



Report Summary

6

Count of Product

90

of Customers

15

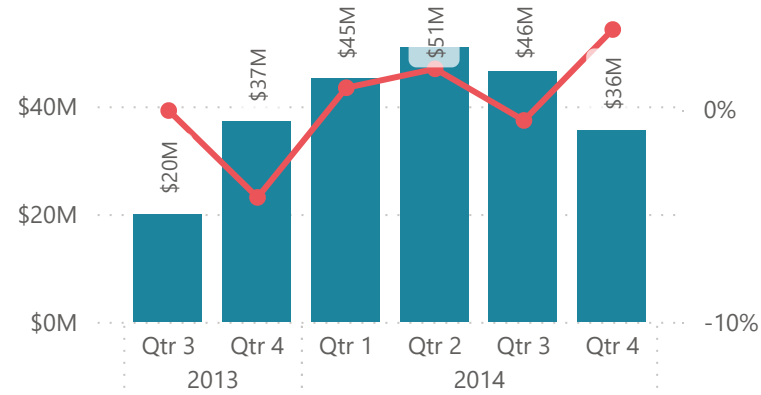
Count of Industry

37

Count of BU

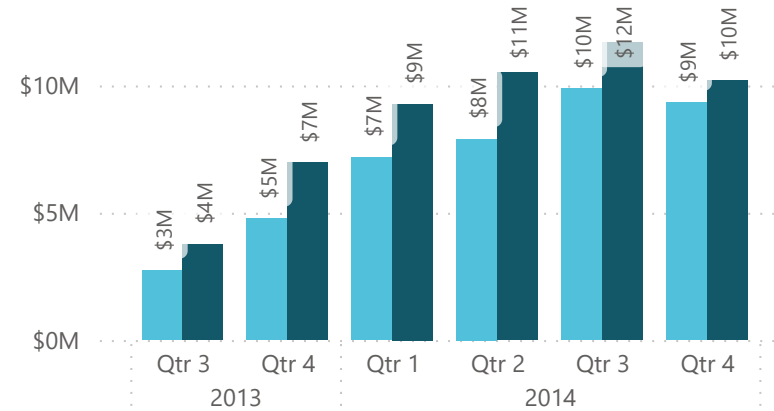
Actual Revenue & Revenue Variance

● Total Revenue ● Revenue Var % to Budget



Gross Margin by Time

Scenario ● Actual ● Budget



\$235M

Total Revenue

\$141M

Total COGS

\$94M

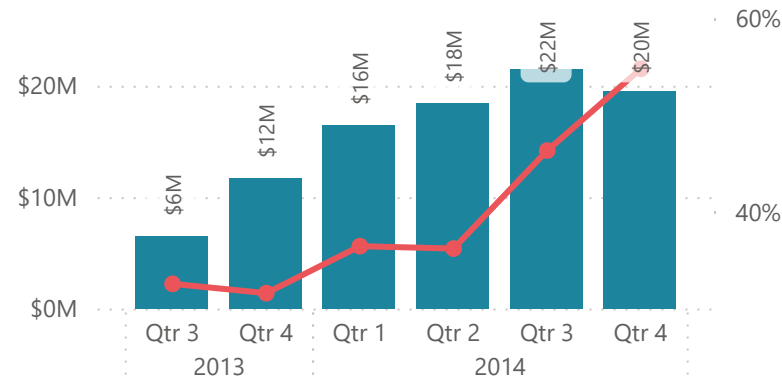
Gross Margin

40.0%

GM%

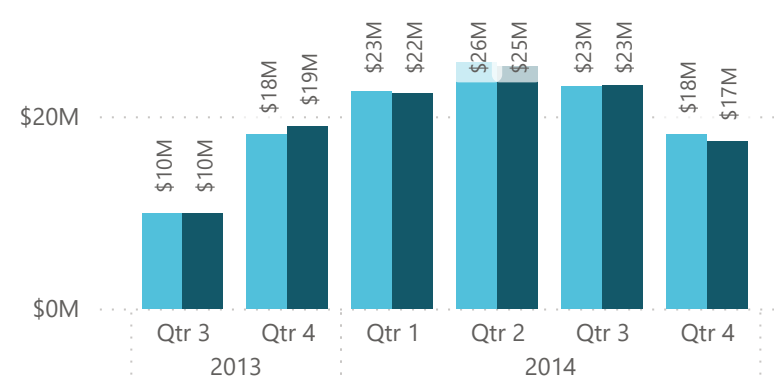
Gross Margin and Total Revenue

● Gross Margin ● GM%



Total Revenue

Scenario ● Actual ● Budget



| Year | Revenue | Total COGS | Gross Margin | GM% |
|-------|---------------|---------------|--------------|-------|
| 2013 | \$57,120,403 | \$38,884,027 | \$18,236,376 | 31.9% |
| Qtr 3 | \$19,950,482 | \$13,455,970 | \$6,494,513 | 32.6% |
| Qtr 4 | \$37,169,921 | \$25,428,057 | \$11,741,864 | 31.6% |
| 2014 | \$178,088,596 | \$102,161,832 | \$75,926,764 | 42.6% |
| Qtr 1 | \$45,135,992 | \$28,682,829 | \$16,453,163 | 36.5% |
| Qtr 2 | \$50,871,759 | \$32,454,903 | \$18,416,856 | 36.2% |
| Qtr 3 | \$46,495,069 | \$24,945,592 | \$21,549,477 | 46.3% |
| Qtr 4 | \$35,585,775 | \$16,078,508 | \$19,507,267 | 54.8% |
| Total | \$235,208,999 | \$141,045,859 | \$94,163,140 | 40.0% |



Actual vs Budget Analysis

Year:

All

\$235M

Total Revenue

\$141M

Total COGS

\$94M

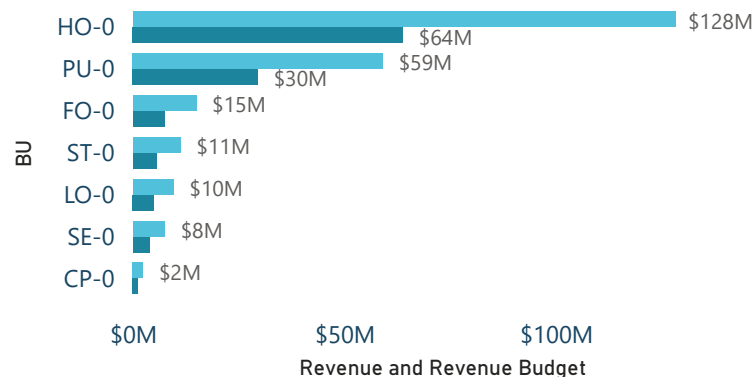
Gross Margin

40.0%

GM%

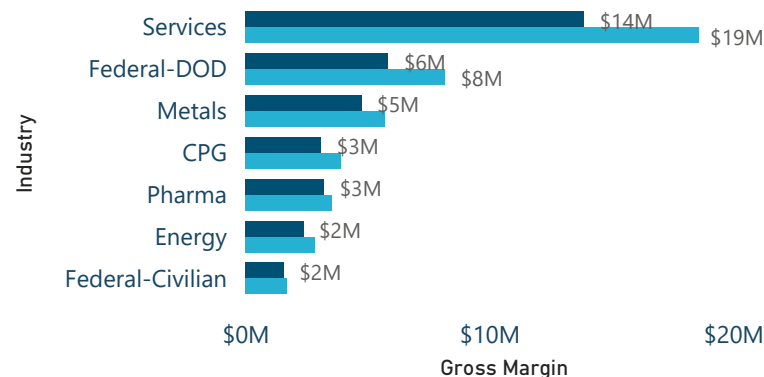
Revenue and Revenue Budget by BU

● Revenue ● Revenue Budget



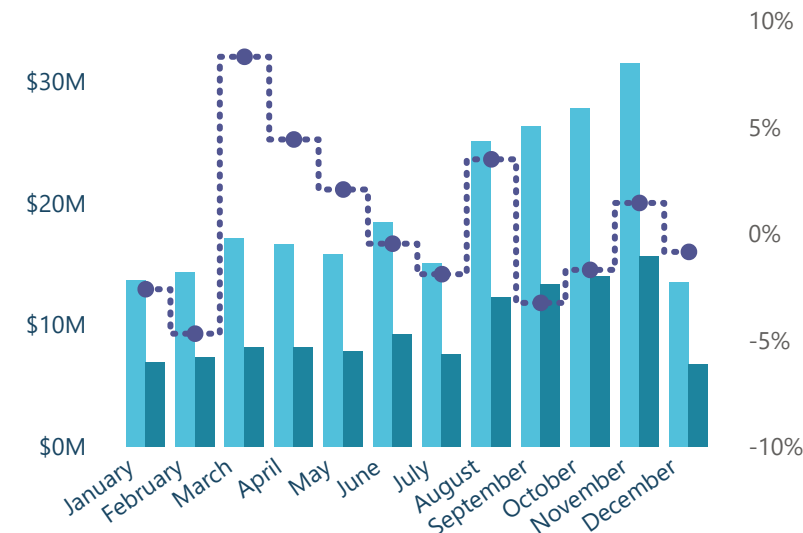
Gross Margin by Industry and Scenario

Scenario ● Actual ● Budget



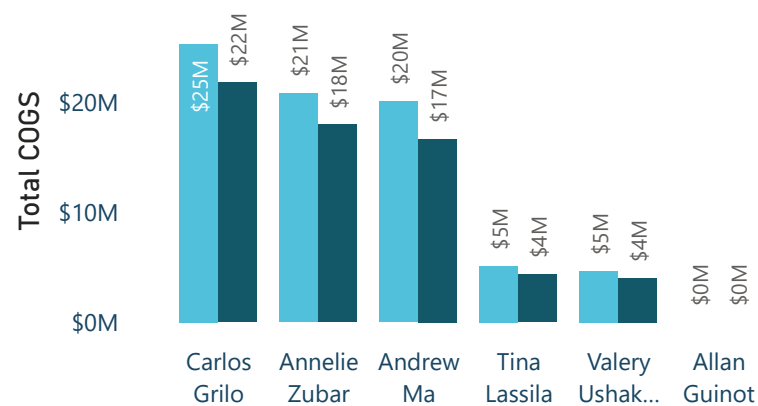
Actual, Budget and Rev Var % to Bud by Month

