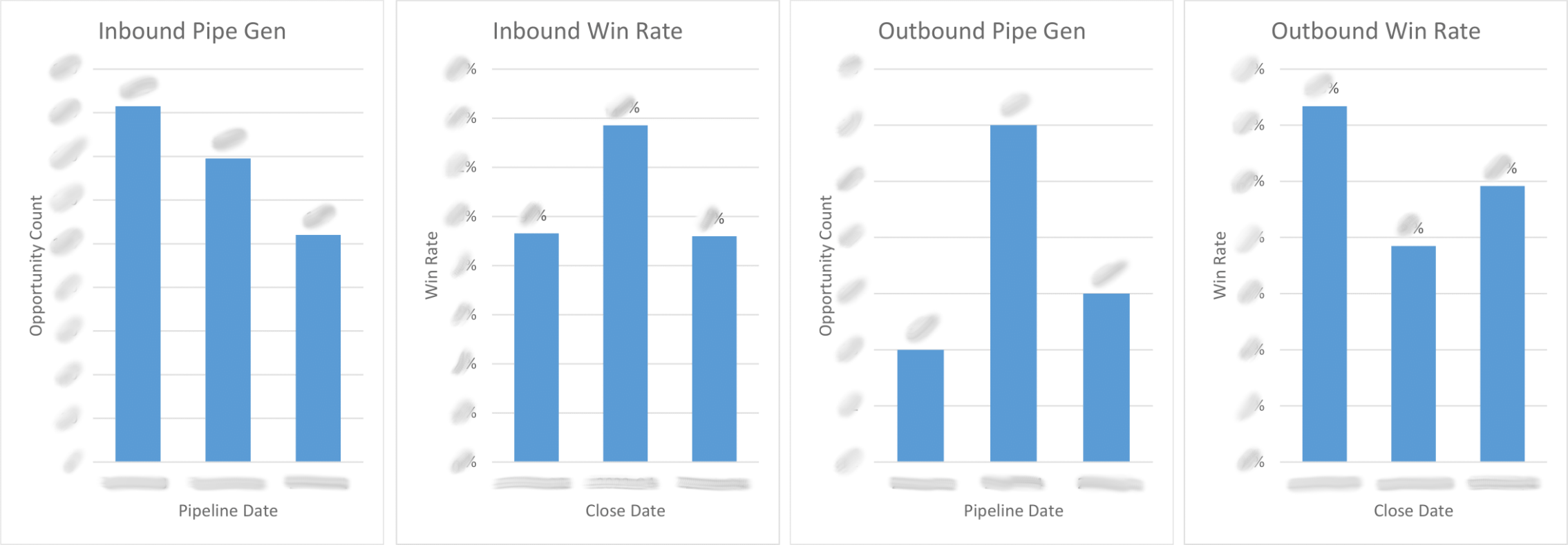


Examples of *Excel* Graphs for Reporting

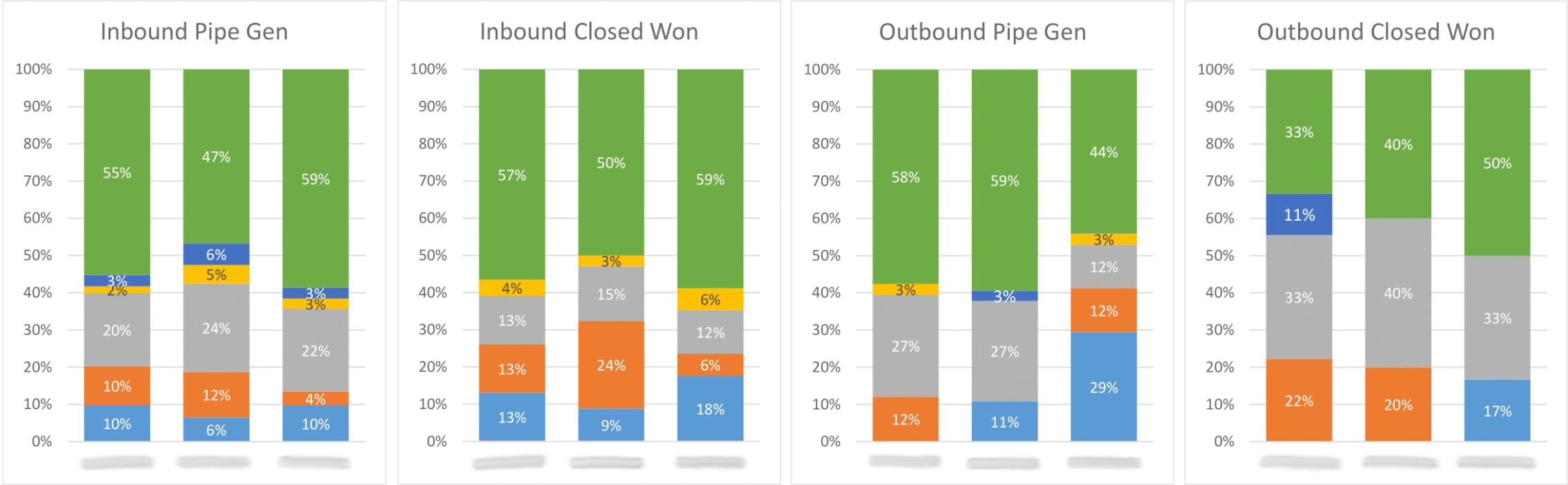
Pipeline Generated & Win Rates during the last 3 QTRs



