



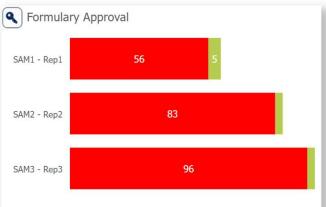
Region vs Region

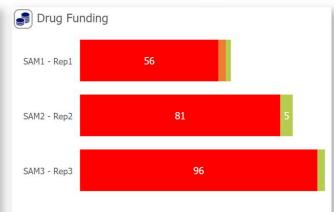






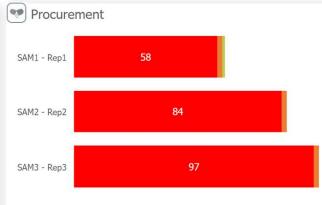
















Region Overview







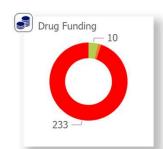


Product A Ordered

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Account	Assigned Territory	Account Tier	Account Rank	Formulary Approval	Drug Funding	Service Set Up	Service Funding	Procurement	Prescribe
Beacon Hospital (Dublin)	SAM1 - Rep1		218						
Beumont Hospital	SAM1 - Rep1		227						
Bon Secours (Cork)	SAM1 - Rep1		217						
Connolly Hospital (Dublin)	SAM1 - Rep1		222						
Cork University Hospital	SAM1 - Rep1		223						
Mayo General Hospital, Castlebar	SAM1 - Rep1		230						
Midland Regional Hospital, Portlaoise	SAM1 - Rep1		226						
Our lady of Lourdes, Drogheda	SAM1 - Rep1		233						
Sligo General Hospital	SAM1 - Rep1		234						
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Incentive Scheme



	Driver 1					Driver 2					
Assigned Territory	Target T1 Accounts Activated	Actual Accounts Activated	Accounts Activated Target Achieved	Driver 1 Target	Sales Target	Total Sales	Sales Target Achieved	Driver 2 Target	Total Payout Achieved		
SAM1 - Rep1	3	1	33%	80%	70			0%	40%		
SAM2 - Rep2	8	0	0%	0%	70			0%	0%		
SAM3 - Rep3	6	0	0%	0%	70			0%	0%		
Total	17	1	6%		70						