

MOBILE PHONE REIMBURSEMENT ANALYSIS

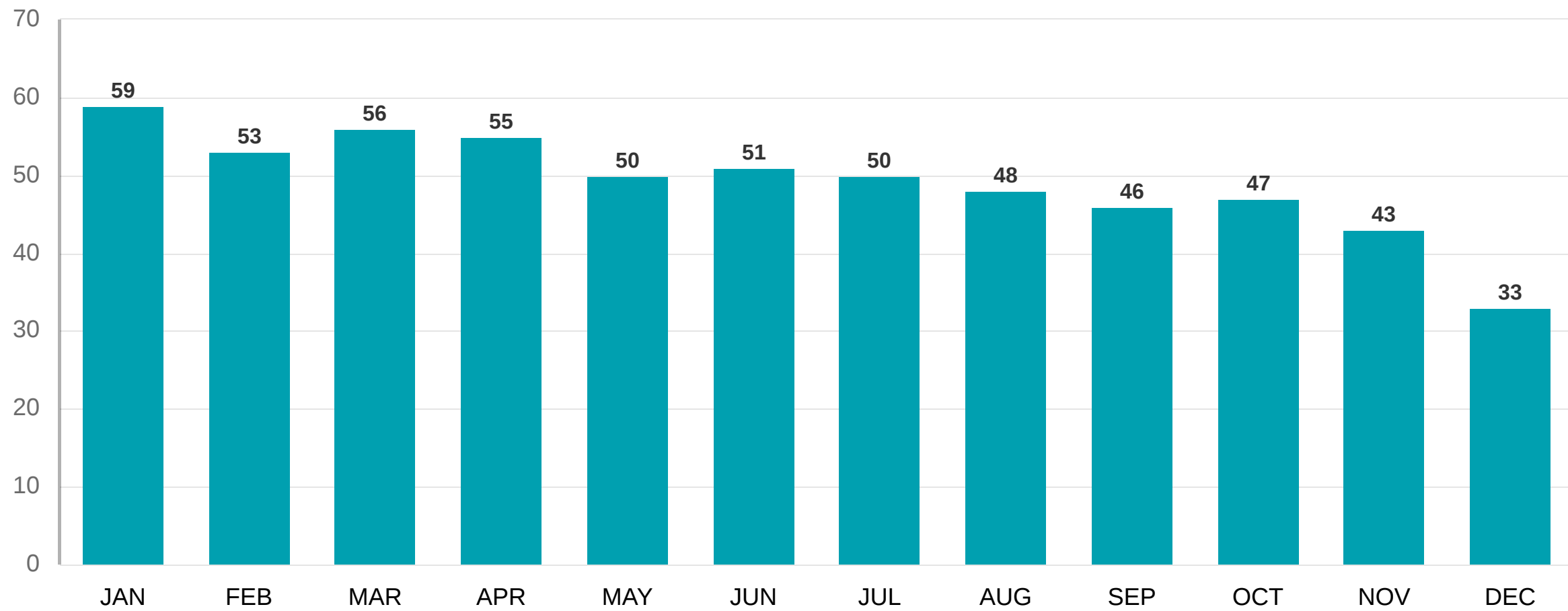


DATA DETAILS

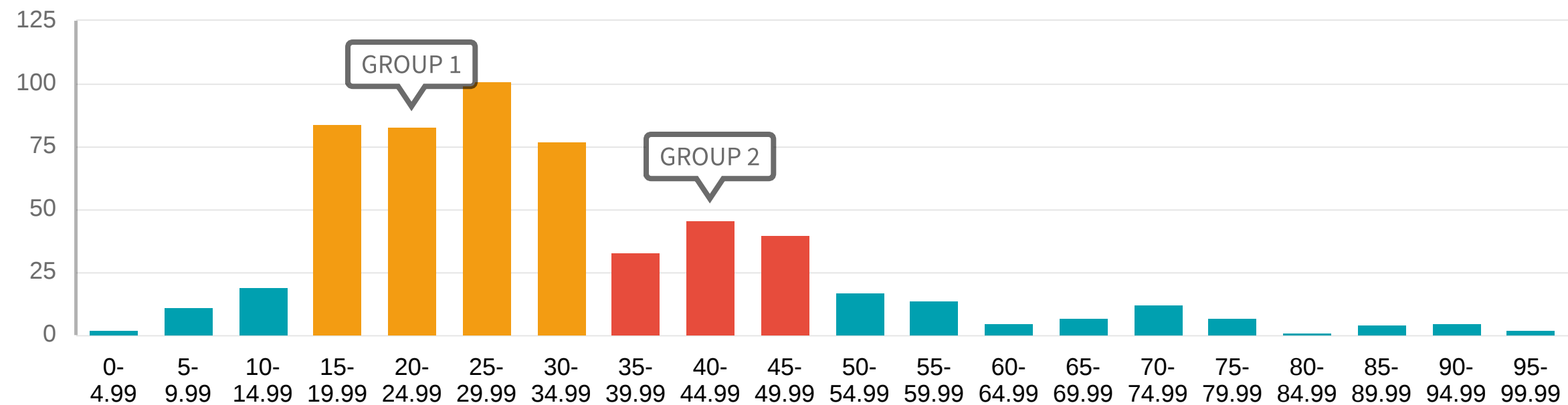


- **~600 RECORDS RECEIVED FROM FINANCIAL TEAM COVERING 2017, 2018 AND 2019 (2017 AND 2019 ARE PARTIAL)**
- **MANY EMPLOYEES DID NOT SUBMIT ANY REIMBURSEMENT FOR THE ANALYZED PERIOD**