● Revenue ● Revenue Budget - - ● Revenue Var % to Budget



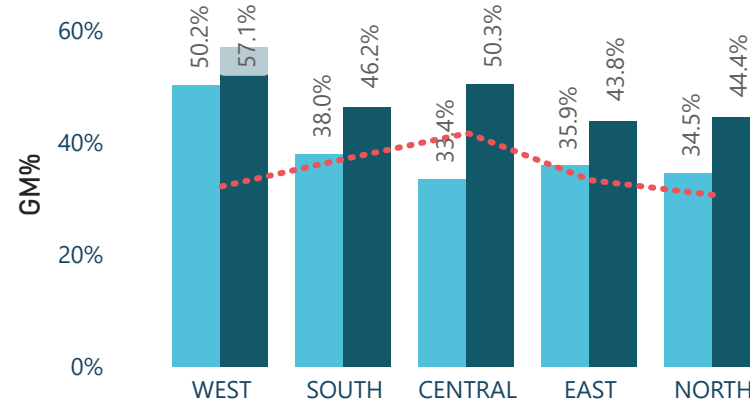
Total COGS by Name and Scenario

Scenario ● Actual ● Budget



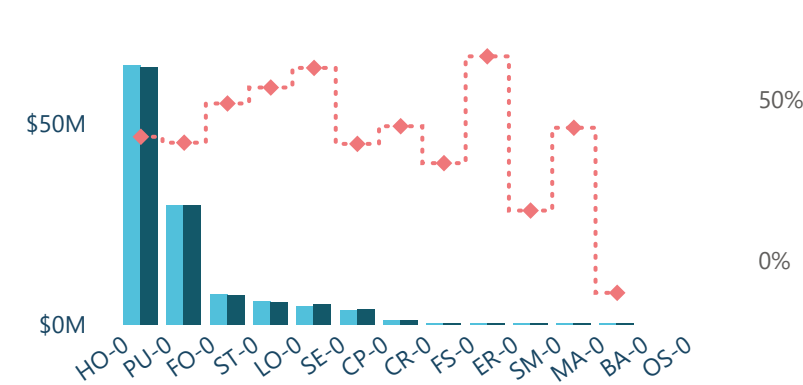
GM% and GM% SPLY by Region and Scenario

Scenario ● Actual ● Budget ● GM% SPLY



Total Revenue and GM% by BU and Scenario

Scenario ● Actual ● Budget - - ● GM%



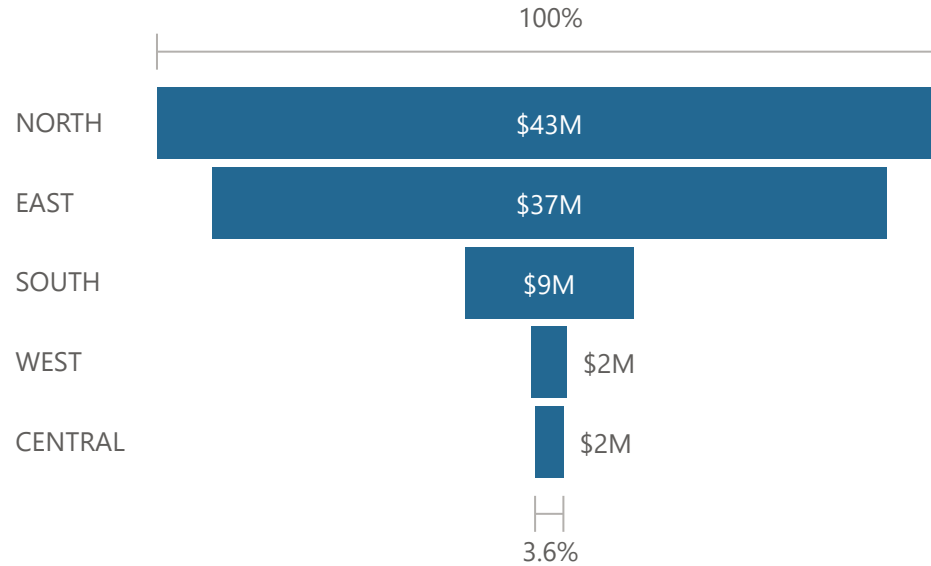


Industry Margin Analysis

Industry

- ☐ CPG
- ☐ Distribution
- ☐ Energy
- ☐ Federal-Civilian
- ☐ Federal-DOD
- ☐ High Tech
- ☐ Industrial
- ☐ Metals
- ☐ Oil & Gas
- ☐ Paper
- ☐ Pharma
- ☐ Retail
- ☐ Services
- ☐ Telecom
- ☐ Transportation