*Data is blurred or altered for confidentiality

Account Focus Overview

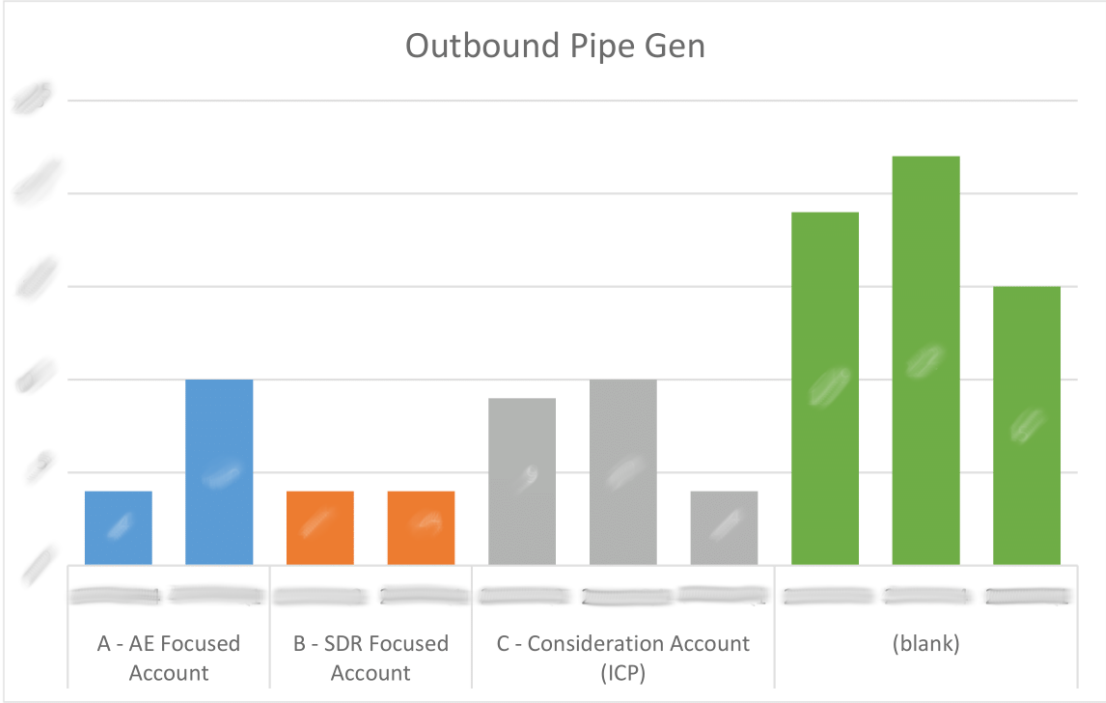
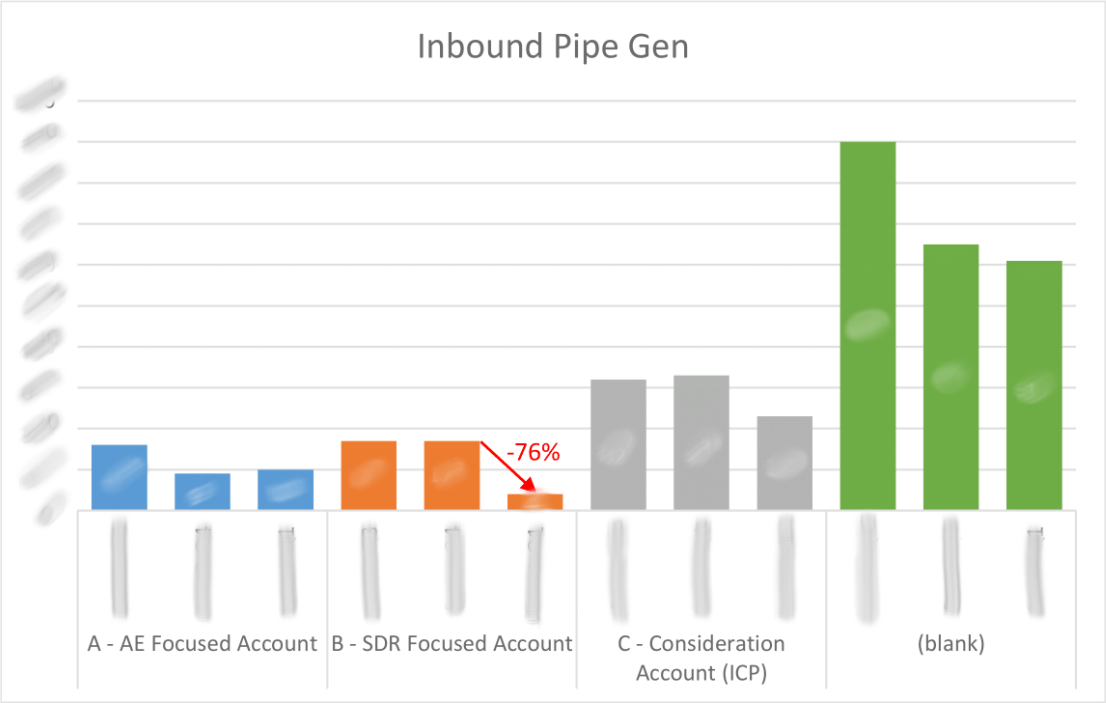
(blank)
E - Junk Account
D - Consideration (Non-ICP)
C - Consideration Account (ICP)
B - SDR Focused Account
A - AE Focused Account