NUMBER OF REIMBURSEMENTS PER MONTH



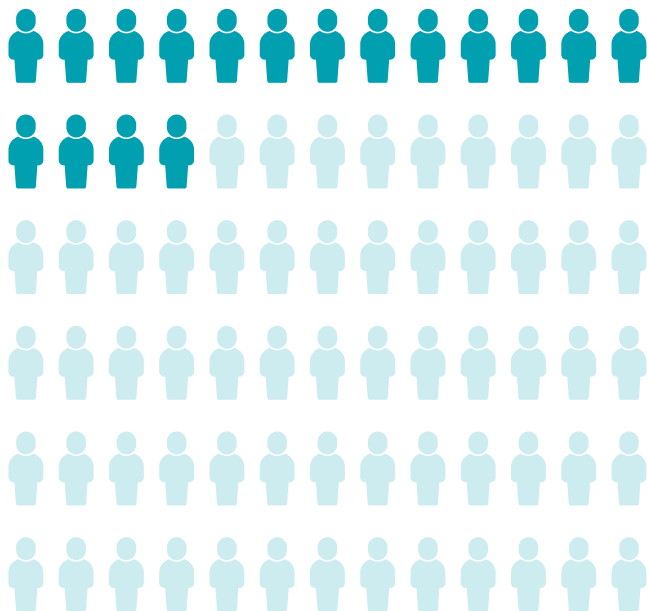
DISTRIBUTION OF AMOUNTS SHOWS TWO MAJOR SPENDING GROUPS



The first major group is between 15 RO and 35 RO. This represents 58% of all reimbursements. The second group is between 35 RO and 50 RO. This represents 20% of total reimbursements.

