

FY21 BUSINESS SCORECARD

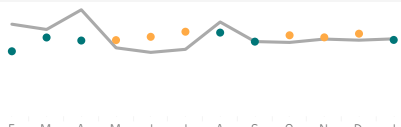
Region
Company

Quarter
YTD FY21

GOAL ATTAINMENT

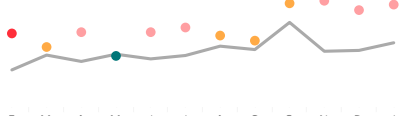
0%-25% 26%-50% 51%-75% 76%-99% 100%

PIPELINE GENERATED



Actuals	FY 21 Goal to Date	Tracking KPI %
\$9.37M	\$9.16M	102.29%

NEW LOGOS



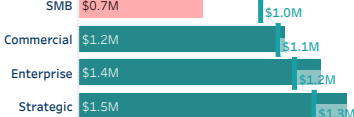
Actuals	FY 21 Goal to Date	Tracking KPI %
1,566	2,260	69.29%

NEW CUSTOMER ARR



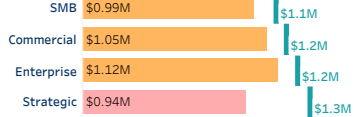
Actuals	FY 21 Goal to Date	Tracking KPI %
\$3.62M	\$4.45M	81.16%

EXPANSION ARR



Actuals	FY 21 Goal to Date	Tracking KPI %
\$4.72M	\$4.67M	101.00%

RENEWAL ARR



Actuals	FY 21 Goal to Date	Tracking KPI %
\$4.10M	\$4.82M	85.16%