

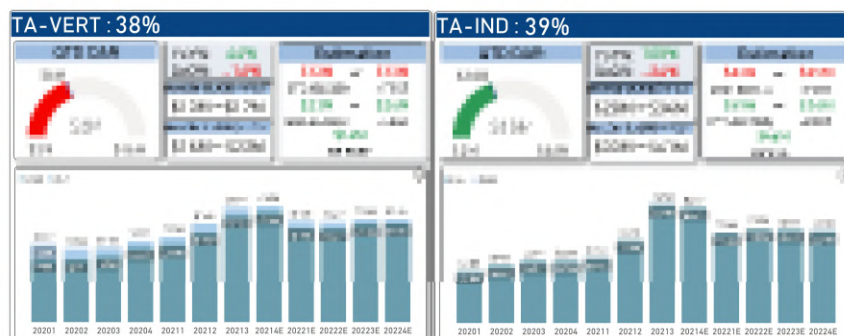
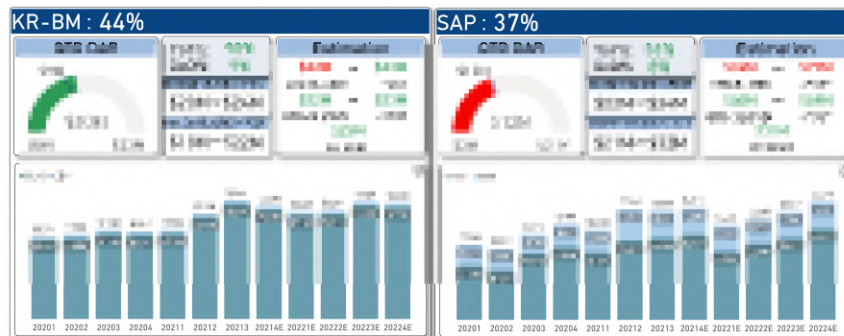
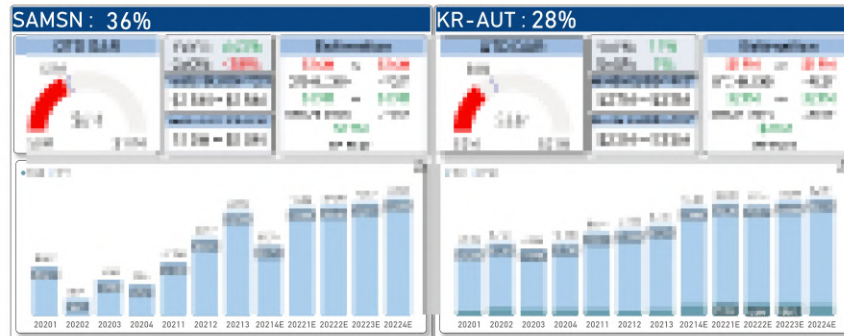
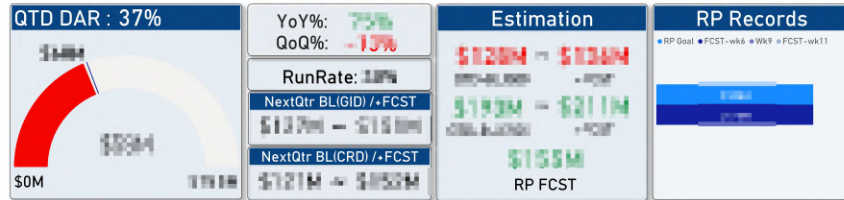
Welcome!
Please select a dashboard:

Management Dashboard

Opportunity & Pipeline Dashboard

Sales Dashboard

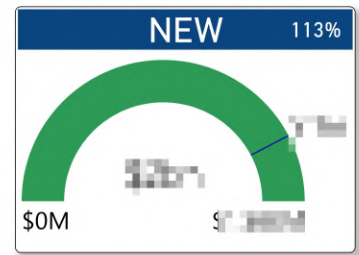
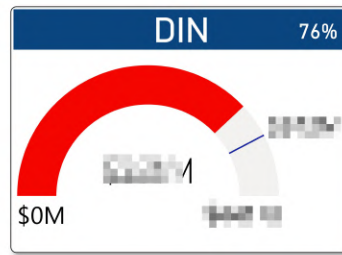
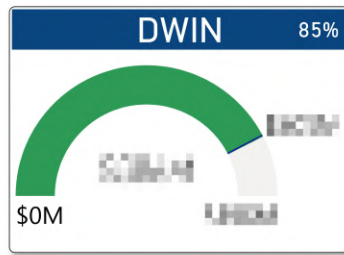
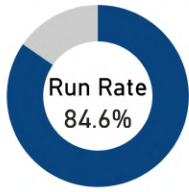
Channel Dashboard



APR Channel POS



Lost info contains only **direct** opps across all dashboards



Lost YTD

Select all
ACPTG+MMPTG
OTHS

SOP21 Begin

Conv. Rate

DWIN YTD

Current Open PAV

\$7.935M

DWIN Est.

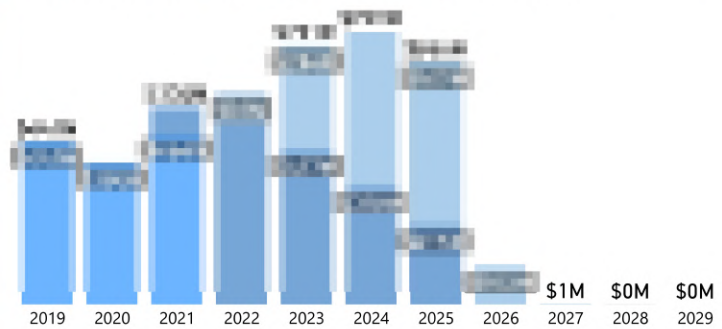
\$3330M

Current SOP FY21

\$147M

PRT+ View

Historical Revenue Recurring Revenue Expected Revenue



← CHANNEL

SALES

SEGMENT →

SAMSN

DWIN Est.

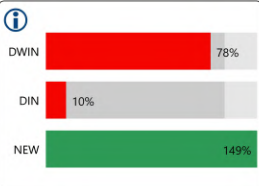
\$4.1M

Current SOP FY21

\$1.7M

Lost YTD Conv. Rate

\$1.3M 18%



KR-AUT

DWIN Est.

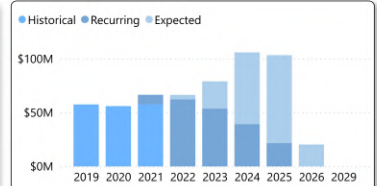
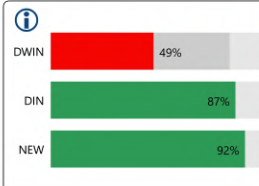
\$2.5M

Current SOP FY21

\$4M

Lost YTD Conv. Rate

\$1.4M 35%



KR-BM

DWIN Est.

\$5.0M

Current SOP FY21

\$4M

Lost YTD Conv. Rate

\$1.8M 36%



SAP

DWIN Est.

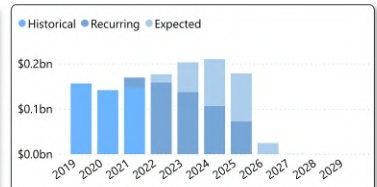
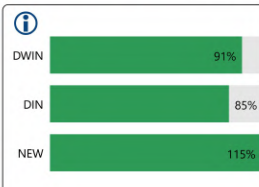
\$4.4M

Current SOP FY21

\$1.5M

Lost YTD Conv. Rate

\$2.7M 34%



TA-VERT

DWIN Est.

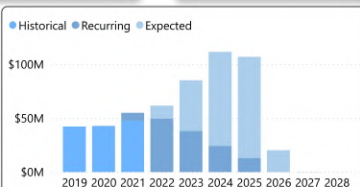
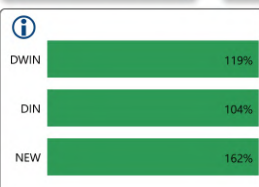
\$4.8M

Current SOP FY21

\$4M

Lost YTD Conv. Rate

\$1.8M 35%



TA-IND

DWIN Est.

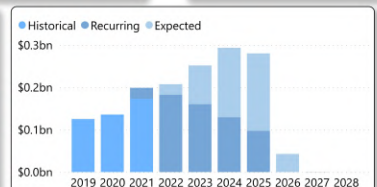
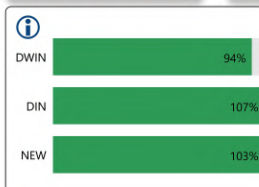
\$4.8M

Current SOP FY21

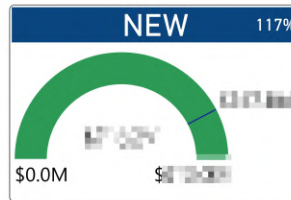
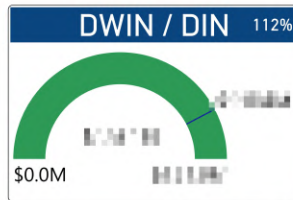
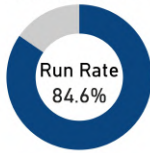
\$1.1M

