



January

February

12/28/2015

1/4/2016

1/11/2016



1/5/2016

1/6/2016

1/7/2016



Looking Back

\$...

Actual Revenue

Revenue Won

Saminda Ja...	ActiveWear...	\$264	Laptops
Full Name	Account Na...	Actual Rev...	Product Level 2
Saminda Ja...	Adelaide Fo...	\$276	Printers
Full Name	Account Na...	Actual Rev...	Product Level 2
Angela Miah	Adelaide M...	\$7,625	Laptops
Full Name	Account Na...	Actual Rev...	Product Level 2
Angela Miah	Adelaide M...	\$978	Monitors
Full Name	Account Na...	Actual Rev...	Product Level 2

Opportunities Lost

Allie Bellew	Bangkok Laun...	\$923	Mobile Pones
Full Name	Account Na...	Estimated V...	Product Level 2
Richard Tkachuk	Design Fine Art	\$504	(Blank)
Full Name	Account Na...	Estimated V...	Product Level 2
Saminda Jaye...	Electronic Margie	\$1,586	Laptops
Full Name	Account Na...	Estimated V...	Product Level 2
Rafael Krit	Itexamworld El...	\$6,864	Desktops
Full Name	Account Na...	Estimated V...	Product Level 2

Looking Ahead

February

March

2/15/2016

2/22/2016

2/29/2016

2/15/2016

2/16/2016

2/17/2016

2/18/2016



Opportunities Open

\$11...

Open Revenue

Full Name	Account Name	Opportunity Name	Estimated Value	Close Probability	Estimated Close Date
Angela Miah	Contoso Fourth	Contoso Fourth Southridge Monitor 55 LCD	\$17,320	50	Friday, February 12, 2016
Angela Miah	Contoso Fourth	Contoso Fourth Southridge Monitor 55 LCD	\$32,320	30	Thursday, March 10, 2016
Angela Miah	Contoso StrikeStrike	Contoso StrikeStrike Proseware Mobile 1520	\$17,320	80	Thursday, March 24, 2016
Angela Miah	Contoso StrikeStrike	Contoso StrikeStrike Southridge Monitor 55 LCD	\$17,320	30	Sunday, January 31, 2016
Angela Miah	Contoso Vineyard Coho	Contoso Vineyard Coho Southridge Monitor 55 LCD	\$39,000	20	Tuesday, February 23, 2016
Angela Miah	Contoso Vineyard Coho	Contoso Vineyard Coho Southridge Monitor 55 LCD	\$29,000	10	Monday, February 29, 2016
Angela Miah	Contoso Vineyard Humongous Co...	Contoso Vineyard Humongous Coffee Southridge Mo...	\$27,320	100	Friday, March 18, 2016
Angela Miah	Cox's Bazar Furniture and Home F...	Cox's Bazar Furniture and Home Furnishings Fabrikam...	\$19,000	90	Monday, January 25, 2016
Angela Miah	Cox's Bazar Furniture and Home F...	Cox's Bazar Furniture and Home Furnishings Fabrikam...	\$75,000	10	Tuesday, February 23, 2016
Angela Miah	Cox's Bazar Furniture and Home F...	Cox's Bazar Furniture and Home Furnishings Fabrikam...	\$75,000	40	Tuesday, March 01, 2016
Angela Miah	Cox's Bazar Furniture and Home F...	Cox's Bazar Furniture and Home Furnishings Fabrikam...	\$141,000	60	Sunday, March 06, 2016
Angela Miah	Cox's Bazar Furniture and Home F...	Cox's Bazar Furniture and Home Furnishings Fabrikam...	\$62,000	80	Friday, March 18, 2016