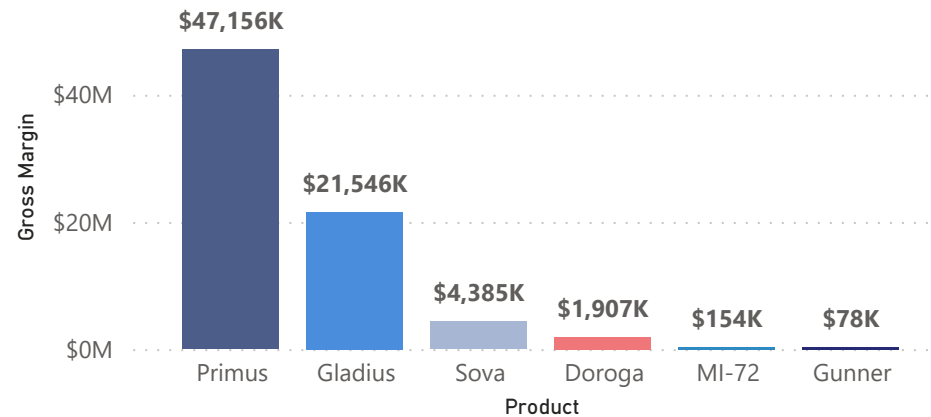
Gross Margin by Region



Gross Margin by Product

Product

- ☐ Doroga
- ☐ Gladius
- ☐ Gunner
- ☐ MI-72
- ☐ Primus
- ☐ Sova



RevenueTY Status

90

of Customers

15

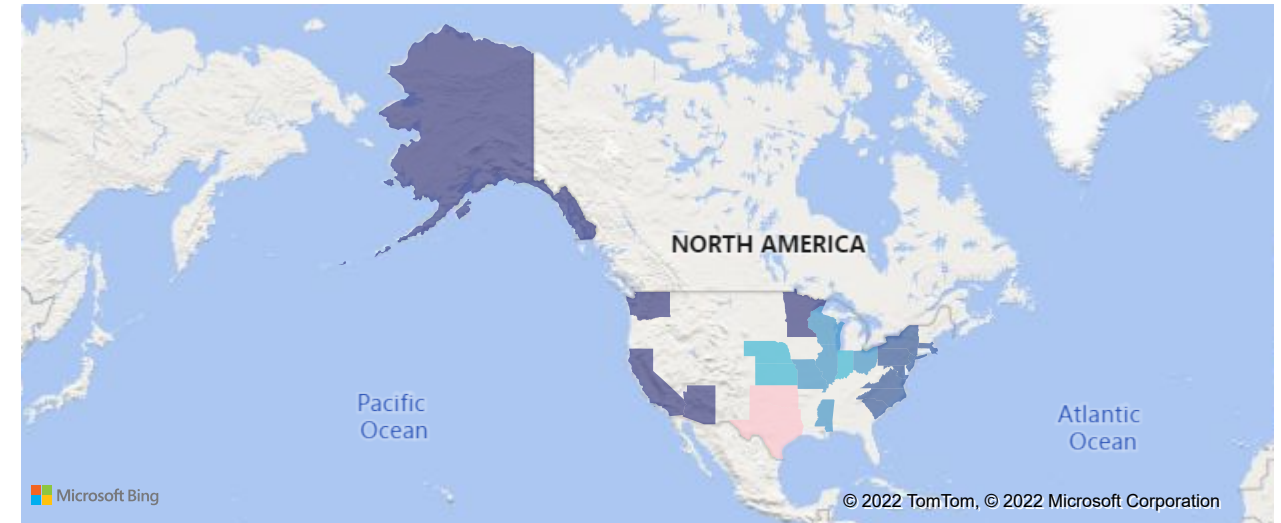
Count of Industry

40.0%

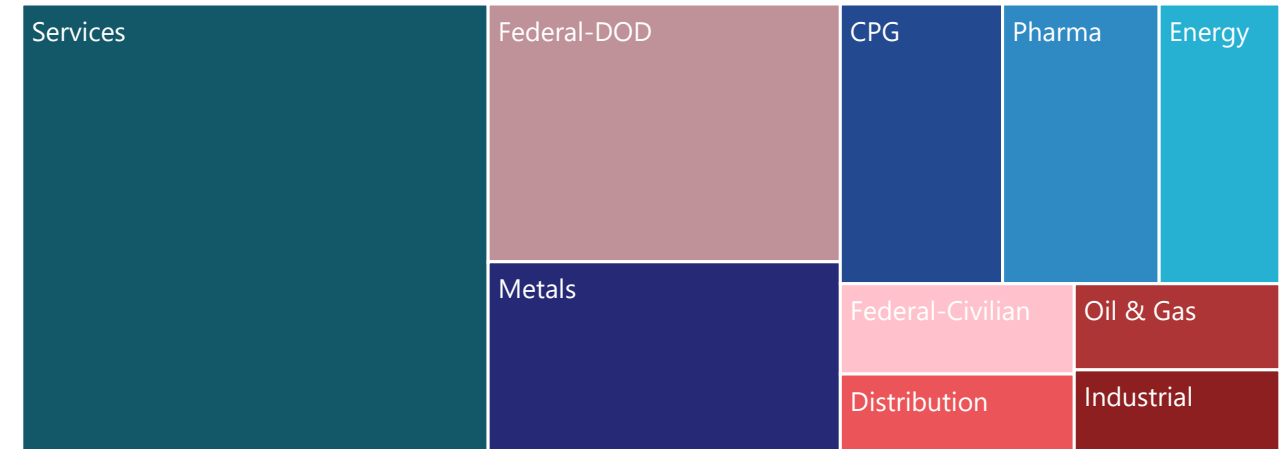
GM%

Gross Margin by State and Region

Region ● CENTRAL ● EAST ● NORTH ● SOUTH ● WEST



Gross Margin by Industry (Top 10)





Customer Profitability Analysis

90
of Customers

40.0%
GM%

\$235M
Total Revenue

Select Customer
All

Product
All

Scenario
All

Year, Quarter, Month
All

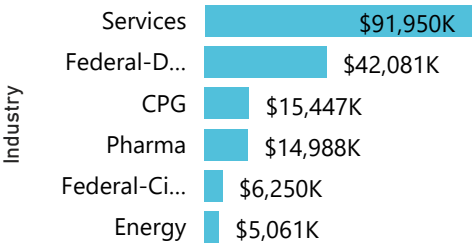
Region
All

Industry
All

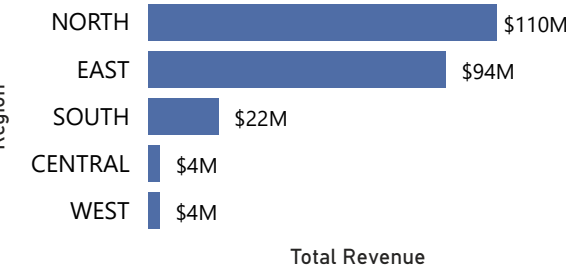
State
All

| BU | GM% | GM% SPLY | YoY GM Growth | YoY GM %Var |