Lost YTD Conv. Rate

\$2.2M 23%



Lost info contains only **direct** opps across all dashboards

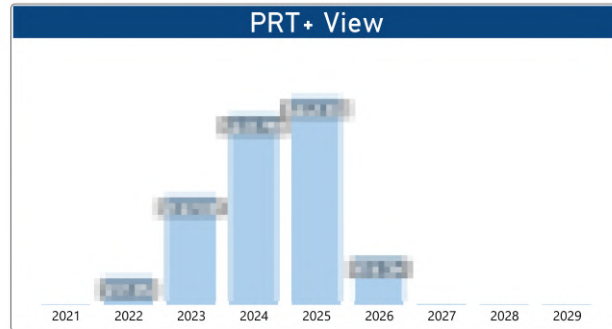


- ☐ Select all
- ☒ ANGWL
- ☒ ANSTEK
- ☒ ARROW
- ☒ EXCELPOINT
- ☒ MACNICA
- ☒ MORRIHAN
- ☒ SHEENBANG

- ☒ Select all
- ☒ ACPTG-MMPTG
- ☒ OTHERS

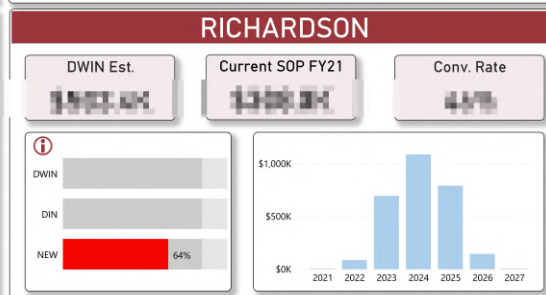
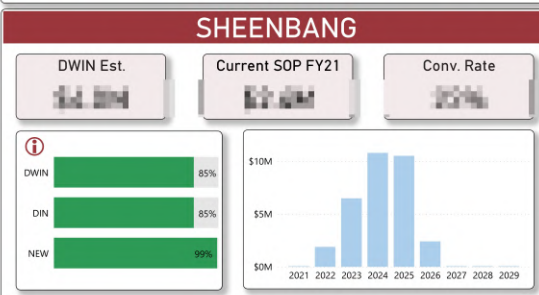
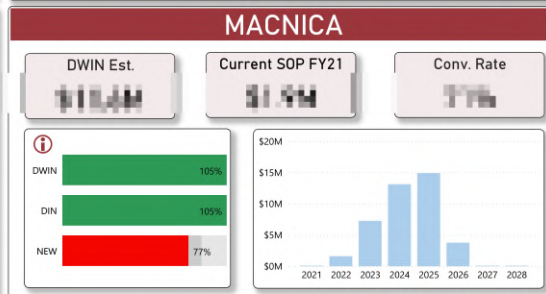
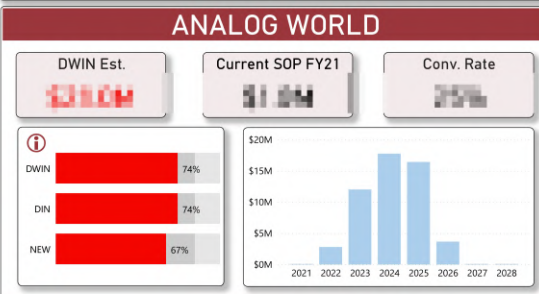
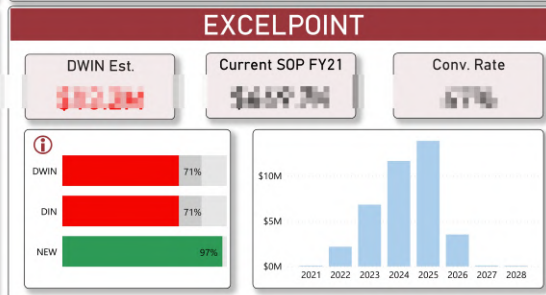
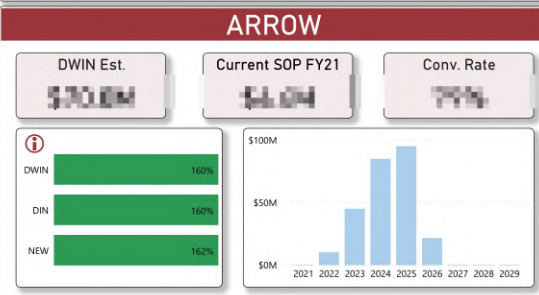
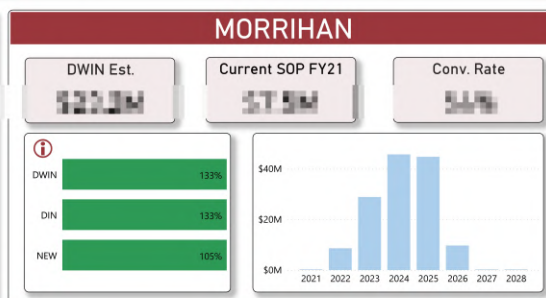
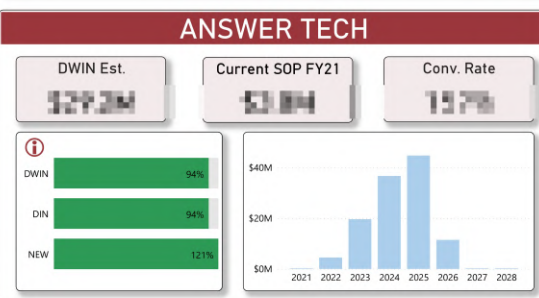
SOP21 Begin
\$100M
Conv. Rate
85%
DWIN YTD
\$100M

Current Open PAV
\$1.9M
DWIN Est.
\$172.7M
Current SOP FY21
\$101.4M

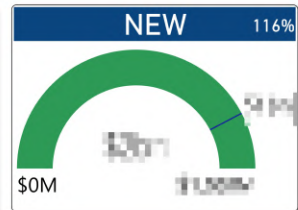
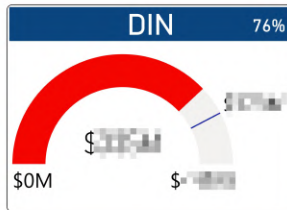
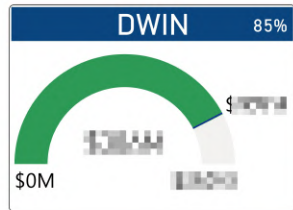
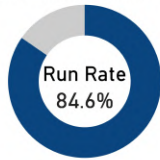


← SALES CHANNEL SEGMENT →

Region						
Select all	-	AL	AS	IN	KR	TA



Lost info contains only **direct** opps across all dashboards



Lost YTD
\$499M

SOP21 Begin
\$1.2B
Conv. Rate
85%
DWIN YTD
\$1.0B

Current Open PAV

\$1.32B

DWIN Est.

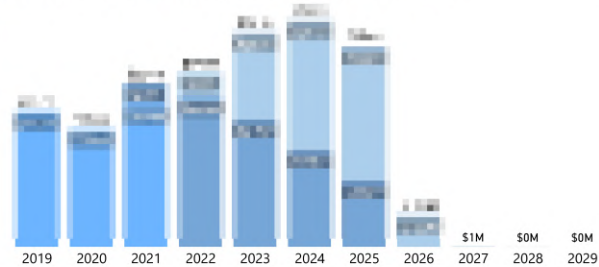
\$333M

Current SOP FY21

\$101M

PRT+ View

Historical Revenue Recurring Revenue Expected Revenue



← CHANNEL

SEGMENT

SALES →

AEG

DWIN Est.

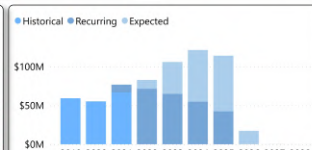
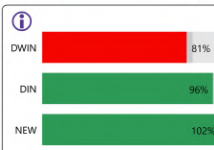
\$33M

Current SOP FY21

\$3M

Lost YTD Conv. Rate

\$499M 85%



ASD

DWIN Est.

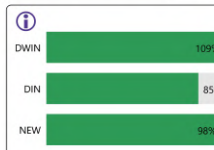
\$32M

Current SOP FY21

\$4M

Lost YTD Conv. Rate

\$499M 85%



AUT

DWIN Est.

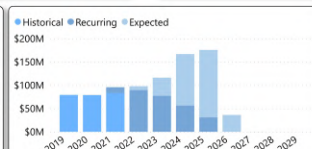
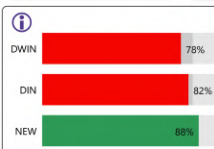
\$33M

Current SOP FY21

\$11M

Lost YTD Conv. Rate

\$499M 85%



COM

DWIN Est.

\$100M

Current SOP FY21

\$10M

Lost YTD Conv. Rate

\$499M 85%



CON

DWIN Est.

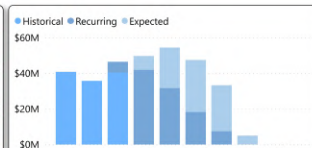
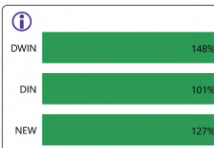
\$20M

Current SOP FY21

\$7M

Lost YTD Conv. Rate

\$499M 85%



DHC

DWIN Est.

\$18M

Current SOP FY21

\$3M

Lost YTD Conv. Rate

\$499M 85%



INS

DWIN Est.