*Data is blurred or altered for confidentiality

Inbound & Outbound Pipe Gen by Account Focus

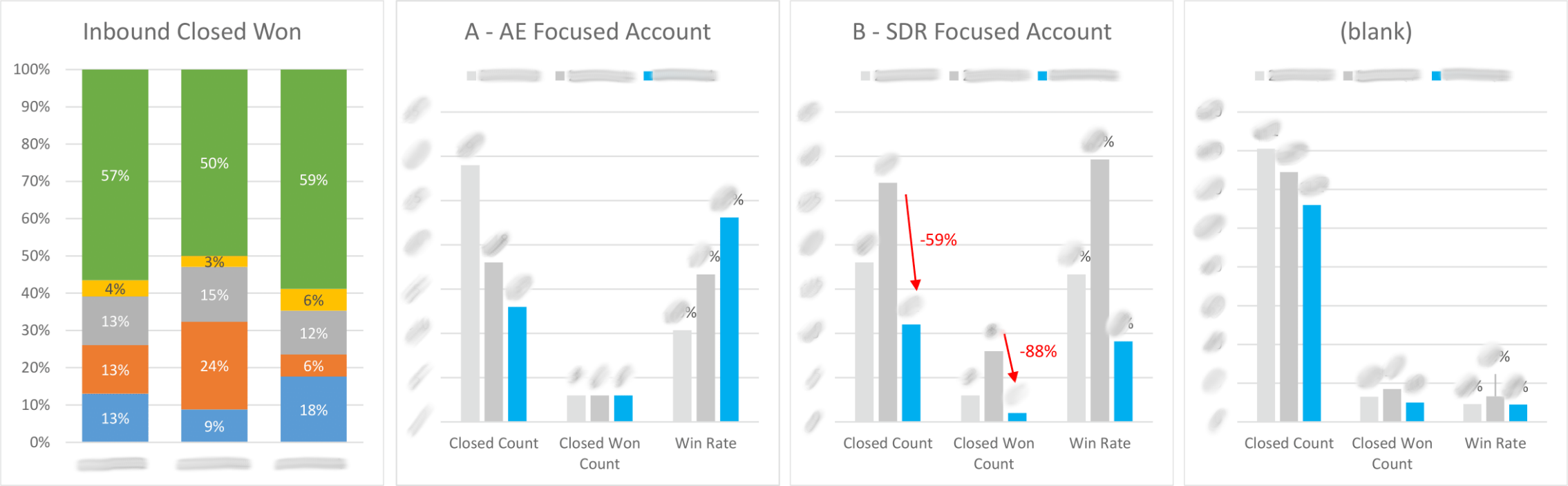
■ (blank) ■ E - Junk Account ■ D - Consideration (Non-ICP) ■ C - Consideration Account (ICP) ■ B - SDR Focused Account ■ A - AE Focused Account



