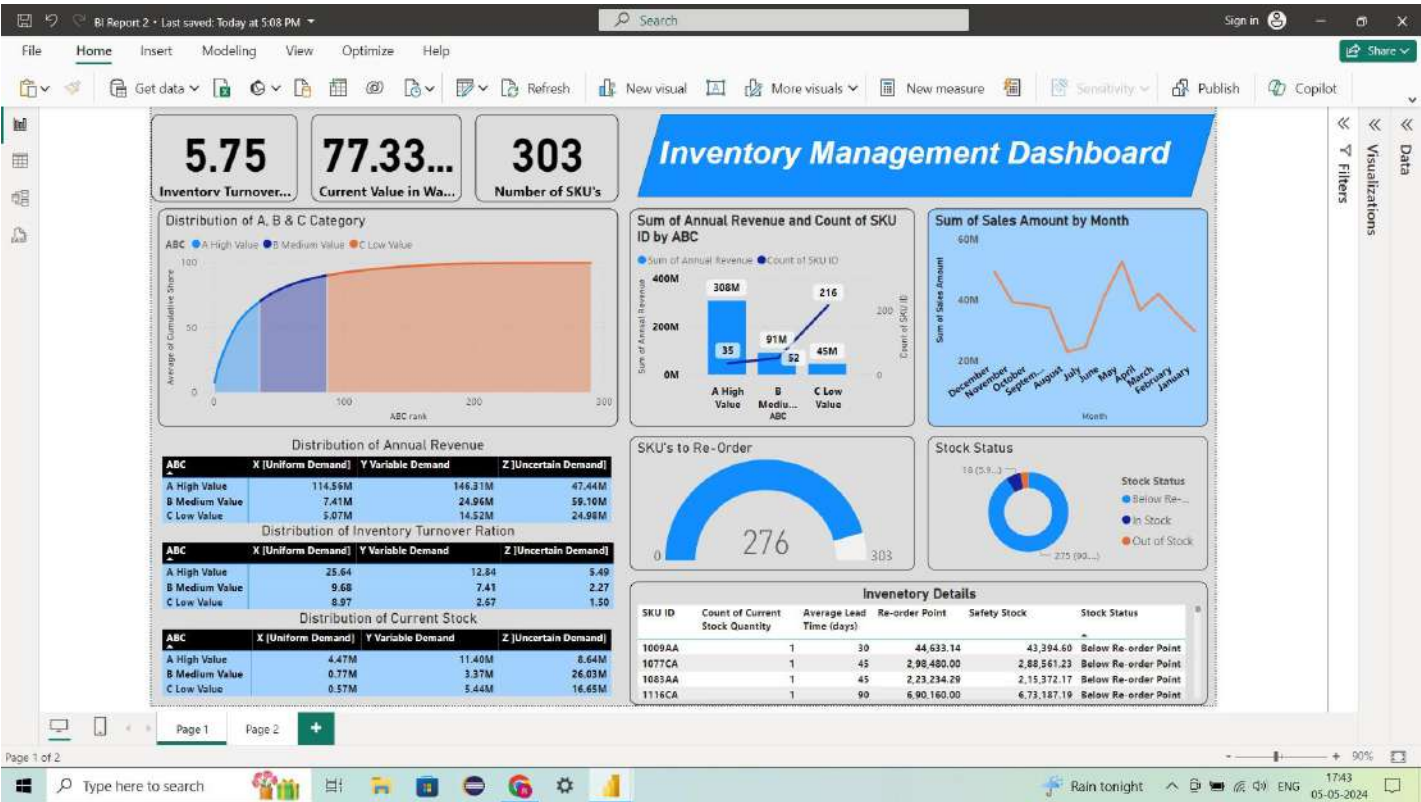
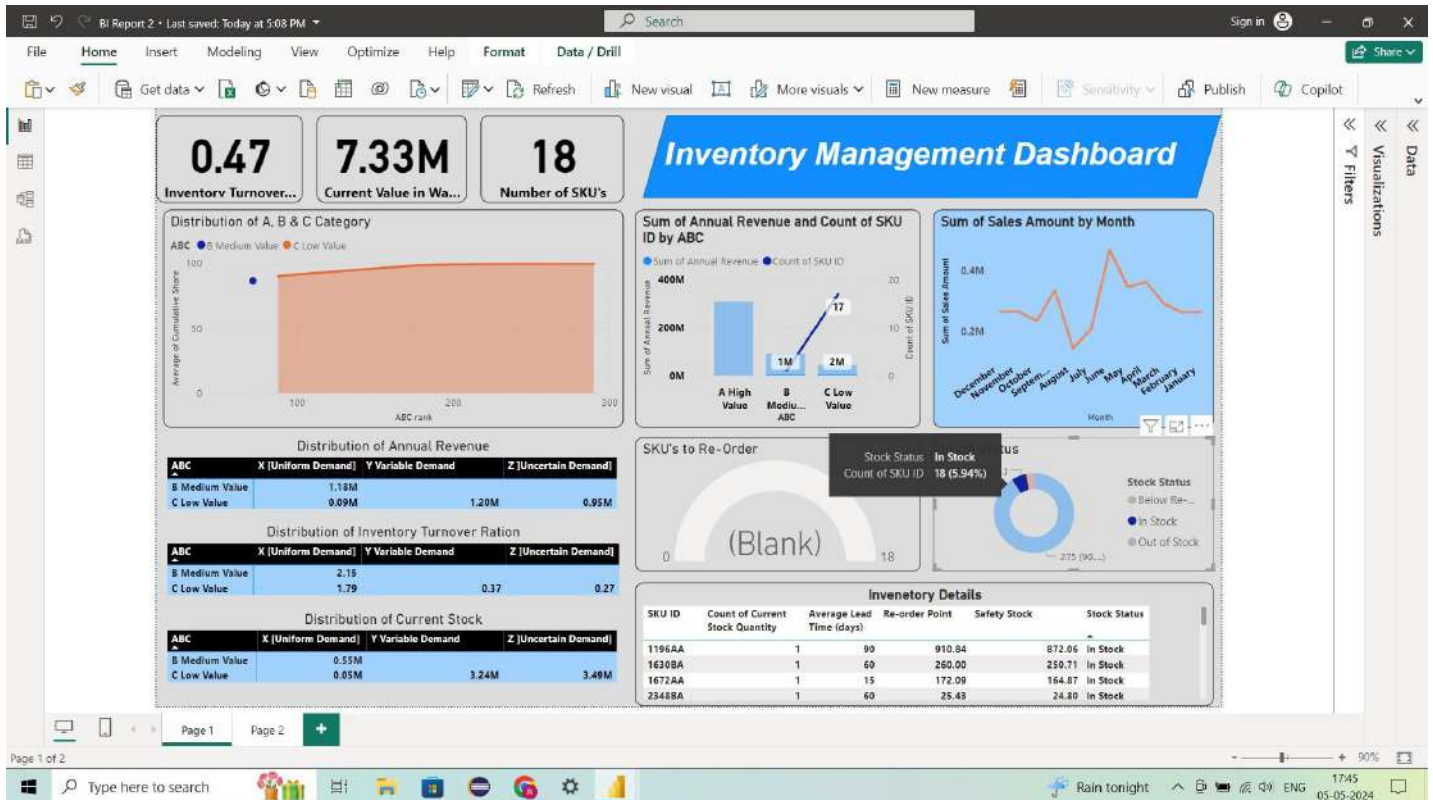