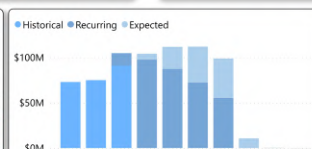
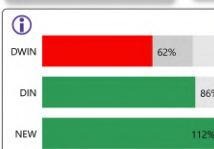
\$40M

Current SOP FY21

\$10M

Lost YTD Conv. Rate

\$499M 85%



RunRate: 38%

POS

Registration

DAR

Region (DAR Territory : AP)

AL AS IN KR TA

Disti (OTHR: Disti outside of AP)

All

Coverage

☐ A
 ☐ C

QTD DAR : 39.6%



DAR/POS%

48.3%

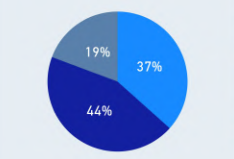
DAR Est on Monday

\$7.9M

FFILLMENT CREATION BOOK



A C F



4Qtr Rolling Total Cust

12,118

ECBL(GID)

\$49.7M

ECBL(CRD)

\$108.2M

PUR

Region (Disti Territory : AP)

AL AS IN KR TA

Disti

All

QTD POS : 39%



POS Value

\$72.6M

Disty GP%

7.3%

POS on Monday

\$7.3M

Estimation

\$176.9M

90 Days ECBL

\$126.4M

CRD

\$268.6M

YoY%: 40%

QoQ%: -10%

Shipment ShipmentE Book13 Value



FCST

FIRM

ECBL on Monday

Category	1_DLQ		2_EQQ		3_EONQ		4_BEYOND		Total	
Region_ecbl	BL\$(CRD)	BL\$(GID)	BL\$(CRD)	BL\$(GID)	BL\$(CRD)	BL\$(GID)	BL\$(CRD)	BL\$(GID)	BL\$(CRD)	BL\$(GID)
AL	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ARROW AU/NZ	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT AUSTR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
AS	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ARROW APR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
CYTECH/AP	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
IN	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ARROW INDIA	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
CYTECH/AP	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT INDIA	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
KR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ANALOG WORLD	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ARROW APR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
SHEENBANG/KR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
TA	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ANSWER TECH	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
ARROW APR	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
MORRIHAN	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
Total	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7

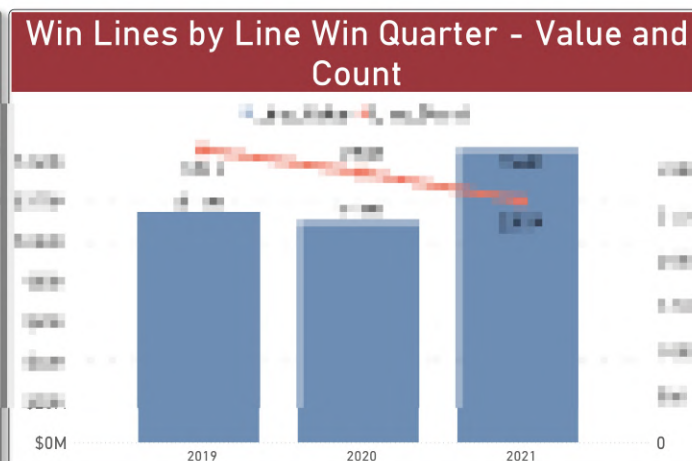
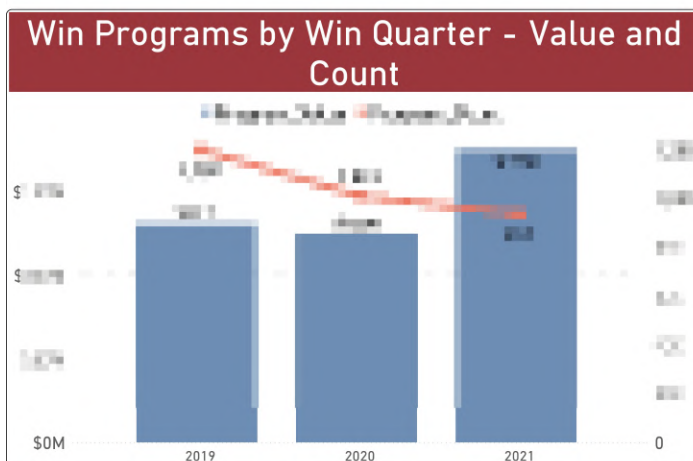
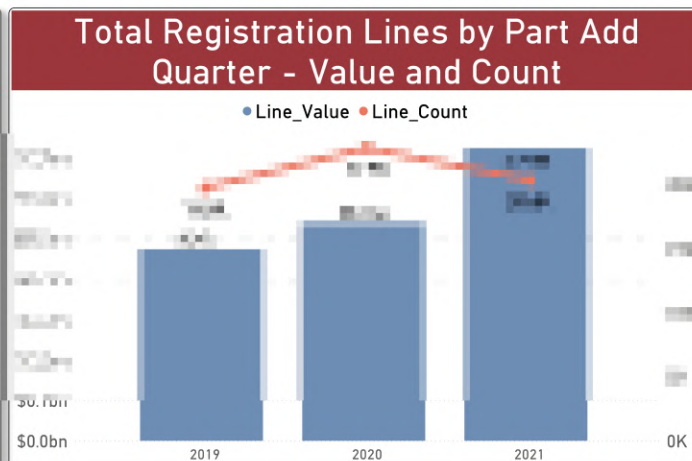
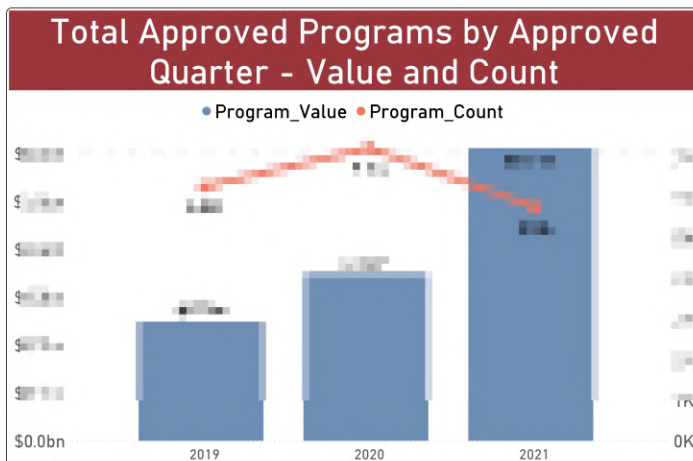
POS Estimate

Branch Reg	PQ	QTD	QoQ%	PY	YTD	YoY%	RP Goal	CurrQtr ECBL(excl FCST)	QTD-ECBL (excl FCST)	Variance (excl FCST)	QTD-ECBL (incl FCST)	Variance (incl FCST)
AL	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ARROW	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
AS	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ARROW	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
MACNICA	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
IN	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ARROW	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
EXCELPONT	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
MACNICA	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
KR	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ANGWLD	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ARROW	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
SHEENBANG	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
TA	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ANSTEK	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
ARROW	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
MORRIHAN	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7
Total	10.7	10.7	-20%	10.7	10.7	-10%	10.7	10.7	10.7	10.7	10.7	10.7

← POS

Registration

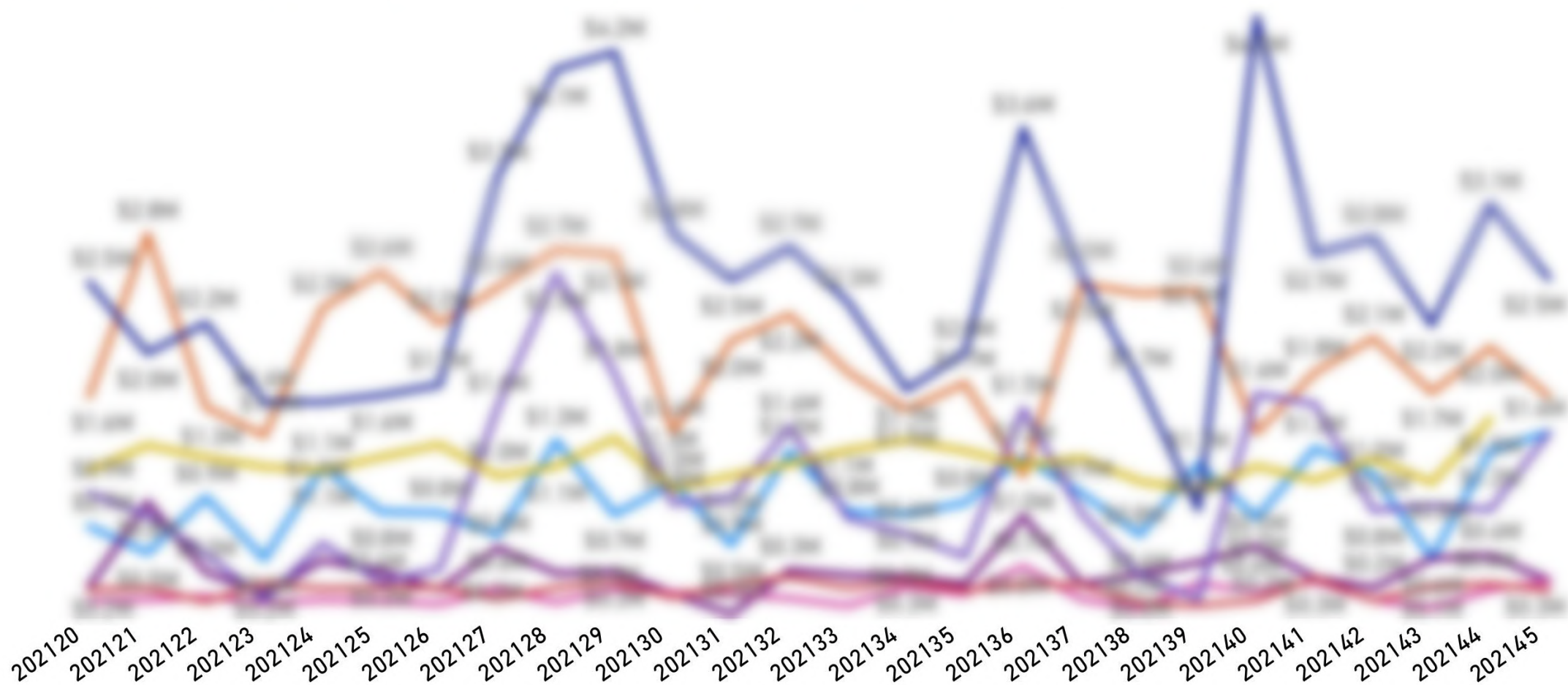
Region			Disti Parent	Coverage		Acct Type	Segment	BU	T2A	Program Start	CIC/CAC
AL	IN	TA	All	<input checked="" type="checkbox"/> ADI Covered	<input checked="" type="checkbox"/> Distribution Covered	<input type="checkbox"/> Select all	All	All	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes
AS	KR					<input type="checkbox"/> Blank					
						<input type="checkbox"/> E					



