

SALES

Sales Overview

100%

733.95K

608.47K

484.25K

470.53K

64.1%

Overview

Trends

Overview

Win/Loss Overview

Industries Overview

Revenue won

Sum of Sales and Sales count PM by Year

519.4

2014

2013

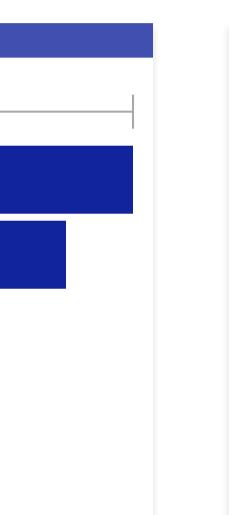
2011

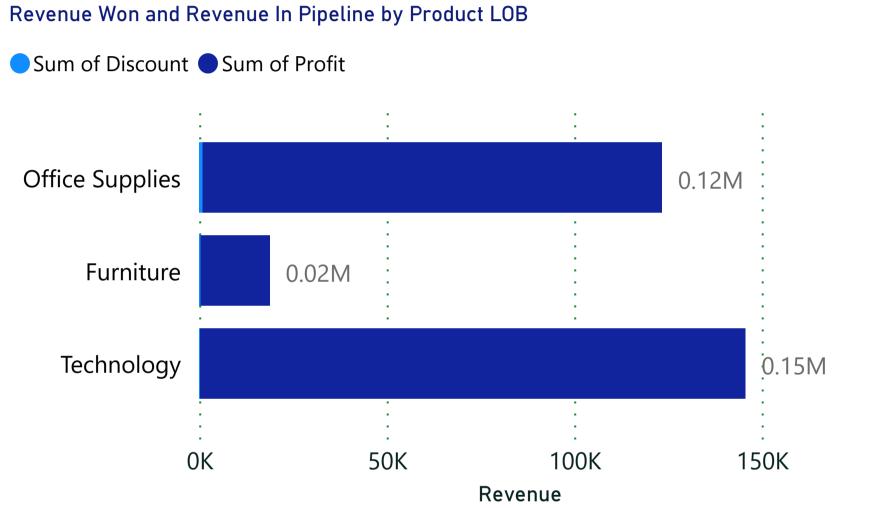
2012

Qualified Pipeline

93.51K

Total 733.95K







733.95K

Goal: 643.47K (+14.06%)

Profit by Year

93.51K

Goal: 2842 (+3190.2%)

Count of State by Sub-Category

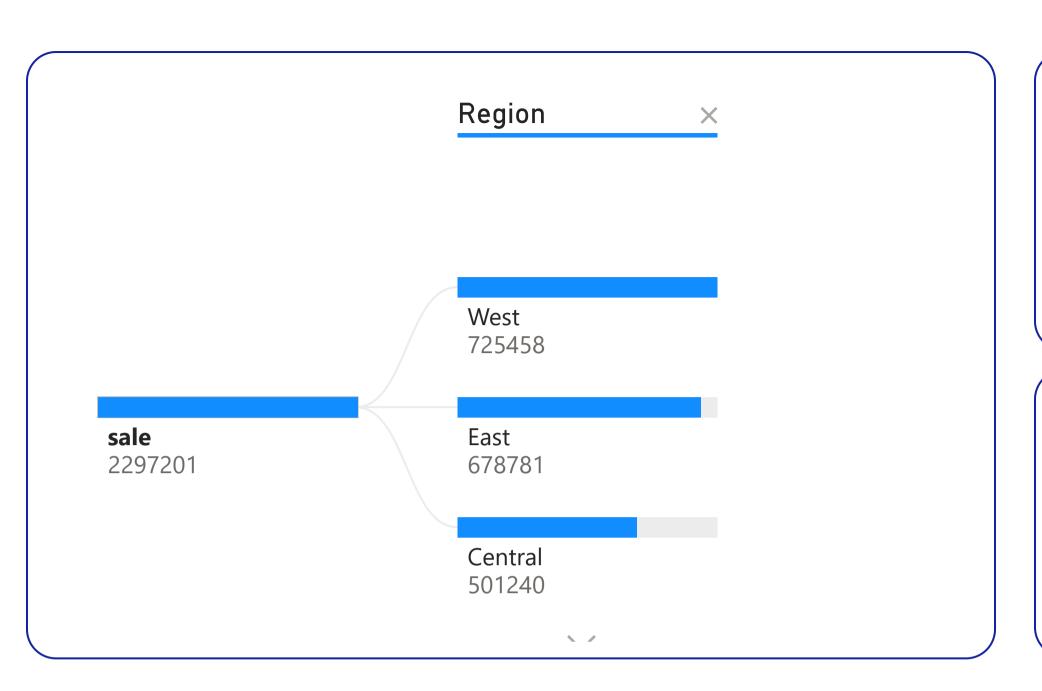
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Binders	Phones	Storage		Art			
Paper	Accessories		Labels Tab		Tab		
	Chairs Appliances		Enve	vel			
Furnishings			Bookc				
			Fasten				

Forecast by Territory

Discount	First Class	Same Day	Second Class	Standard Class	Total
0.00	145864	52101	238067	651875	1087908
0.10	11417	2719	10607	29626	54369
0.15	7814	1436	4354	13954	27559
0.20	138182	49310	141893	435210	764594
0.30	16643	6862	22397	57325	103227
0.32	2508		4981	7004	14493
0.40	12205	6125	25336	72751	116418
0.45	_		174	5311	5485
n 5n Total	351428	2000 128363	3686 459194	43284 1358216	58919 2297201



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Furniture

First Category