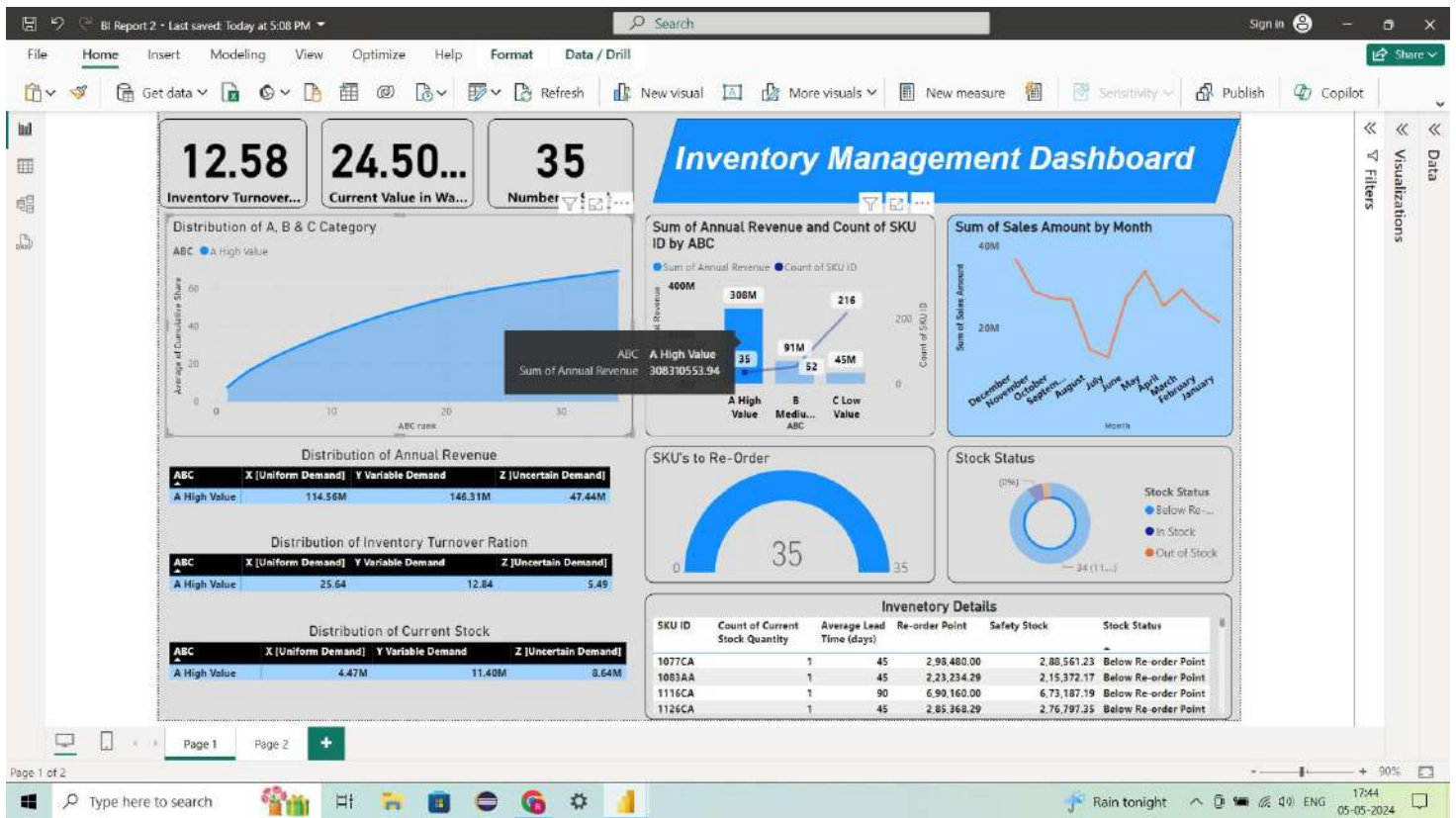