*Data is blurred or altered for confidentiality

Inbound Win Rates by Account Focus

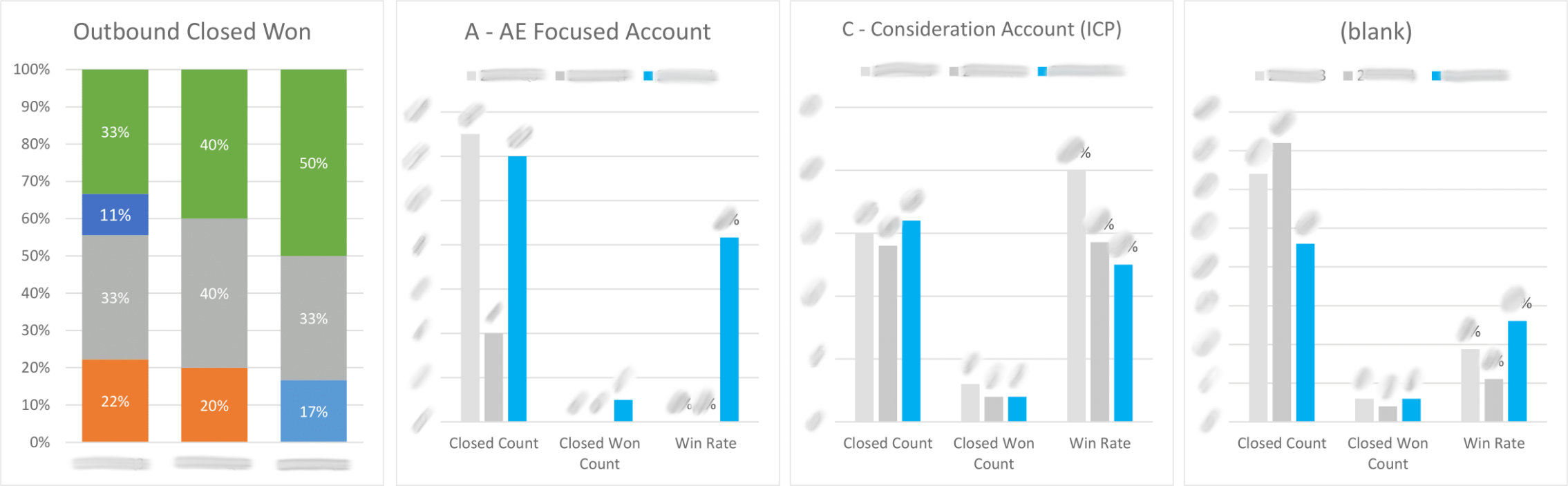
■ (blank) ■ E - Junk Account ■ D - Consideration (Non-ICP) ■ C - Consideration Account (ICP) ■ B - SDR Focused Account ■ A - AE Focused Account