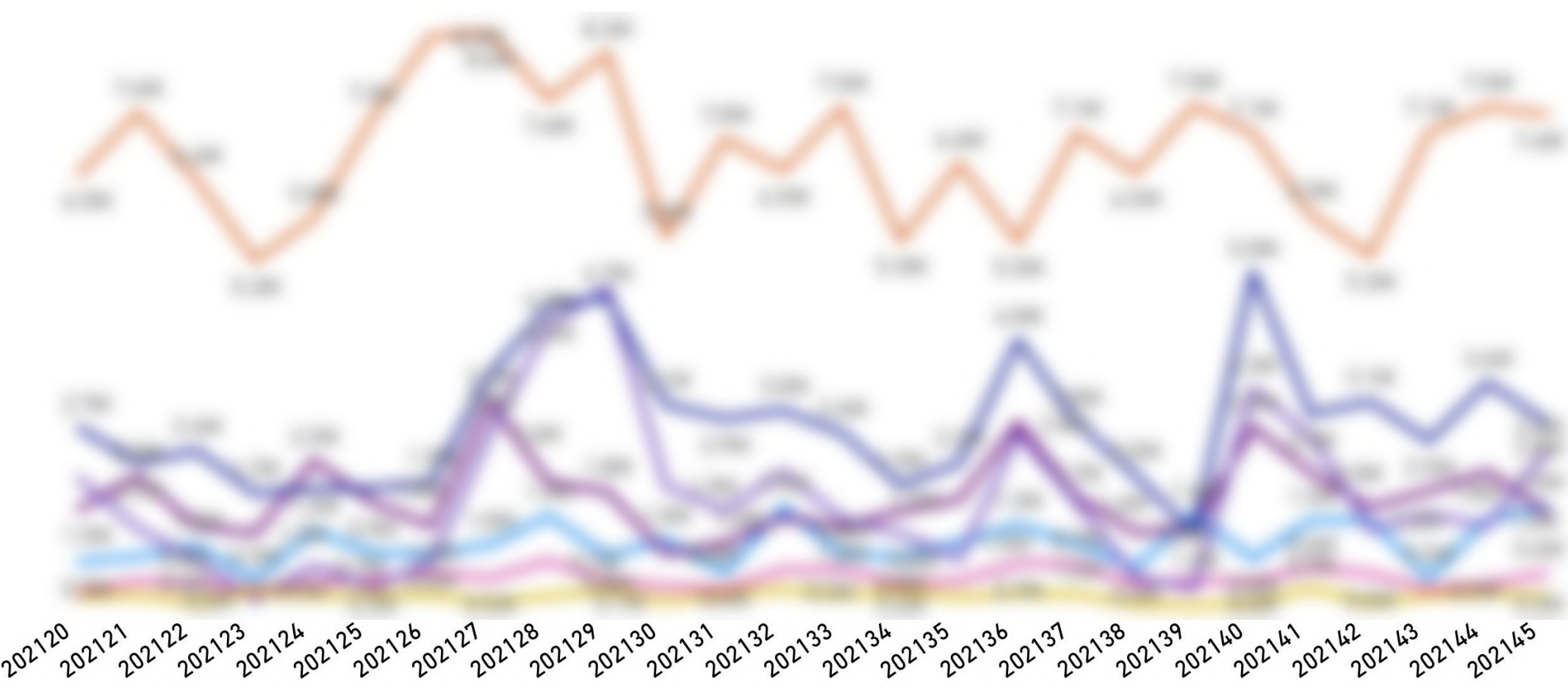
Win Line Status	Line Status	SOP FY
<input type="checkbox"/> PENDING	<input type="checkbox"/> Approved	All
<input type="checkbox"/> WIN	<input type="checkbox"/> Expired	
	<input type="checkbox"/> Lost	

Registration Details

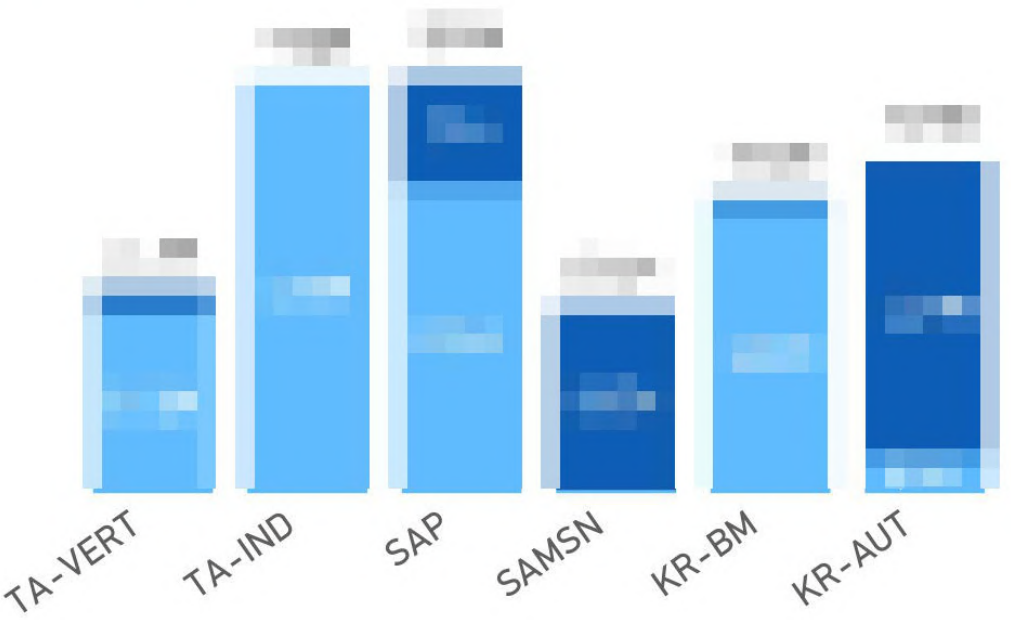
OppURL	Registration #	Reg Name	Disti Parent	Account Parent Code	EM_Segment	Material	BU	Strategy	Sub-Strategy
3035429	3035429	YA HORNG (TW) - GT1-JC-11	ARROW	YAHORN					
4047594	4047594	HONHAI - D-PCEBG-Automotive BMS-BMS-MIH	ARROW	HONHAI					
4047594	4047594	HONHAI - D-PCEBG-Automotive BMS-BMS-MIH	ARROW	HONHAI					
791482	791482	ALL REAL TECHNOLOGY CO. LTD. - Solar-cost down	AVNET	ZZZZ					
4047594	4047594	HONHAI - D-PCEBG-Automotive BMS-BMS-MIH	ARROW	HONHAI					
4048462	4048462	HONHAI - G-CNSBG-T99B188PRRU-5G RU	ARROW	HONHAI					
2228108	2228108	ASE TEST INC (TW) - ATE320 - 1024 Channels Tester	ANSTEK	ZZZZ					
2050009	2050009	IS Technology - ISTE-20120808	ANGWLD						
2004829	2004829	KEFICO - Airbag Satellite	ANGWLD	HYUNDMOTOR					
2113648	2113648	MITRA STAR TECH (TW) - LTE-TMO	WPI	ZYXEL					
4048462	4048462	HONHAI - G-CNSBG-T99B188PRRU-5G RU	ARROW	HONHAI					
2004778	2004778	OHSUNG ELECTRONICS(KR) - Remote Controller	SERIAL	ZZZZ					
3251018	3251018	VINFAST - E-Car	ARROW	VINFAST					
750142	750142	CUZCO LBE CO., LTD - SS-5M	SERIAL						
4004443	4004443	WNC - 5G RU	MORRIHAN	WNC					
4048462	4048462	HONHAI - G-CNSBG-T99B188PRRU-5G RU	ARROW	HONHAI					
2004778	2004778	OHSUNG ELECTRONICS(KR) - Remote Controller	SERIAL	ZZZZ					
Total									