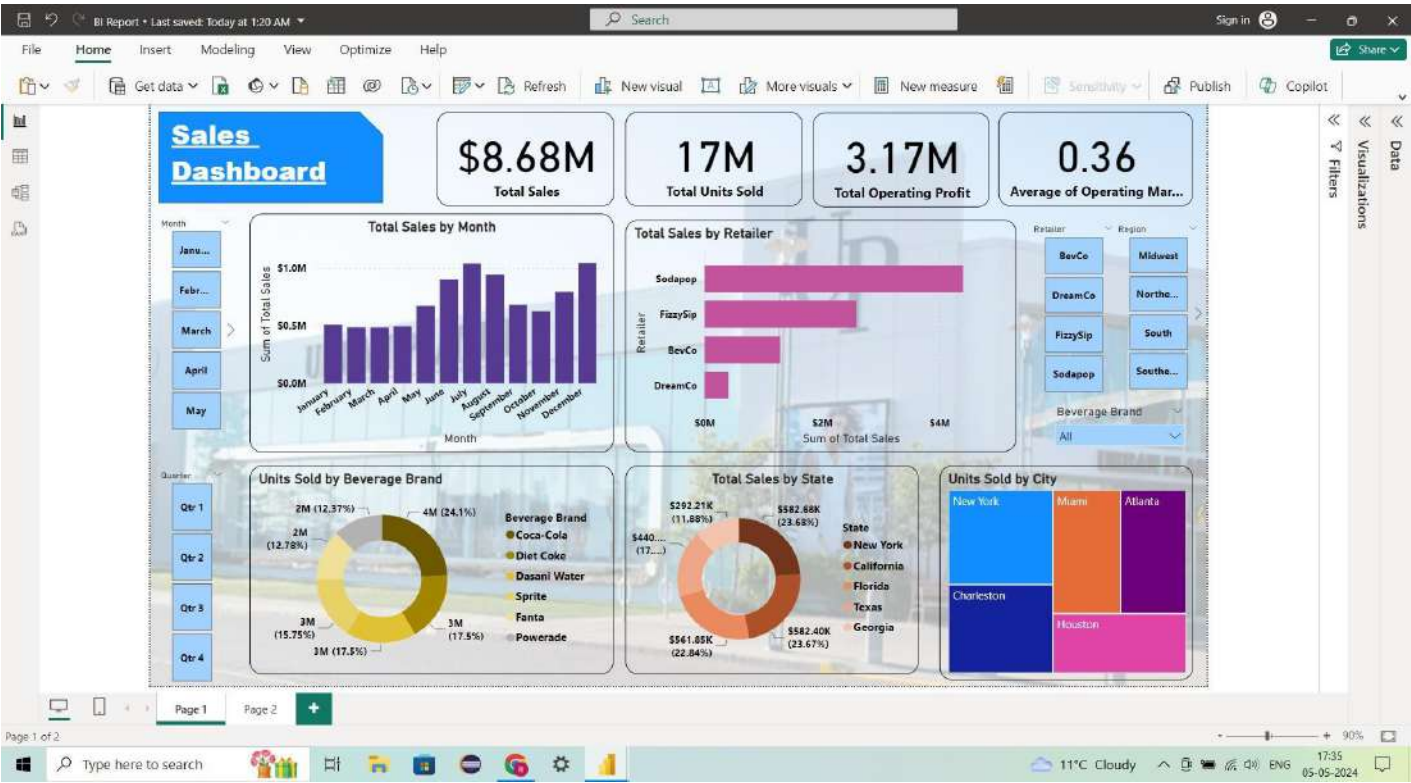
Inventory Management Dashboard

Attached are snapshots of the Inventory Management Dashboard I developed using Power BI, showcasing my expertise as a BI Reporting Analyst. Leveraging a basic dataset, I enhanced its utility by meticulously adding columns