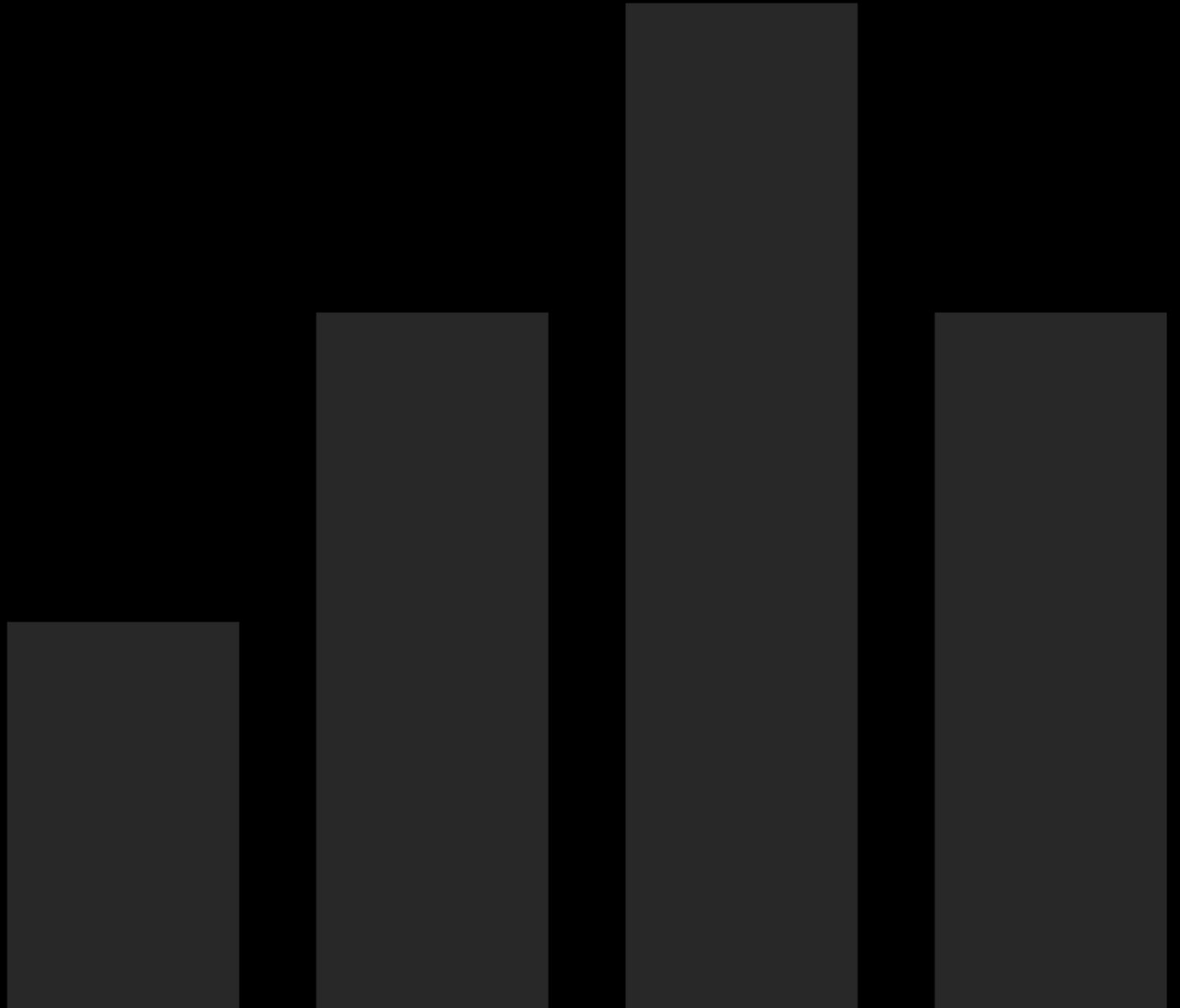


Opex Analysis



GTM Department Expenses

Trend Dollar

Account Group

- ☐ Total Compensation
- ☐ Total Other Expense
- ☐ Total Travel and Entertainment Costs
- ☐ Total Outside Services Costs
- ☐ Total Lease and Rental Costs
- ☐ Total Depreciation Costs
- ☐ Total Occupancy Costs
- ☐ Total Advertising and Promotion Costs
- ☐ Repair and Maintenance Costs
- ☐ Total Telephone and Telex
- ☐ Total Minor Equipment - Furn and Fix Costs
- ☐ Total Bank Charges
- ☐ Total Training Costs
- ☐ Total Supply Costs
- ☐ Total Professional Services Costs
- ☐ Total Automobile Costs
- ☐ Total Insurance Costs

Total

17,689,586 17,493,986 20,153,678 17,985,291 17,932,400 21,175,107 17,864,325 17,669,236 20,754,615 17,498,044 17,463,746 20,465,25

Trend BU

Trend Headcount

Headcount Existing	154	154	154	154	154	154	154	154	154	154	154	154	1,848
Headcount Transfer In/Out (Input)	7	7	7	7	7	7	7	7	7	7	7	7	84
Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Existing	65	65	65	65	65	65	65	65	65	65	65	65	780
Headcount Transfer In/Out (Input)	20	20	20	20	20	20	20	20	20	20	20	20	240
Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Existing	71	71	71	71	71	71	71	71	71	71	71	71	852
Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Temporary Labor (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Transfer In/Out (Input)	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-2	-24
Headcount Existing	5	5	5	5	5	5	5	5	5	5	5	5	60
Headcount New Hires (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Non Workday (Input)	0	0	0	0	0	0	0	0	0	0	0	0	0
Headcount Other (Input +/-)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total													

GTM Department Expenses

Compare Account

☐ **Total Compensation**

- Salary_and_Wages
- Commission_Expense
- Insurance_Group_Health
- Payroll_Taxes
- Bonus_Expense
- Employee_Thrift_401K
- Salary_Other
- Overtime_Expense
- Insurance_Workers_Comp
- Benefits_Insurance
- Other_Bonus
- Temporary_Help
- Other_Compensation_Costs
- Vendor_Reimbursement

☐ **Total Other Expense**

☐ **Total Travel and Entertainment Costs**

☐ **Total Outside Services Costs**

☐ **Total Lease and Rental Costs**

☐ **Total Depreciation Costs**

☐ **Total Occupancy Costs**

☐ **Total Advertising and Promotion Costs**

☐ **Repair and Maintenance Costs**

☐ **Total Telephone and Telex**

☐ **Total Minor Equipment - Furn and Fix Co**

☐ **Total Bank Charges**

☐ **Total Training Costs**

Total

Remove Values

GTM Department Expenses

Compare BU

Division	Cur Fcst	Prior Fcst	Plan Fcst	Prior Year	vs PF	vs Plan	vs PY
Total	224,145,263	0	0	245,189,010	-224,145,263	-224,145,263	21,043,746

Remove Values