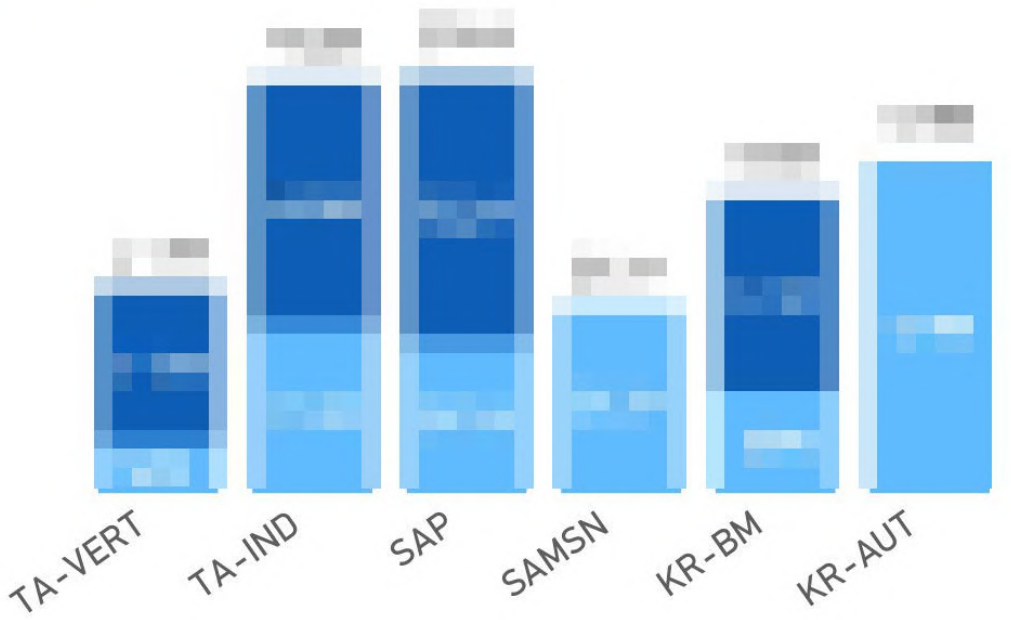
● ANGWLD ● ANSTEK ● ARROW ● EXCELPPOINT ● MACNICA ● MORRIHAN ● SHEENBANG



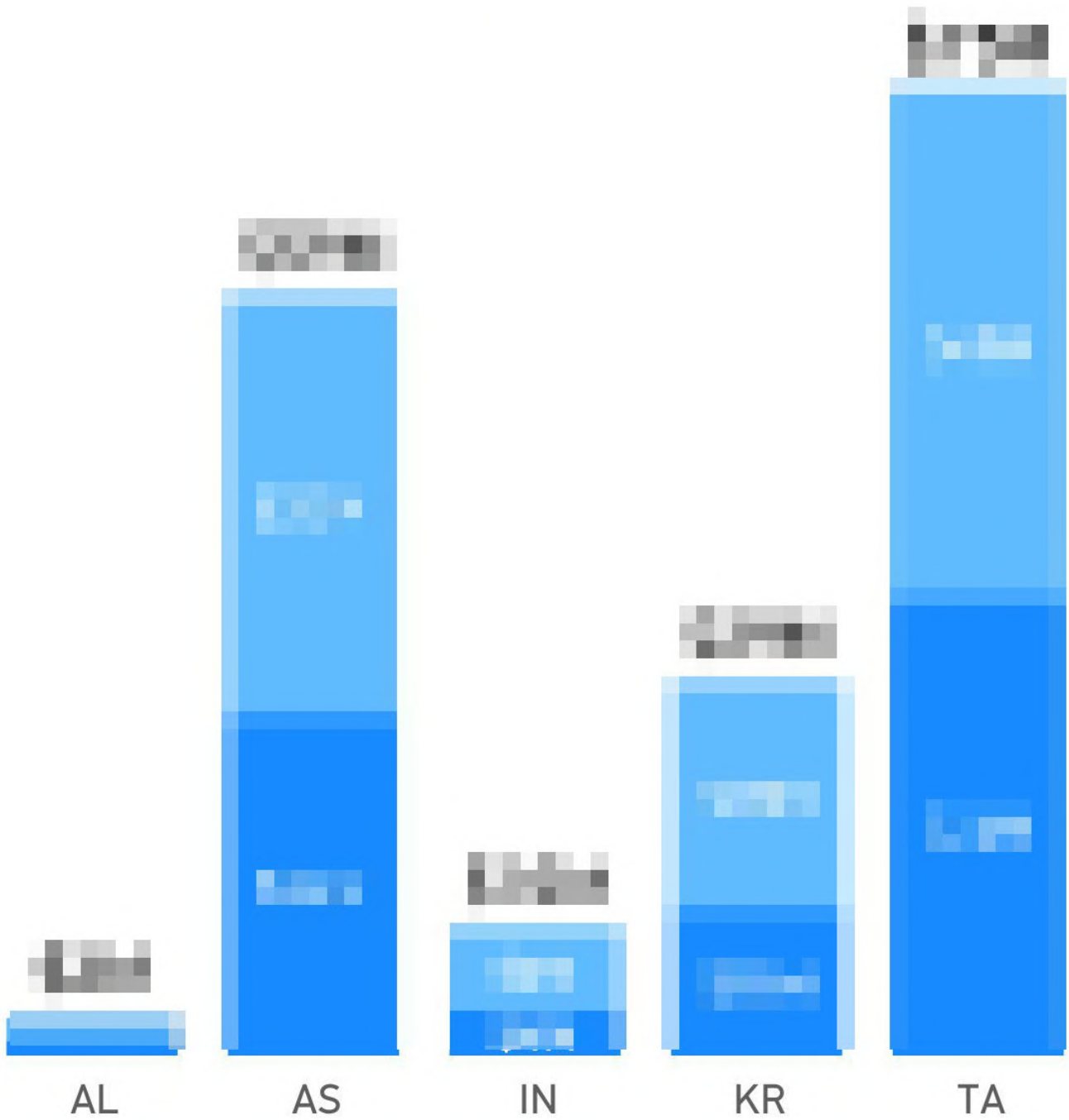
Disti OEM



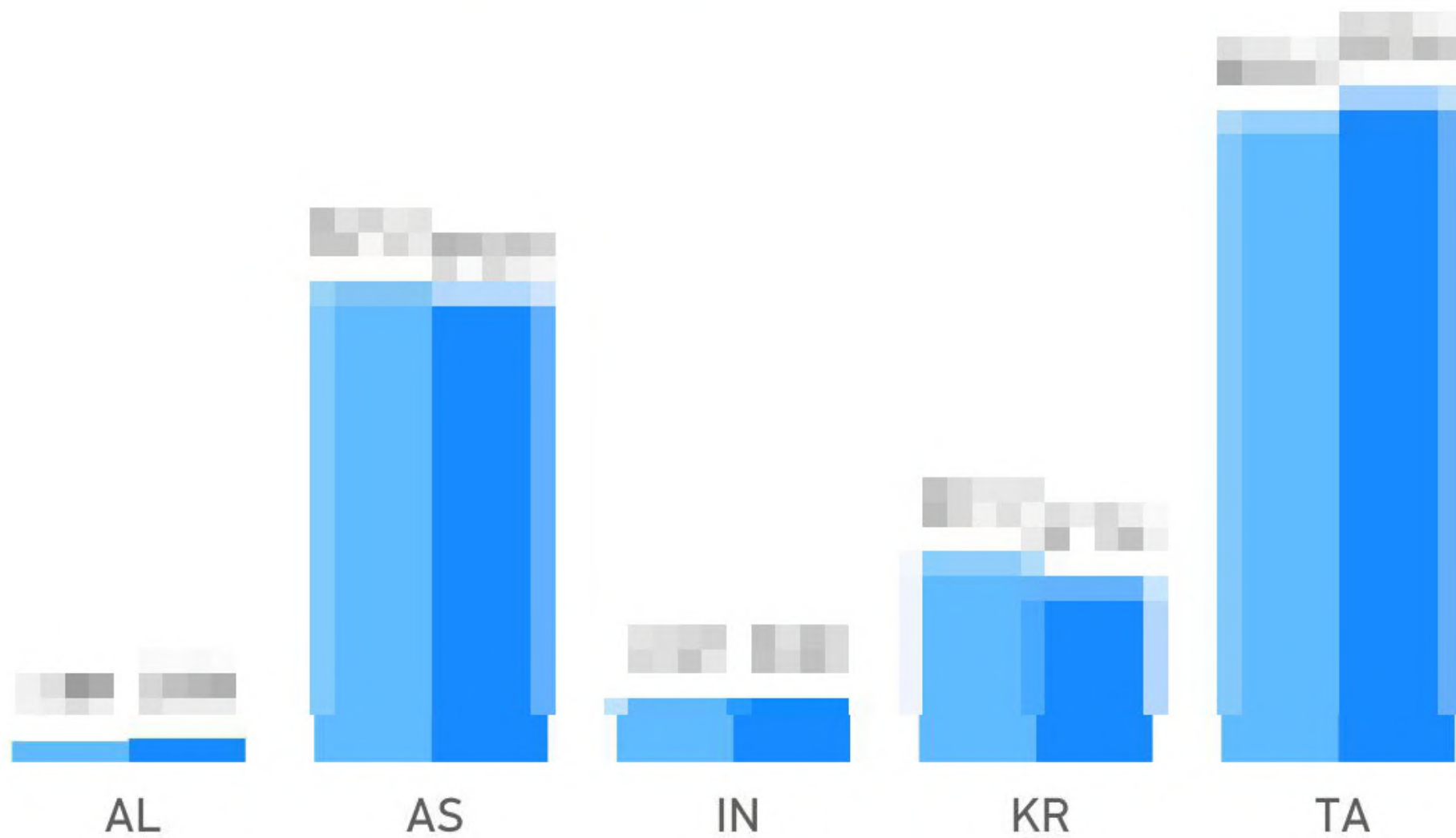
A C



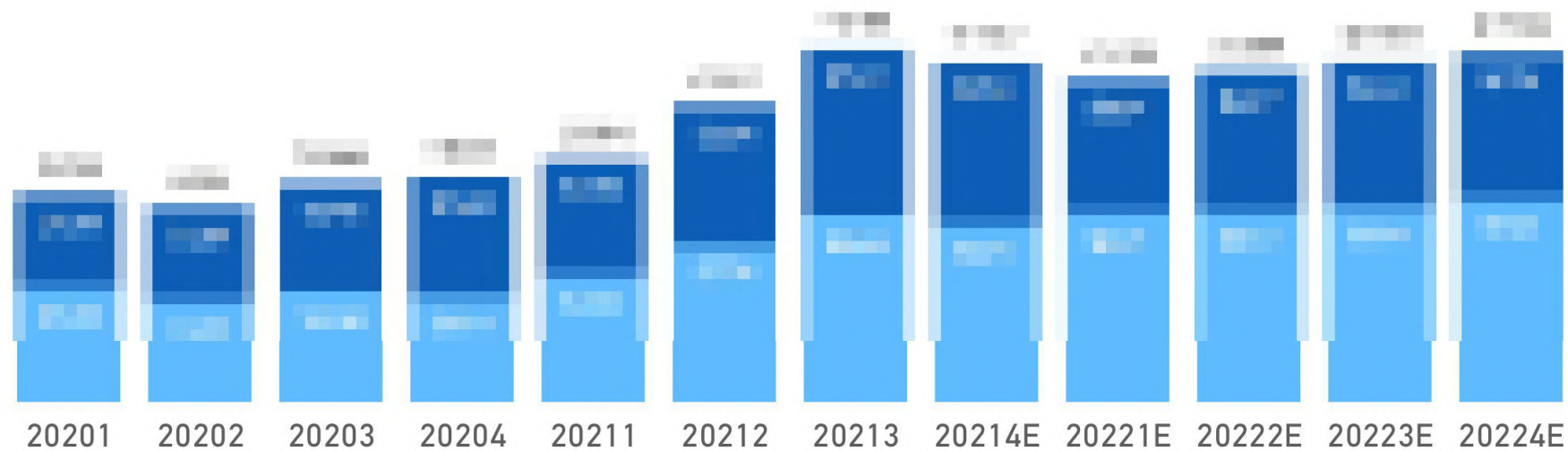
● QTD(RS) ● CurrQtr ECBL(GID)