for advanced statistical calculations, including annual sale quantity, revenue, share percentage, and more. Through rigorous analysis, I devised insightful metrics such as ABC Pareto principle, peak weekly demand, safety stock, and reorder point, providing actionable insights for optimized inventory management strategies. This demonstration underscores my capability to transform raw data into actionable intelligence, a skillset essential for driving informed decision-making within your organization.



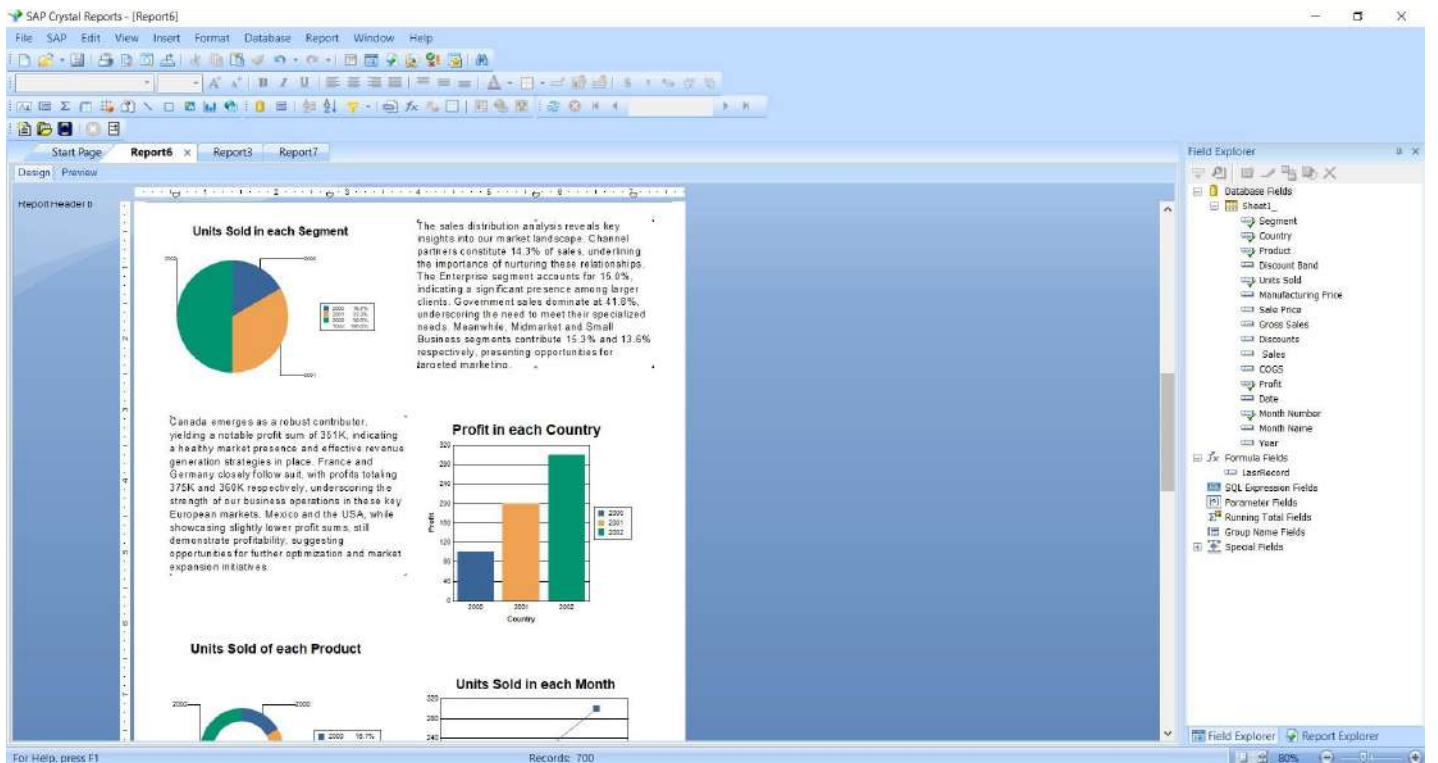
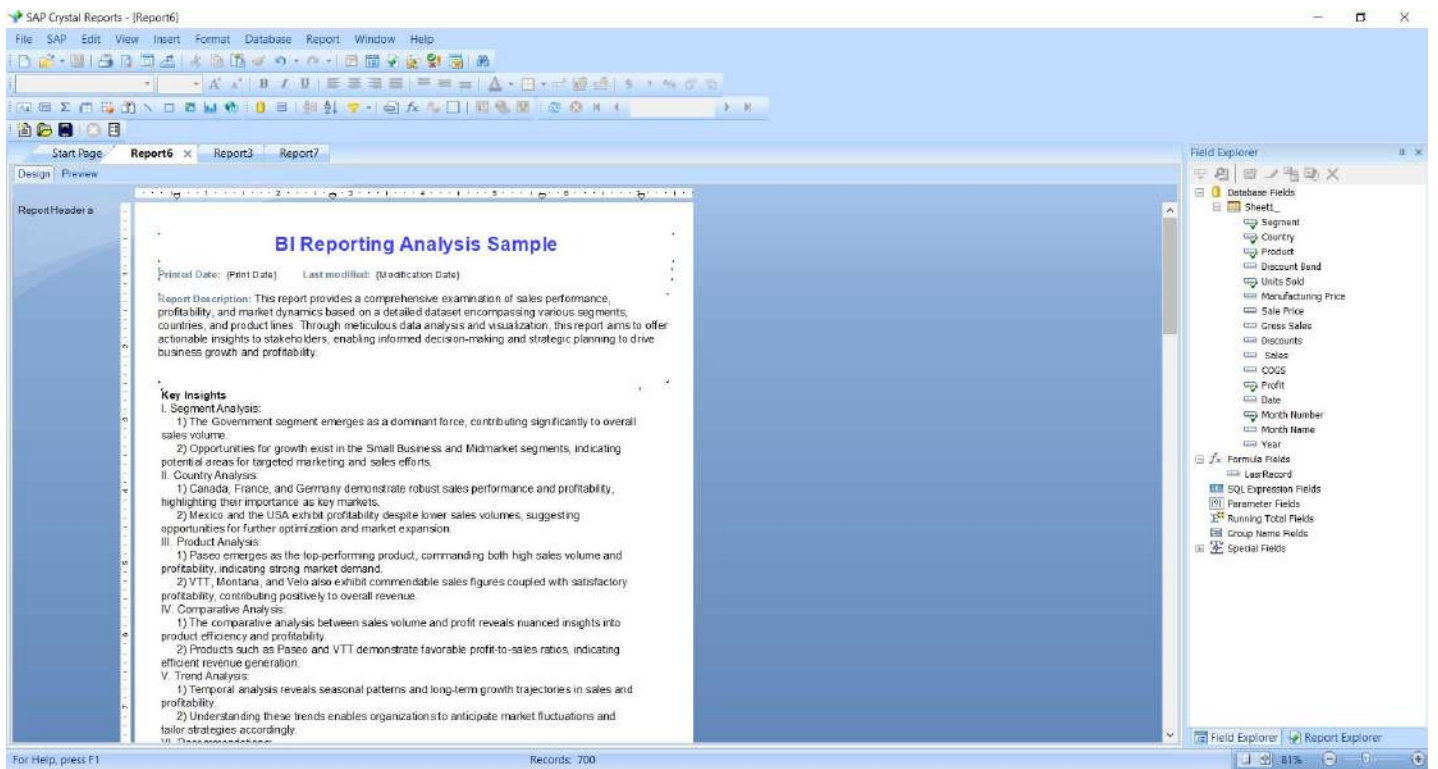