Justyna Lucznik

Mohammad Ali

Yasin Shtiui

Sales Performance

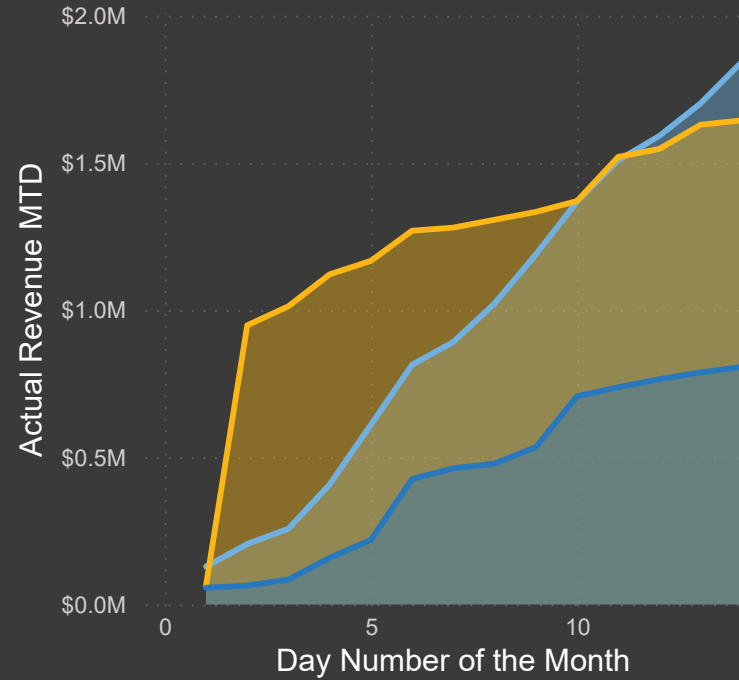
Month to Date

Quarter to

Year to Date

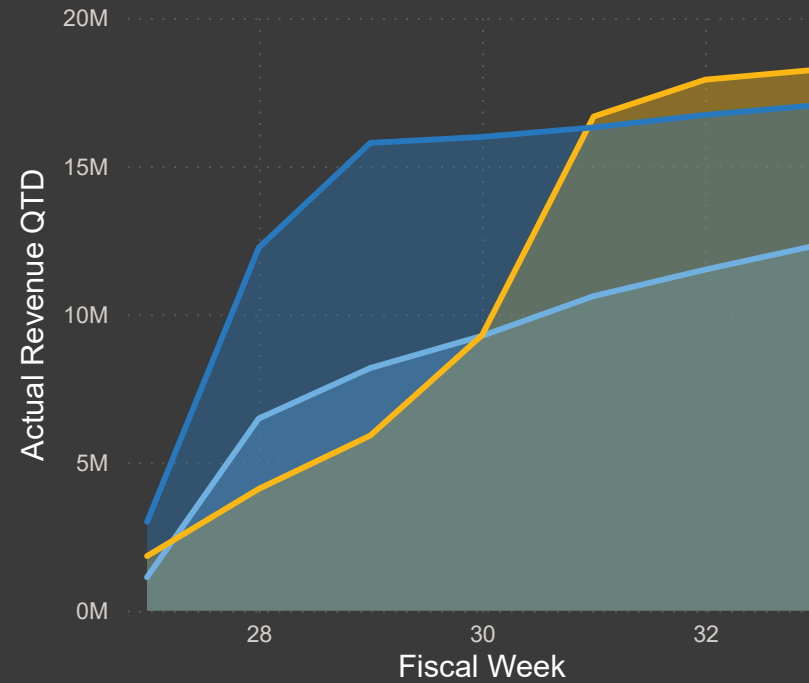
MTD Actual Revenue By Week

Fiscal Year ● 2014 ● 2015 ● 2016



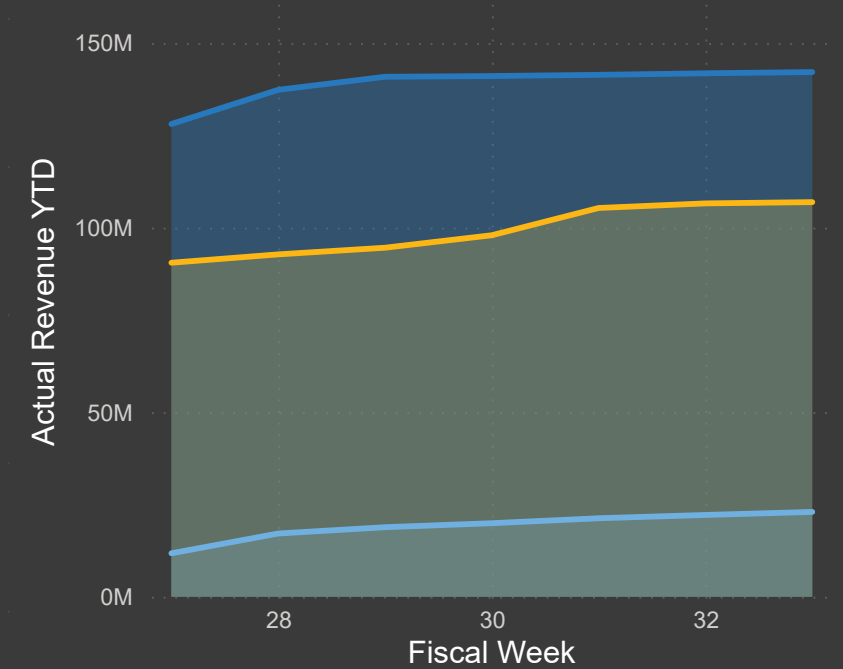
QTD Actual Revenue By Week

Fiscal Year ● 2014 ● 2015 ● 2016



YTD Actual Revenue By Week

Fiscal Year ● 2014 ● 2015 ● 2016





FY16 Q1

FY16 Q2

FY16 Q3

FY16 Q4

July

August

September

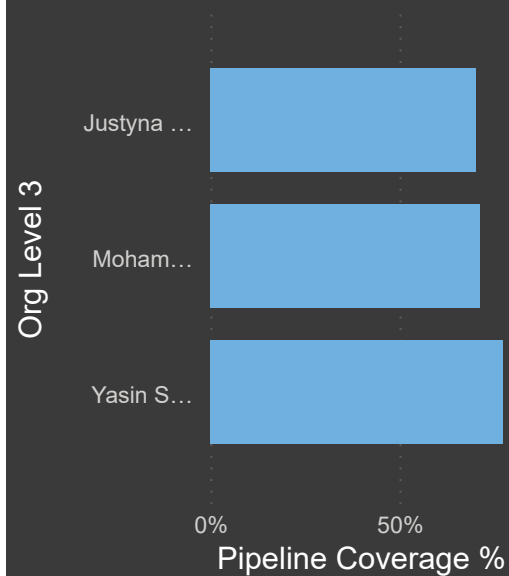
October

November

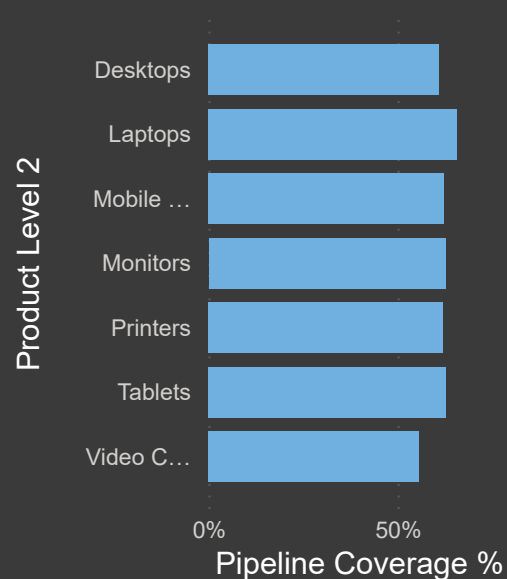


Pipeline

Pipeline Coverage by Owner



Pipeline Coverage by Product



Opportunity Name	Account Name	Close Probab
Ace Advanced Proseware Mobile 1520	Ace Advanced	
ActiveWear Designs Inc Southridge Monitor 55 LCD	ActiveWear Designs Inc	
Adelaide Council	Adelaide Council	
Adelaide Forestry and Logging Proseware Mobile 1520	Adelaide Forestry and Logging	
Adelaide Manufacturing Southridge Monitor 55 LCD	Adelaide Manufacturing	
Adelaide Pipeline Transportation Proseware Monitor LCD19	Adelaide Pipeline Transportation	
Adelaide Pipeline Transportation Southridge Monitor 55 LCD	Adelaide Pipeline Transportation	