|--------------------|--------|----------|---------------|-------------|
| FS-0 | 63.2% | | | 63.25% |
| Bueno Gallo Inc | 97.8% | | | 97.83% |
| Present Networks | 60.0% | | | 59.96% |
| LO-0 | 59.7% | 54.9% | 174.6% | 4.79% |
| Creek and Company | 100.0% | | | 100.00% |
| Scoila Inc | 79.4% | | | 79.42% |
| Venkman Co | 52.4% | 54.9% | 28.7% | -2.42% |
| Wernham Hogg | 37.6% | | | 37.64% |
| PacWaters Drifting | 22.9% | | | 22.88% |
| ST-0 | 55.7% | 56.9% | 598.9% | -1.28% |
| CAKS | 90.3% | | | 90.30% |
| Venkman Co | 82.3% | | | 82.27% |
| Total | 40.1% | 31.9% | 414.9% | 8.14% |

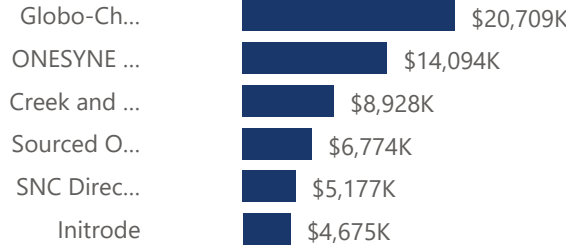
How Much Total Revenue BY Industry



How Much Total Revenue by Region



Gross Margin by Name



GM% by State and Name