Sales Dashboard



I have created this dashboard to provide a comprehensive view of sales performance, enabling strategic decision-making. Leveraging advanced analytics and intuitive design principles, I have transformed raw data into a dynamic and interactive tool that empowers users to explore trends, identify opportunities, and drive growth.

Crystal Report



SAP Crystal Reports - [Report6]

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Design Preview x

Groups

Report6

Segment	Product	Units Sold	Costs
Government	Carretera	2,375.00	\$16,665.00
Government	Carretera	1,745.00	\$12,549.00
Government	Carretera	2,096.00	\$1,089.00
Government	Carretera	280.00	\$20.00
Government	Montana	230.00	\$20.00
Government	Montana	2,300.00	\$1,055.00
Midmarket	Paseo	278.00	\$800.25
Government	Paseo	2,428.00	\$17,481.00
Midmarket	Paseo	1,707.00	\$1,124.34
Channel Partners	Paseo	1,390.00	\$10,100.70
Government	VTT	230.00	\$20.00
Channel Partners	Amalia	1,393.00	\$10,100.70
Channel Partners	Amalia	2,015.00	\$14,749.00
Small Business	Carretera	801.00	\$6,400.00
Enterprise	Carretera	1,925.00	(\$12,787.50)
Small Business	Carretera	1,480.00	\$11,000.00
Small Business	Carretera	1,910.00	\$6,000.00
Midmarket	Carretera	1,515.00	\$4,387.75
Midmarket	Carretera	2,300.00	\$6,670.00
Enterprise	Carretera	2,821.00	(\$35,202.50)
Government	Montana	2,327.00	\$91,327.00
Government	Montana	1,150.00	\$49,149.00
Government	Montana	200.00	\$4,200.00
Government	Montana	380.00	\$800.70
Government	Montana	1,727.00	\$1,701.04
Midmarket	Montana	2,300.00	\$6,670.00
Government	Paseo	260.00	\$1,010.00
Midmarket	Paseo	2,470.00	\$7,103.00
Midmarket	Paseo	1,745.00	\$5,054.70
Channel Partners	Paseo	2,014.00	\$21,330.48
Government	Paseo	1,731.00	\$1,700.00
Government	Paseo	700.00	\$20,700.00
Channel Partners	Paseo	2,222.00	\$10,200.00
Government	Paseo	1,177.00	\$48,287.00
Government	Paseo	1,922.00	\$18,802.00
Enterprise	Velo	1,676.00	(\$19,087.50)
Government	Velo	805.00	\$4,303.25
Small Business	Velo	2,400.00	\$19,000.00
Small Business	Velo	208.00	\$2,102.00
Small Business	Velo	2,530.00	\$20,200.00

For Help, press F1

05-May-24 13:33

Records: 700

Field Explorer

- Database Fields
 - Sheet1
 - Segment
 - Country
 - Product
 - Discount Band
 - Units Sold
 - Manufacturing Price
 - Sale Price
 - Gross Sales
 - Discounts
 - Sales
 - COGS
 - Profit
 - Date
 - Month Number
 - Month Name
 - Year
- Formula Fields
 - LaRecord
 - SQL Expression Fields
 - Parameter Fields
 - Running Total Fields
 - Group Name Fields
 - Special Fields

Field Explorer Report Explorer

SAP Crystal Reports - [Report6]

File SAP Edit View Insert Format Database Report Window Help

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Design Preview x

Groups

Report6

Enterprise	Carretera	1,174.00	(\$15,142.50)
Enterprise	Carretera	2,707.00	(\$30,045.25)
Enterprise	Carretera	1,085.00	(\$14,918.75)
Small Business	Montana	540.00	\$2,730.00
Government	Paseo	1,158.00	\$8,188.00
Midmarket	Paseo	1,014.00	\$4,438.50
Government	Paseo	2,535.00	\$2,408.25
Government	Paseo	2,851.00	#####
Midmarket	Paseo	2,559.00	\$7,037.25
Government	Paseo	267.00	\$1,889.00
Enterprise	Paseo	1,085.00	(\$14,918.75)
Midmarket	Paseo	1,175.00	\$3,231.25
Government	Paseo	2,007.00	\$75,292.50
Government	Paseo	2,151.00	\$80,062.50
Channel Partners	Paseo	914.00	\$6,589.00
Government	Paseo	293.00	\$2,051.00
Channel Partners	Velo	500.00	\$3,500.00
Midmarket	Velo	2,829.00	\$7,771.50
Enterprise	Velo	663.00	(\$8,116.25)
Small Business	Velo	2,574.00	\$12,879.00
Enterprise	Velo	2,438.00	(\$33,522.50)
Channel Partners	Velo	914.00	\$6,589.00
Government	VTT	885.00	\$8,050.50
Midmarket	VTT	492.00	\$1,352.00
Government	VTT	267.00	\$1,889.00
Midmarket	VTT	1,175.00	\$3,231.25
Enterprise	VTT	2,954.00	(\$49,617.50)
Enterprise	VTT	552.00	(\$7,580.00)
Government	VTT	293.00	\$2,051.00
Small Business	Amalia	2,475.00	\$12,375.00
Small Business	Amalia	540.00	\$2,730.00
Government	Montana	1,168.00	\$7,289.00
Government	Paseo	723.00	\$685.40
Channel Partners	VTT	1,806.00	\$13,003.20

Total number of Units Sold: 1,125,806.00

Total Profit: \$ 16,893,702.26

For Help, press F1

05-May-24 13:33

Records: 700

Field Explorer

- Database Fields
 - Sheet1
 - Segment
 - Country
 - Product
 - Discount Band
 - Units Sold
 - Manufacturing Price
 - Sale Price
 - Gross Sales
 - Discounts
 - Sales
 - COGS
 - Profit
 - Date
 - Month Number
 - Month Name
 - Year
- Formula Fields
 - LaRecord
 - SQL Expression Fields
 - Parameter Fields
 - Running Total Fields
 - Group Name Fields
 - Special Fields

Field Explorer Report Explorer

BI Reporting Analysis Sample

Printed Date: 05-May-24

Last modified: 05-May-24

Report Description: This report provides a comprehensive examination of sales performance, profitability, and market dynamics based on a detailed dataset encompassing various segments, countries, and product lines. Through meticulous data analysis and visualization, this report aims to offer actionable insights to stakeholders, enabling informed decision-making and strategic planning to drive business growth and profitability.