Estimated Value by Sales Stage

1-Qualify

\$41M

10

20

30

40

50

60

70

80

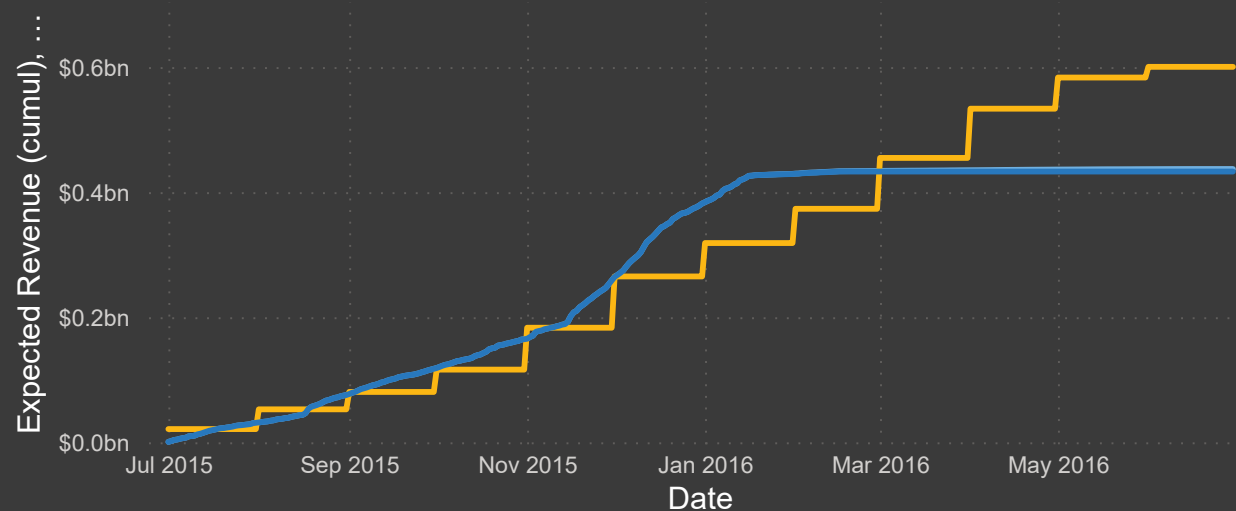
90

100

10

Cumulative Sales and Cumulative Expected Revenue Vs. Quota

Expected Revenue (cumul) Quota (Cumul) Actual Revenue (cumul)