REIMBURSEMENTS CAN BE GROUPED INTO 3 CATEGORIES

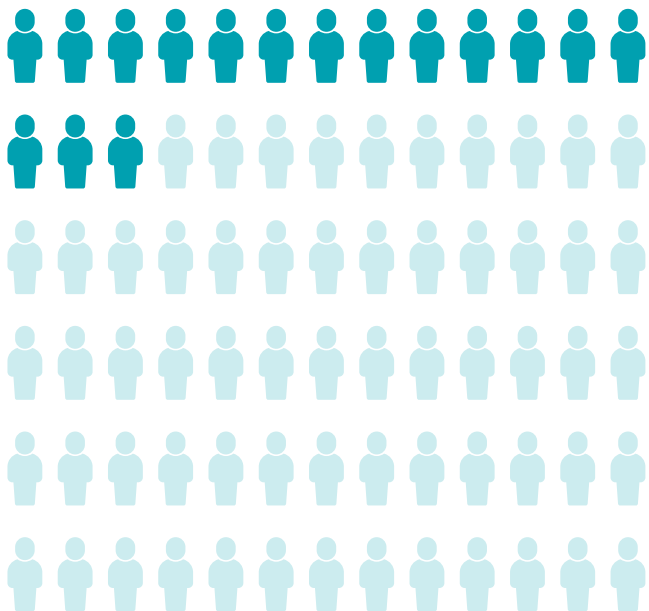
21%



21% OF THE REIMBURSEMENTS
ARE BETWEEN 0-15 RO OR 50-200
RO

Total ~8500 RO

20%



20% OF THE REIMBURSEMENTS
ARE BETWEEN 35-50 RO

Total ~5100 RO

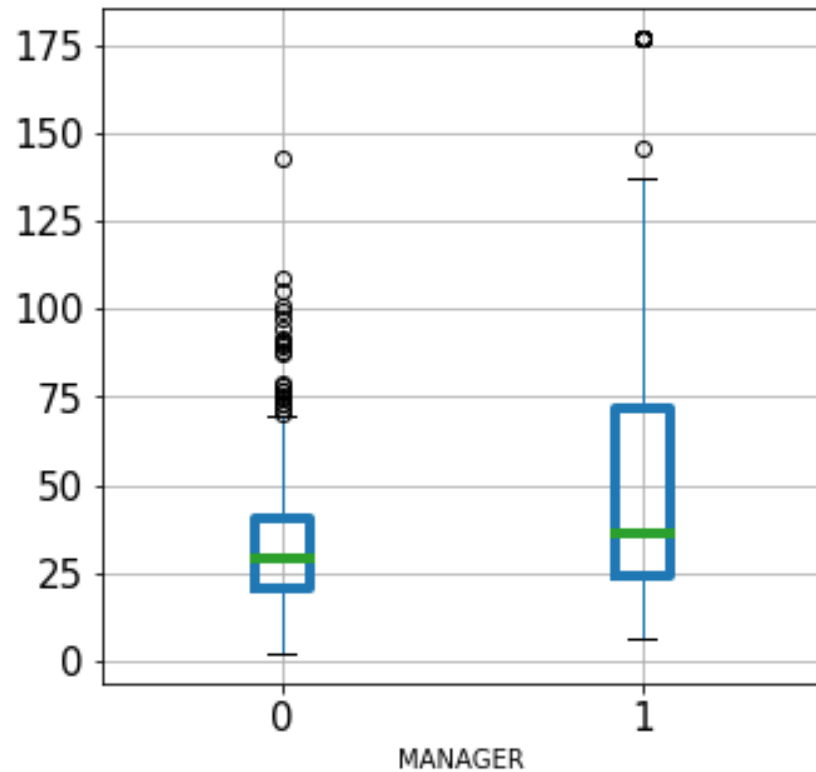
58%



58% OF REIMBURSEMENTS ARE
BETWEEN 15-30 RO

Total ~8700 RO

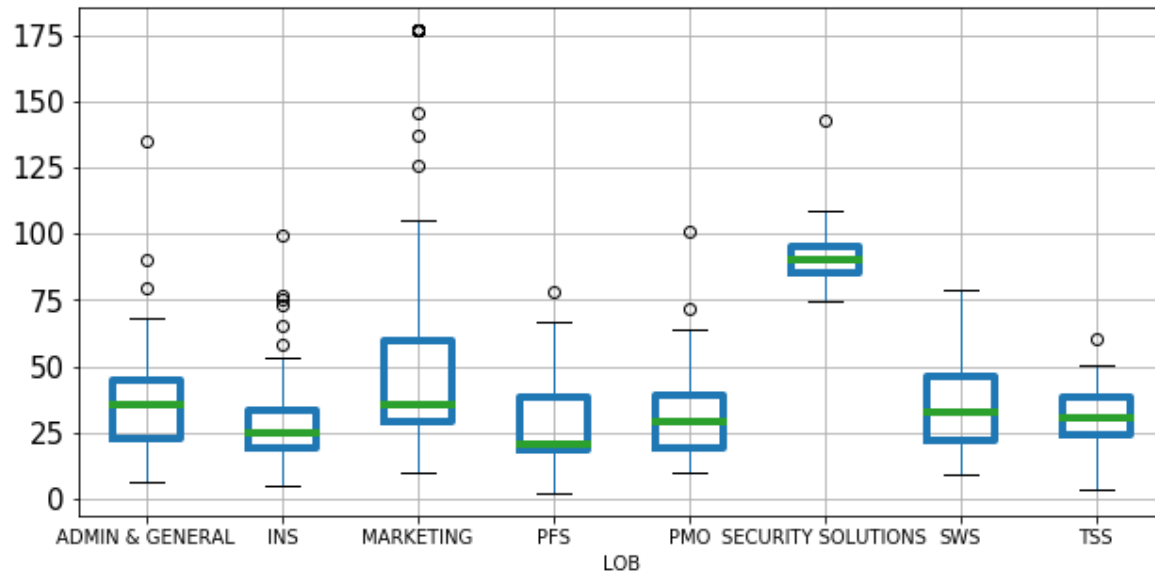
AVERAGE MOBILE PHONE BILL BY MONTH BY ROLE