Key Insights

I. Segment Analysis:

- 1) The Government segment emerges as a dominant force, contributing significantly to overall sales volume.
- 2) Opportunities for growth exist in the Small Business and Midmarket segments, indicating potential areas for targeted marketing and sales efforts.

II. Country Analysis:

- 1) Canada, France, and Germany demonstrate robust sales performance and profitability, highlighting their importance as key markets.
- 2) Mexico and the USA exhibit profitability despite lower sales volumes, suggesting opportunities for further optimization and market expansion.

III. Product Analysis:

- 1) Paseo emerges as the top-performing product, commanding both high sales volume and profitability, indicating strong market demand.
- 2) VTT, Montana, and Velo also exhibit commendable sales figures coupled with satisfactory profitability, contributing positively to overall revenue.

IV. Comparative Analysis:

- 1) The comparative analysis between sales volume and profit reveals nuanced insights into product efficiency and profitability.
- 2) Products such as Paseo and VTT demonstrate favorable profit-to-sales ratios, indicating efficient revenue generation.

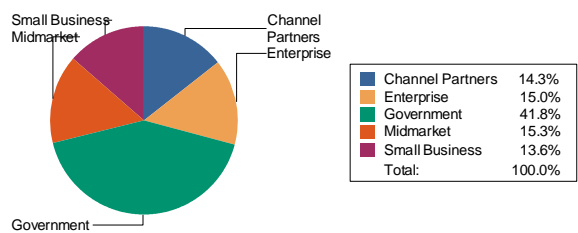
V. Trend Analysis:

- 1) Temporal analysis reveals seasonal patterns and long-term growth trajectories in sales and profitability.
- 2) Understanding these trends enables organizations to anticipate market fluctuations and tailor strategies accordingly.

VI. Recommendations:

- 1) Tailor marketing and sales strategies to capitalize on the strong demand observed in the Government segment.
- 2) Invest in market optimization initiatives in Mexico and the USA to unlock further revenue potential.
- 3) Focus on enhancing profitability for products with lower profit margins, such as Amarilla and Carretera, through pricing strategies or cost optimization measures.

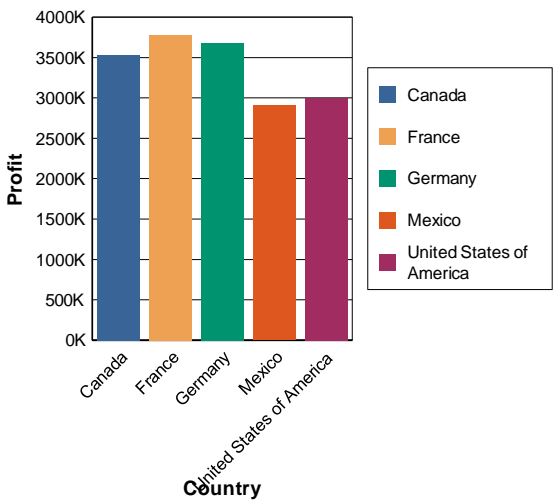
Units Sold in each Segment



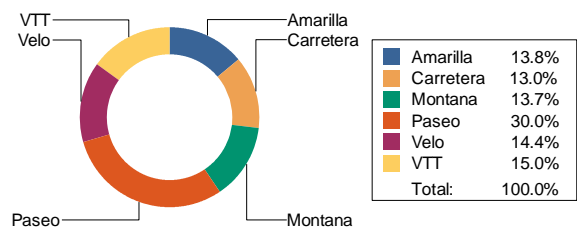
The sales distribution analysis reveals key insights into our market landscape. Channel partners constitute 14.3% of sales, underlining the importance of nurturing these relationships. The Enterprise segment accounts for 15.0%, indicating a significant presence among larger clients. Government sales dominate at 41.8%, underscoring the need to meet their specialized needs. Meanwhile, Midmarket and Small Business segments contribute 15.3% and 13.6% respectively, presenting opportunities for

Canada emerges as a robust contributor, yielding a notable profit sum of 351K, indicating a healthy market presence and effective revenue generation strategies in place. France and Germany closely follow suit, with profits totaling 375K and 360K respectively, underscoring the strength of our business operations in these key European markets. Mexico and the USA, while showcasing slightly lower profit sums, still demonstrate profitability, suggesting opportunities for further optimization and market expansion initiatives.