FY16 Q2

July

August

September

October

November

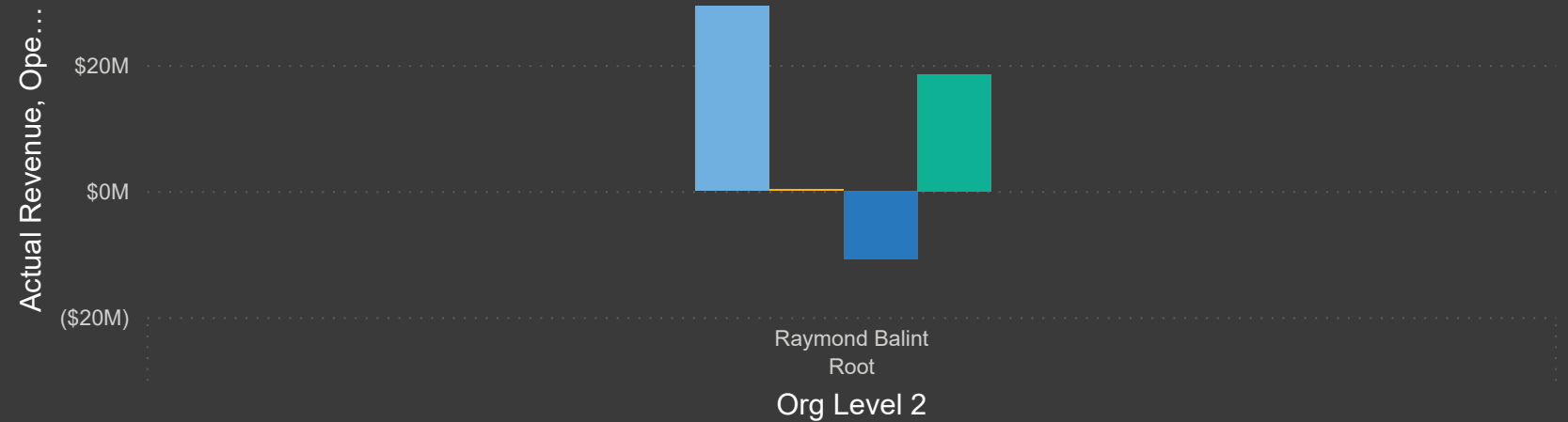


Owners

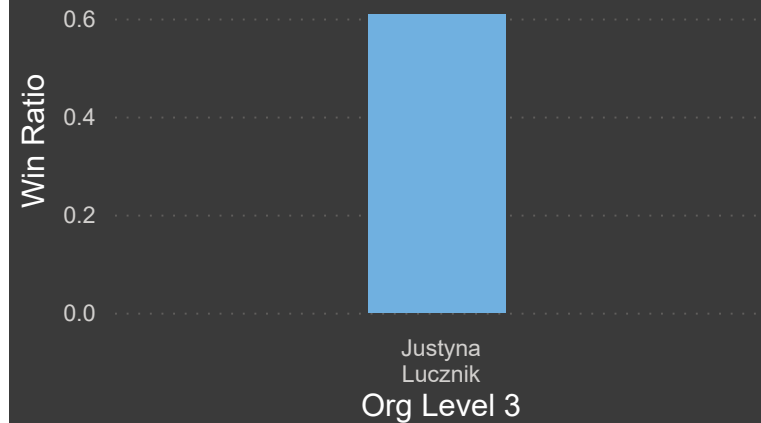
- ☐ Yasin Shtiui
- ☐ Mohammad Ali
- ☒ Justyna Lucznik

Actual Revenue, Open Revenue (cumul), Pipeline Gap and Quota by Org Level 1 and Org Level 2

Actual Revenue Open Revenue (cumul) Pipeline Gap Quota

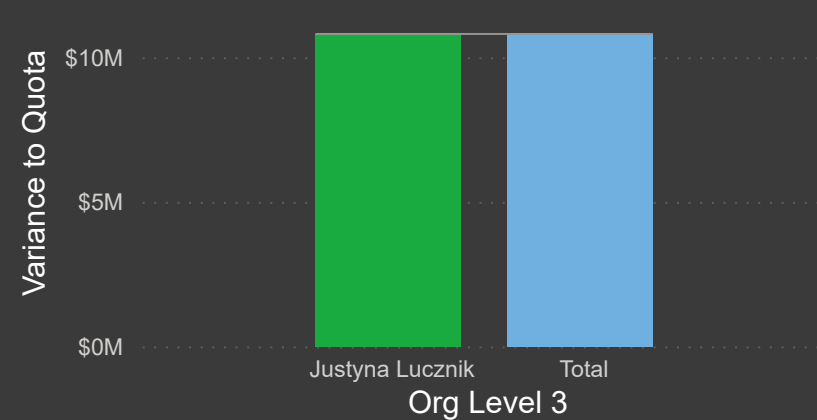


Win Ratio by Owner

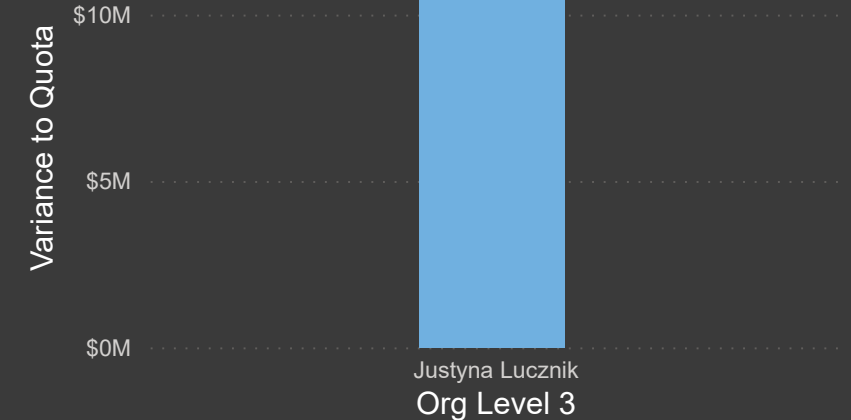


Variance to Quota by Owner (\$)

Increase Decrease Total



Variance to Quota by Owner (%)