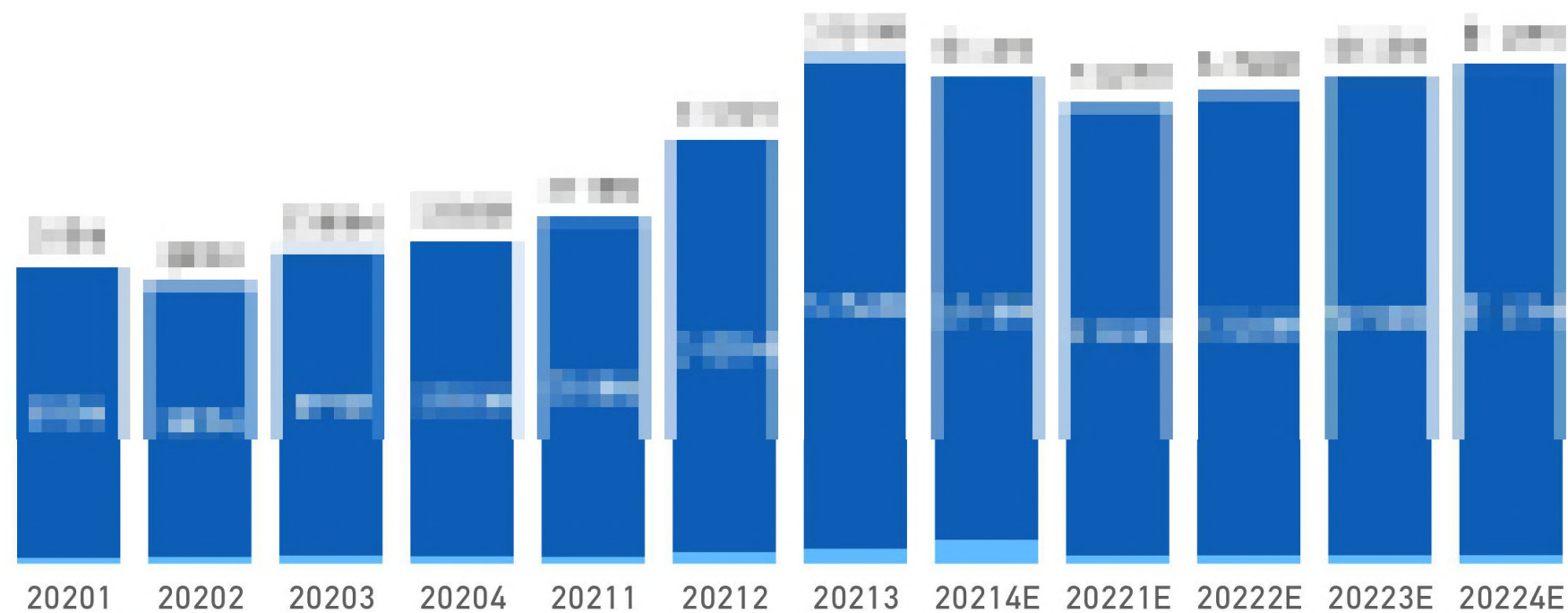
● QTD(RS) ● QTD(RP)POS



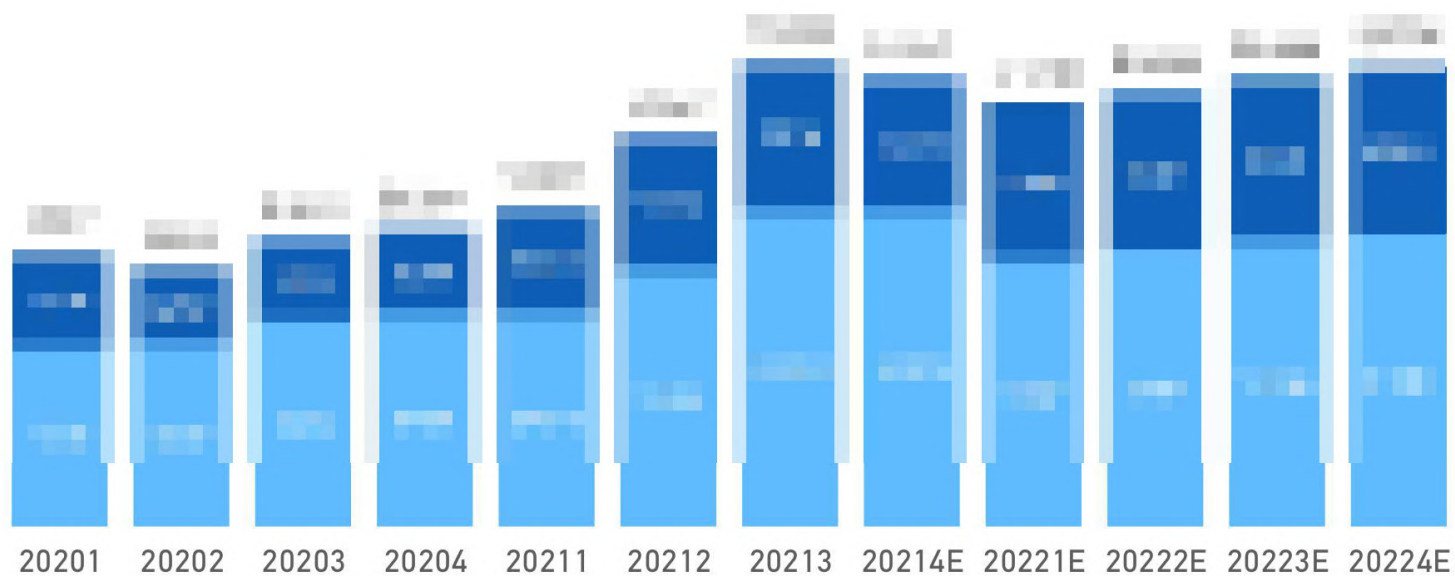
● A ● C



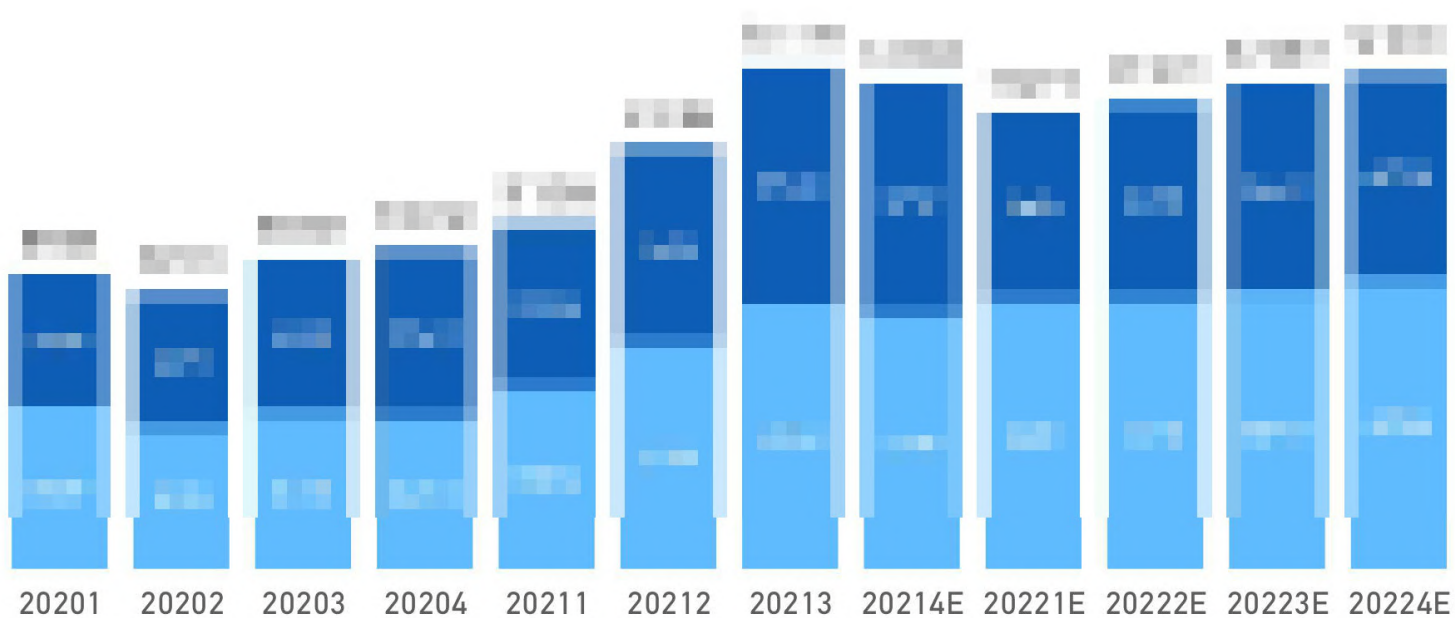
● ADITBD ● OTHR

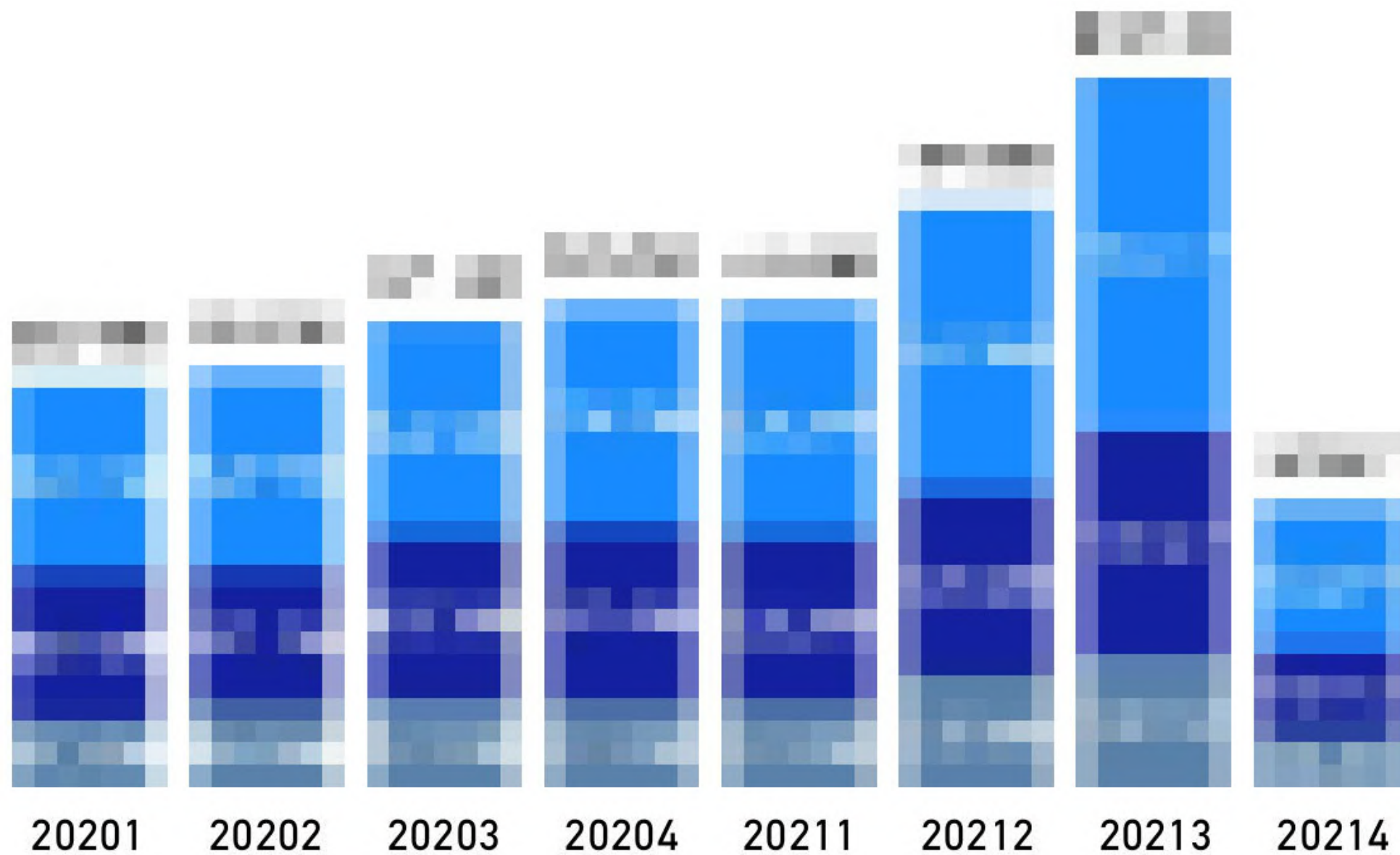


● Disti ● OEM



● A ● C





RP QoQ%

CurrentQtr