*Data is blurred or altered for confidentiality

Outbound Win Rates by Account Focus

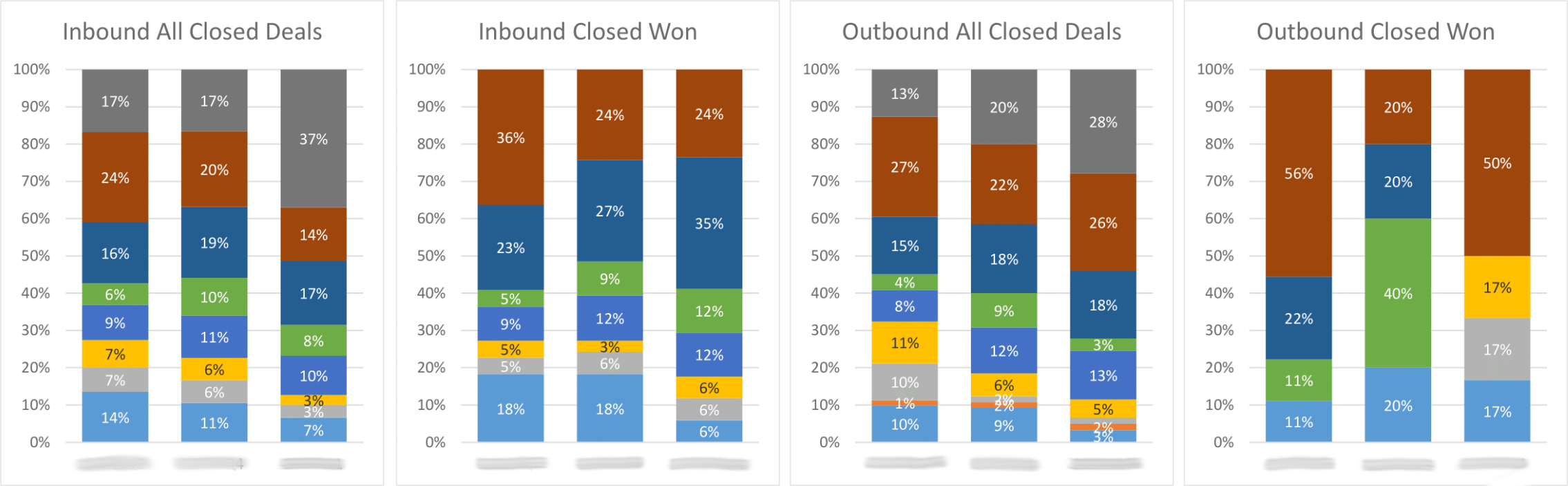
(blank) E - Junk Account D - Consideration (Non-ICP) C - Consideration Account (ICP) B - SDR Focused Account A - AE Focused Account



*Data is blurred or altered for confidentiality

Inbound & Outbound Win Rates by Marketing Segment

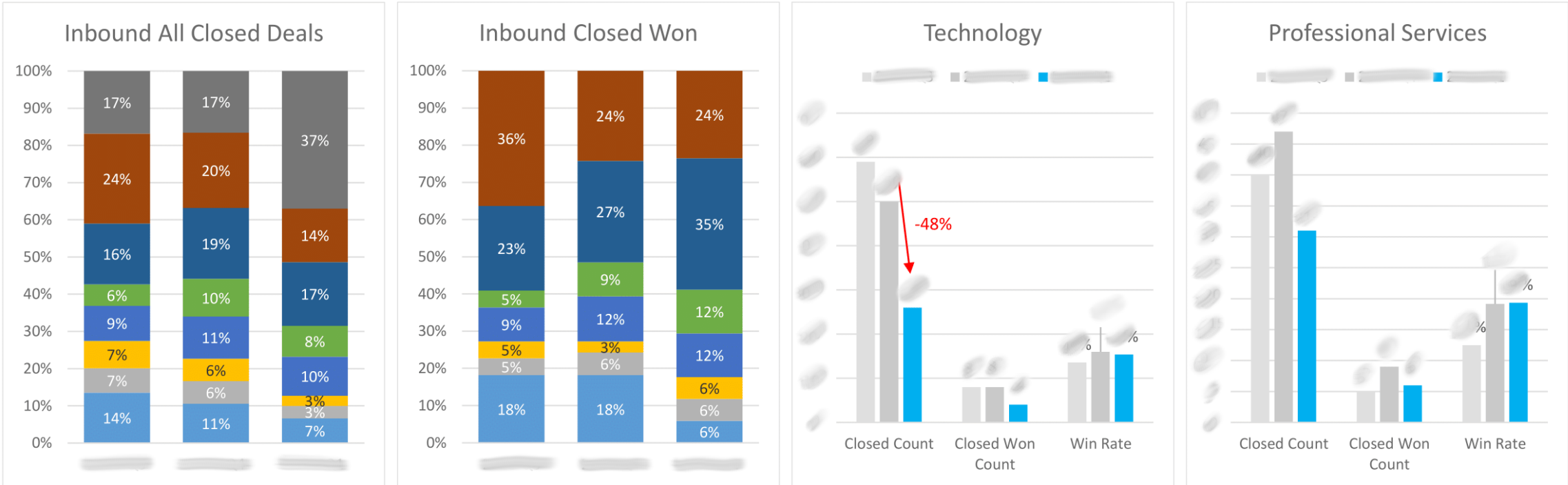
■ (blank) ■ Technology ■ Professional Services ■ Other ■ Media & Associations ■ Manufacturing ■ Life Sciences ■ Insurance ■ Financial Services



