velo	High	2826	120	15	42390	6358.5	36031.5	28260	7771.5	Thu May 01 2014 05:30:00...	5	May	2014
Enterprise	France	Velo	High	663	120	125	82875	12431.25	70443.75	79560	-9116...	Mon Sep 01 2014 05:30:00...	9	September	2014
Small Business	United States of America	Velo	High	2574	120	300	772200	115830	656370	643500	12870	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	United States of America	Velo	High	2438	120	125	304750	45712.5	259037.5	292560	-33522...	Sun Dec 01 2013 05:30:00...	12	December	2013
Channel Partners	United States of America	Velo	High	914	120	12	10968	1645.2	9322.8	2742	6580.7...	Mon Dec 01 2014 05:30:00...	12	December	2014
Government	Canada	VTT	High	865.5	250	20	17310	2596.5	14713.5	8655	6058.5	Tue Jul 01 2014 05:30:00...	7	July	2014
Midmarket	Germany	VTT	High	492	250	15	7380	1107	6273	4920	1353	Tue Jul 01 2014 05:30:00...	7	July	2014
Government	United States of America	VTT	High	267	250	20	5340	801	4539	2670	1869	Tue Oct 01 2013 05:30:00...	10	October	2013
Midmarket	Germany	VTT	High	1175	250	15	17625	2643.75	14981.25	11750	3231.25	Wed Oct 01 2014 05:30:00...	10	October	2014
Enterprise	Canada	VTT	High	2954	250	125	369250	55387.5	313862.5	354480	-40617...	Fri Nov 01 2013 05:30:00...	11	November	2013
Enterprise	Germany	VTT	High	552	250	125	69000	10350	58650	66240	-7590	Sat Nov 01 2014 05:30:00...	11	November	2014
Government	France	VTT	High	293	250	20	5860	879	4981	2930	2051	Mon Dec 01 2014 05:30:00...	12	December	2014
Small Business	France	Amarilla	High	2475	260	300	742500	111375	631125	618750	12375	Sat Mar 01 2014 05:30:00...	3	March	2014
Small Business	Mexico	Amarilla	High	546	260	300	163800	24570	139230	136500	2730	Wed Oct 01 2014 05:30:00...	10	October	2014
Government	Mexico	Montana	High	1368	5	7	9576	1436.4	8139.6	6840	1299.6...	Sat Feb 01 2014 05:30:00...	2	February	2014
Government	Canada	Paseo	High	723	10	7	5061	7591500...	4301.85	3615	686.85...	Tue Apr 01 2014 05:30:00...	4	April	2014
Channel Partners	United States of America	VTT	High	1806	250	12	21672	3250.8	18421.2	5418	13003.2	Thu May 01 2014 05:30:00...	5	May	2014