NextQtr



RP YoY%

CurrentQtr



NextQtr



RP QoQ%

CurrentQtr

24

NextQtr

- 10

RP YoY%

CurrentQtr

144

NextQtr

- 10

ANGWLD

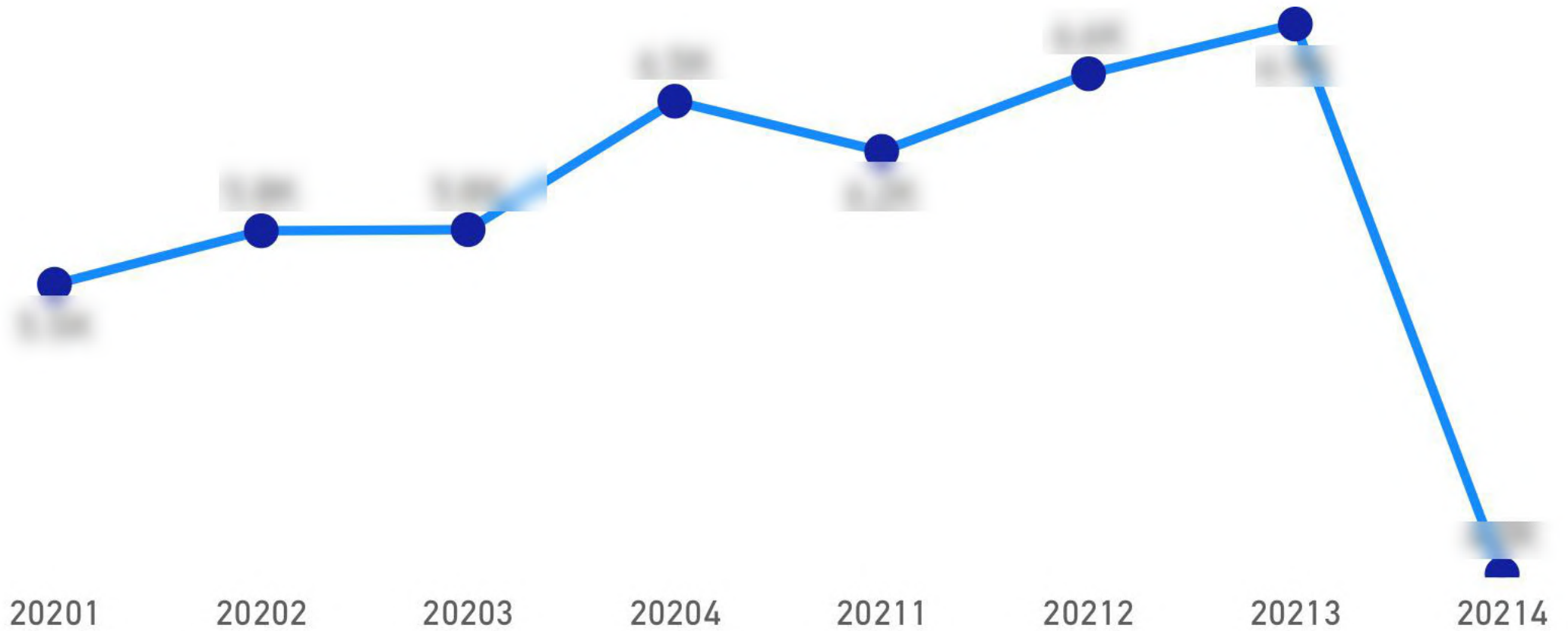
ANSTEK

ARROW

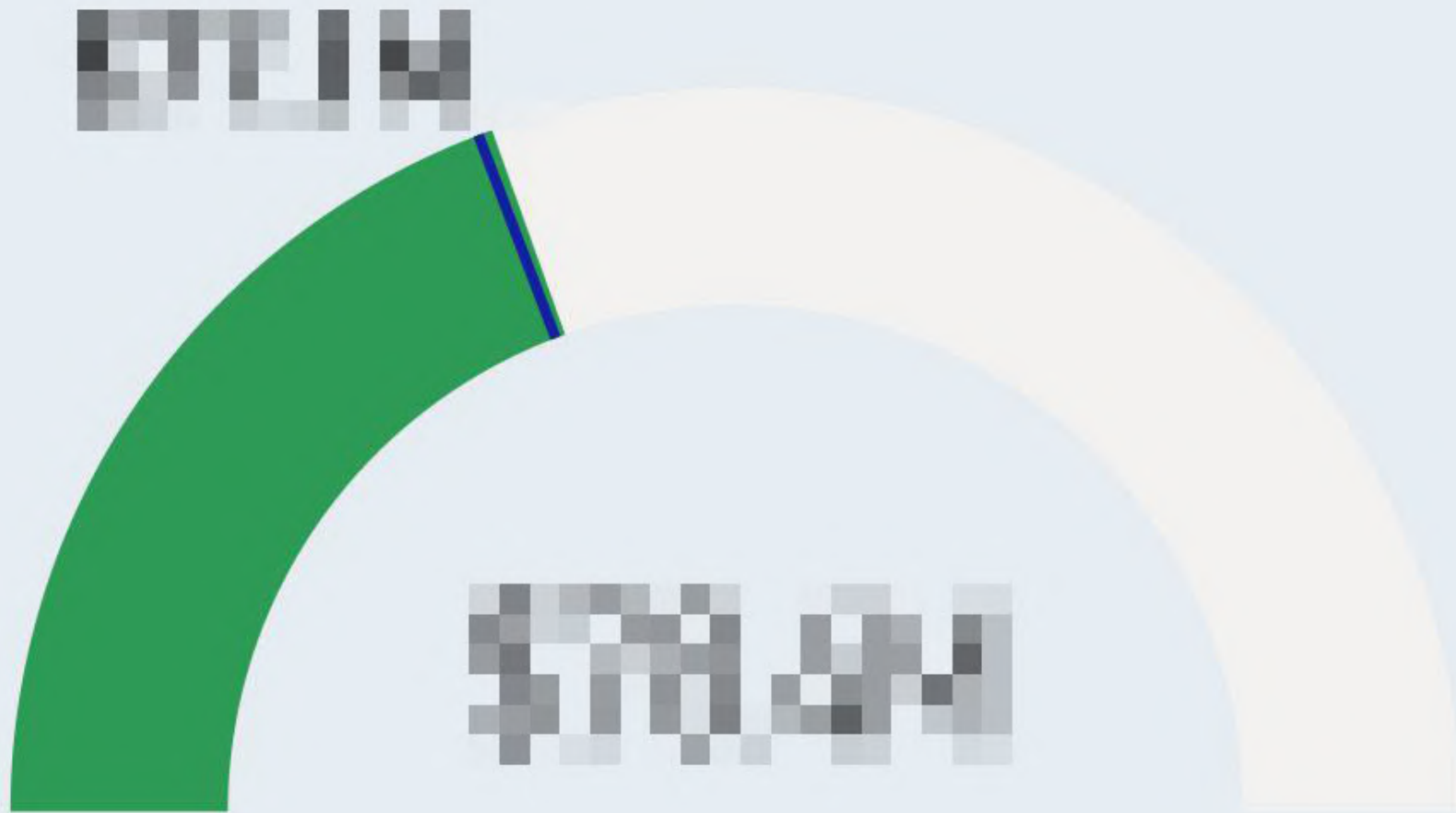
● QTD(RS) ● RP Goal by run-rate ● RP Goal