FY16 Q1

FY16 Q2

FY16 Q3

FY16 Q4

July

August

September

October

November

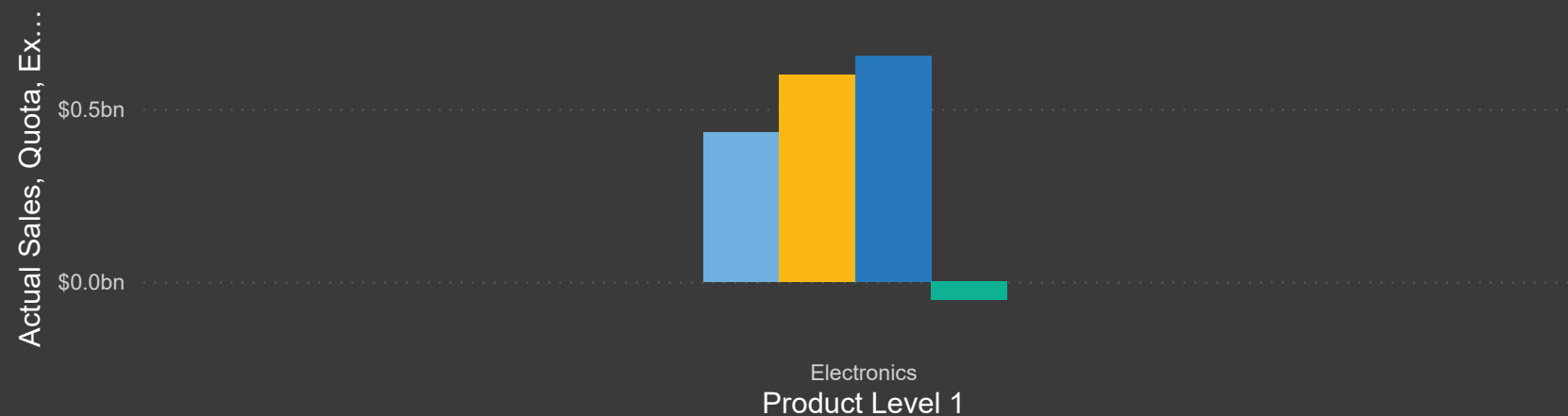


Products

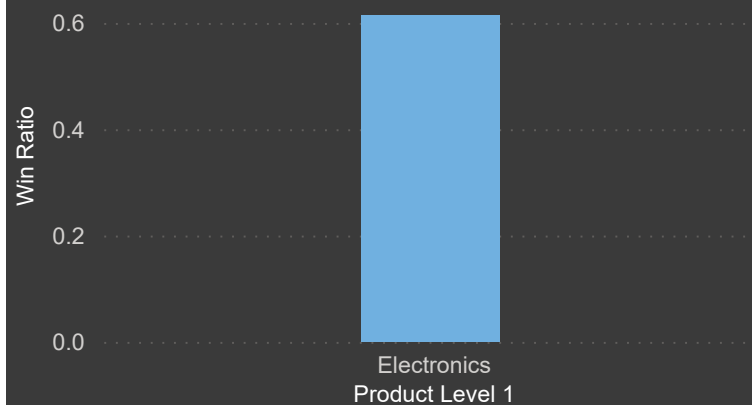
- ☐ Select all
- ☒ Electronics

Actual Sales, Quota, Expected Revenue and Pipeline Gap by Product Level 1

Actual Sales Quota Expected Revenue Pipeline Gap

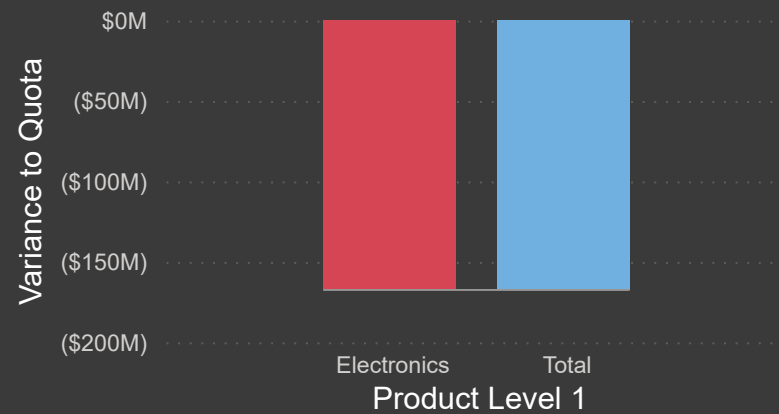


Win Ratio by Product



Variance to Quota by Product (\$)

Increase Decrease Total



Variance to Quota By Product (%)