THERE IS A SIGNIFICANT DIFFERENCE IN THE REIMBURSEMENTS BETWEEN MANAGERS AND OTHER EMPLOYEES

- Managers spend between 25 RO and 75 RO on a monthly basis
- Non-managers spend between 20 RO and 38 RO on a monthly basis

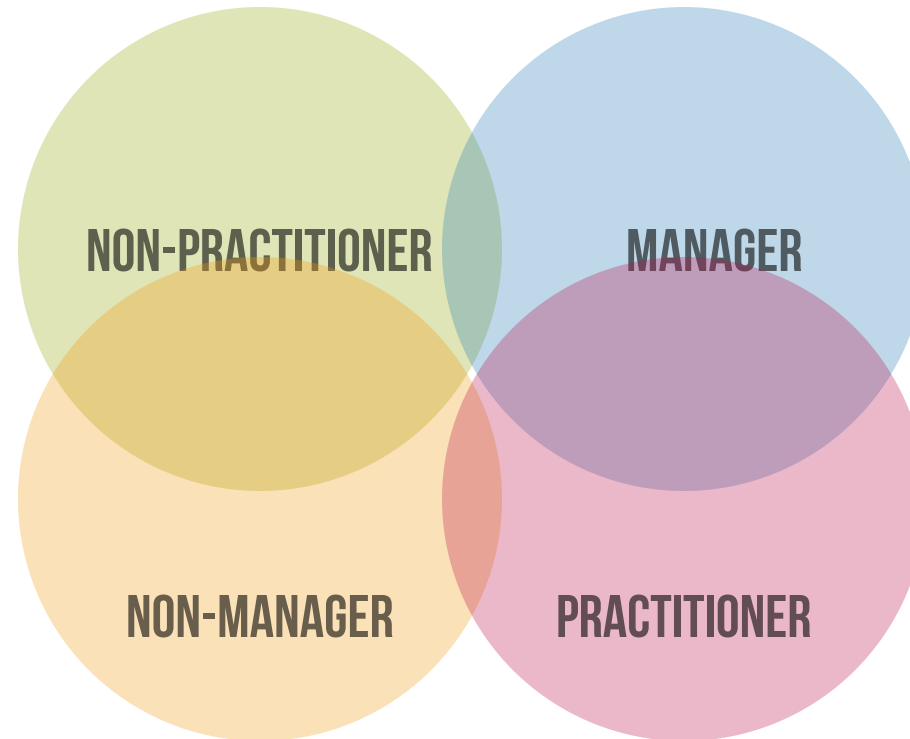
AVERAGE MOBILE PHONE BILL BY MONTH BY DEPARTMENT



MONTHLY REIMBURSEMENTS DO NOT DIFFER BETWEEN LOBS SIGNIFICANTLY

- Marketing (S&D) spends between 28 RO and 65 RO on an average on a monthly basis
- Security Solution is an outlier with an extreme average spending of >85 RO per month

AVERAGE MONTHLY SPEND BY MANAGERS & PRACTITIONERS



MANAGERS & NON-PRACTITIONERS 63 RO (94)

MANAGERS & PRACTITIONERS 20 RO (12)

PRACTITIONERS & NON-MANAGERS 30 RO (218)

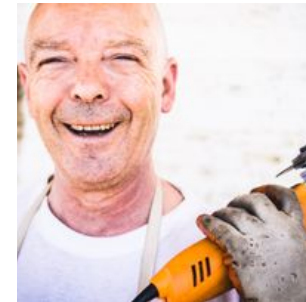
NON-PRACTITIONERS & NON-MANAGERS 38 RO (267)

K-MEANS CLUSTERING IDENTIFIED 2 MAJOR SEGMENTS



MANAGERS & NON-PRACTITIONERS

46 RO / MONTH



NON-MANAGERS & PRACTITIONERS

30 RO / MONTH