Total Customer by Quarter



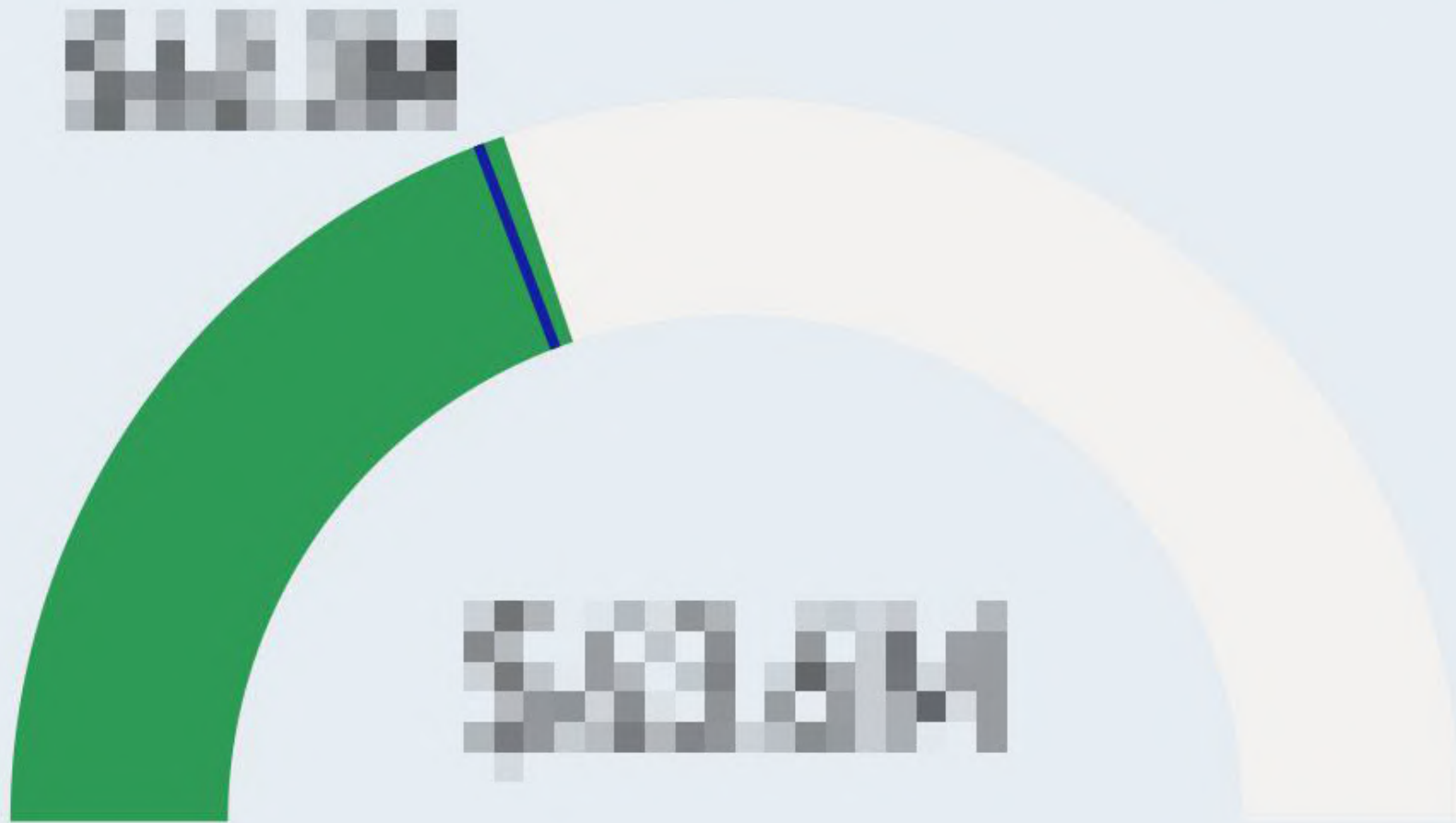
QTD POS with RP FCST : 39.1%



\$0.0M

39.1%

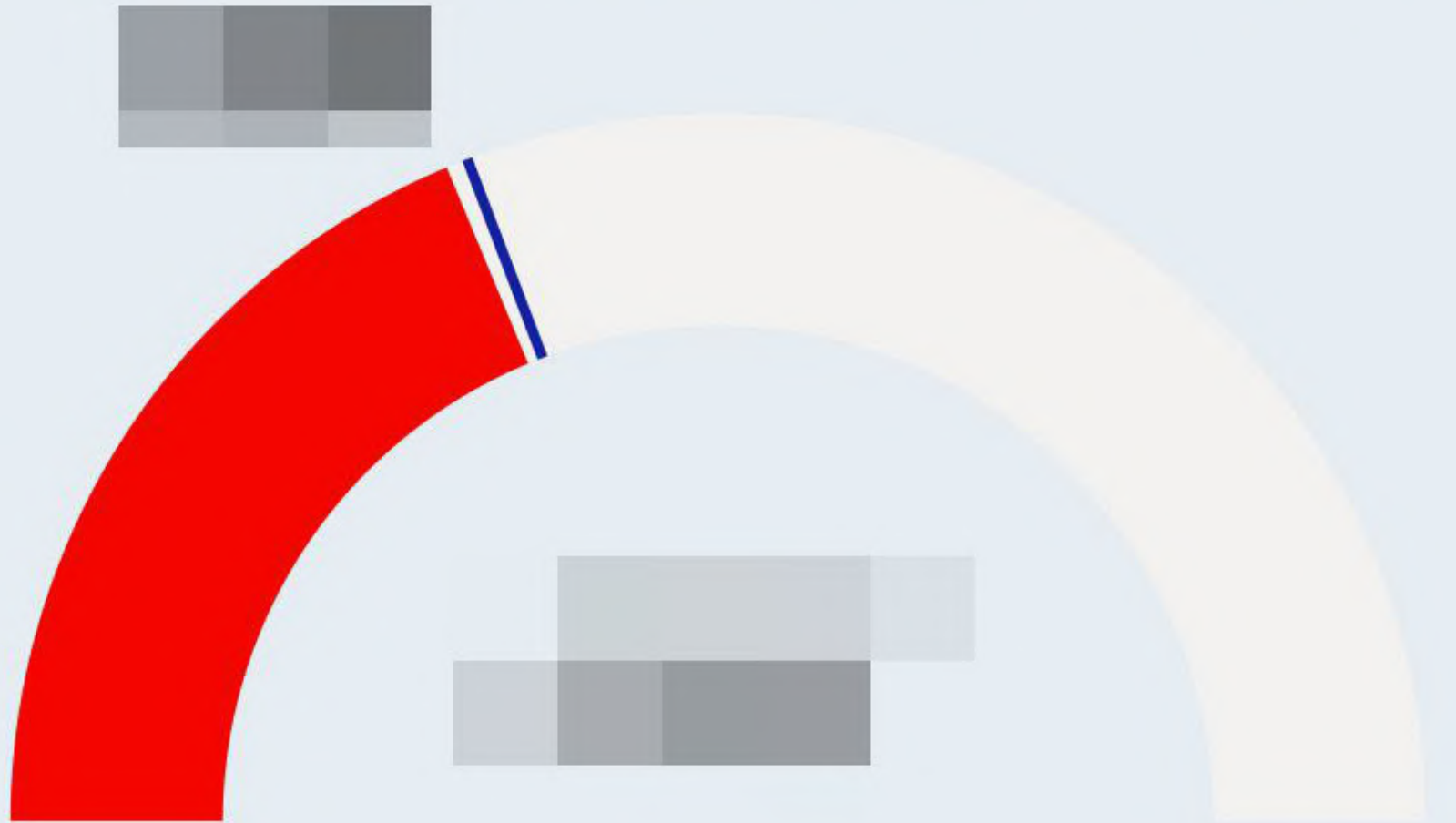
QTD DAR with RP FCST : 39.6%



\$0.0M

511W

QTD DAR with RP FCST : 37%



\$0M

● YTD ● Remaining Goal



Slicer does not affect Pipeline goal charts since pipeline goals do not contain account info.