*Data is blurred or altered for confidentiality

Inbound Win Rates by Marketing Segment

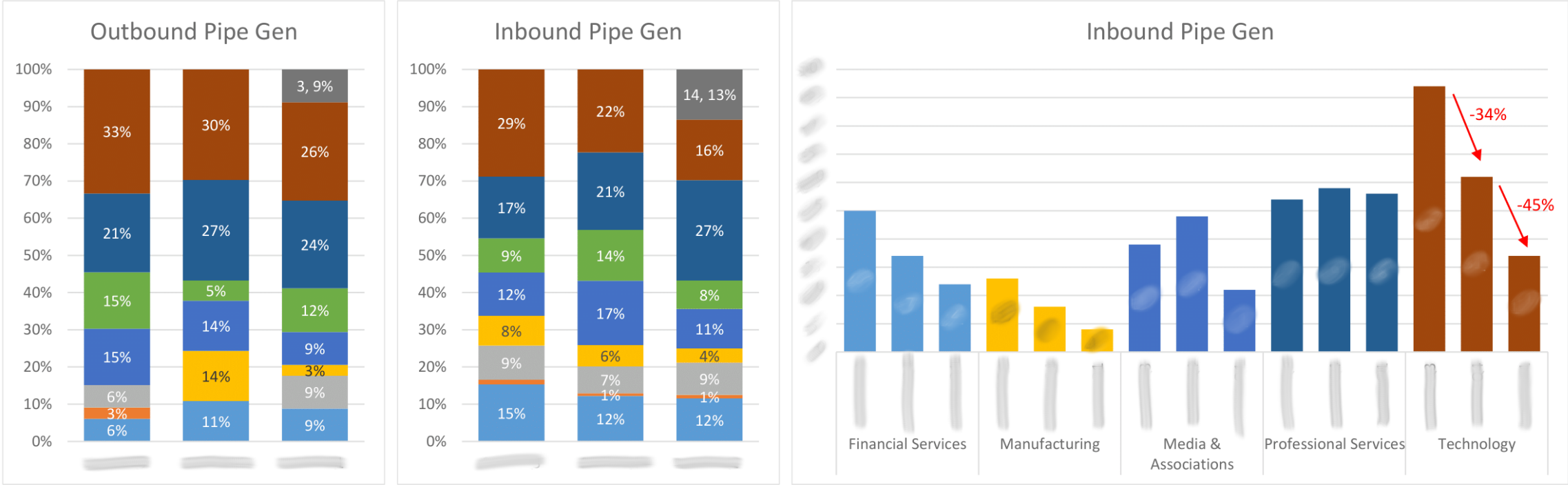
■ (blank) ■ Technology ■ Professional Services ■ Other ■ Media & Associations ■ Manufacturing ■ Life Sciences ■ Insurance ■ Financial Services



*Data is blurred or altered for confidentiality

Inbound & Outbound Pipe Gen by Marketing Segment

■ (blank) ■ Technology ■ Professional Services ■ Other ■ Media & Associations ■ Manufacturing ■ Life Sciences ■ Insurance ■ Financial Services



*Data is blurred or altered for confidentiality