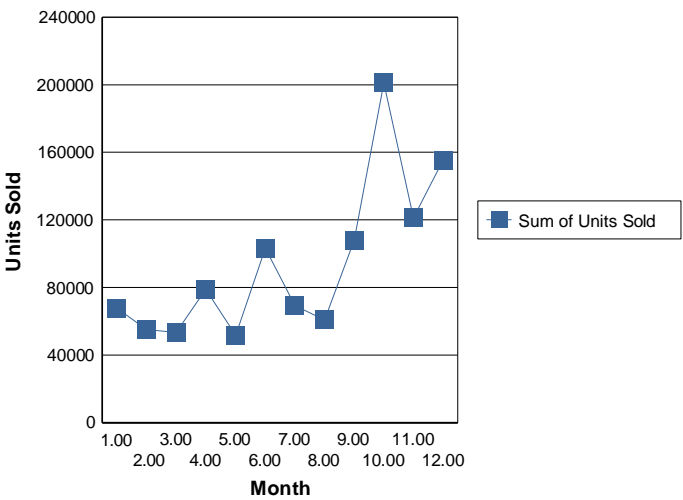
Profit in each Country



Units Sold of each Product



Units Sold in each Month



	Total
Total	\$16,893,702.26
Amarilla	\$2,814,104.06
Carretera	\$1,826,804.89
Montana	\$2,114,754.88
Paseo	\$4,797,437.95
Velo	\$2,305,992.47
VTT	\$3,034,608.02

	Total
Total	1,125,806.00
Amarilla	155,315.00
Carretera	146,846.00
Montana	154,198.00
Paseo	338,239.50
Velo	162,424.50
VTT	168,783.00

Performing a comparative analysis between the sales volume of products and their respective profits reveals crucial insights into the efficiency and profitability of each product line. Paseo emerges as the top-performing product in terms of both units sold and profit, with 338,239 units sold generating a substantial profit of 4,797,437. This indicates a strong demand for Paseo, translating into significant profitability. Following closely is VTT, which, despite a slightly lower sales volume of 168,783 units, yields a commendable profit of 3,034,608, showcasing a favorable profit-to-sales ratio. Montana and Velo exhibit similar trends, with Montana selling 154,198 units and generating a profit of 2,114,754, while Velo sells 162,424 units, resulting in a profit of 2,305,992. These products demonstrate respectable sales figures coupled with satisfactory profitability. Amarilla and Carretera, although contributing to sales with 155,315 and 146,846 units sold respectively, generate profits of 2,814,104 and 1,826,804, indicating room for improvement in profit margins or optimization strategies to enhance their profitability relative to sales volume.

Comparative Analysis

In the comparative analysis of our sales data, we observe distinct patterns across different segments, countries, and products.

Firstly, when comparing segment performance, we notice that the Government segment contributes significantly to our overall sales, representing 41.8% of units sold, followed closely by Enterprise with 15.0%. This highlights the importance of tailoring our strategies to meet the specific needs of these segments to maximize sales opportunities. Conversely, while Small Business accounts for 13.6% of units sold, there is potential for growth in this segment through targeted marketing and sales initiatives.

Secondly, in examining sales performance by country, we find notable variations. Canada emerges as a strong market with 351K units sold, closely followed by France and Germany with 375K and 360K units sold, respectively. Despite the lower number of units sold, Mexico and the USA demonstrate profitability, indicating potential opportunities for optimization in these regions to drive higher sales volume.

Lastly, analyzing product performance reveals varying degrees of success. Paseo stands out with 30.0% of units sold, suggesting a high demand for this product. Conversely, Carretera and Velo exhibit slightly lower sales percentages at 13.0% and 14.4% respectively, signaling

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Carretera	1,618.50	\$16,185.00
Government	Carretera	1,321.00	\$13,210.00
Midmarket	Carretera	2,178.00	\$10,890.00
Midmarket	Carretera	888.00	\$4,440.00
Midmarket	Carretera	2,470.00	\$12,350.00
Government	Carretera	1,513.00	\$136,170.00
Midmarket	Montana	921.00	\$4,605.00
Channel Partners	Montana	2,518.00	\$22,662.00
Government	Montana	1,899.00	\$18,990.00
Channel Partners	Montana	1,545.00	\$13,905.00
Midmarket	Montana	2,470.00	\$12,350.00
Enterprise	Montana	2,665.50	\$13,327.50
Small Business	Montana	958.00	\$47,900.00
Government	Montana	2,146.00	\$4,292.00
Enterprise	Montana	345.00	\$1,725.00
Midmarket	Montana	615.00	\$3,075.00
Government	Paseo	292.00	\$2,920.00
Midmarket	Paseo	974.00	\$4,870.00
Channel Partners	Paseo	2,518.00	\$22,662.00
Government	Paseo	1,006.00	\$90,540.00
Channel Partners	Paseo	367.00	\$3,303.00
Government	Paseo	883.00	\$1,766.00
Midmarket	Paseo	549.00	\$2,745.00
Small Business	Paseo	788.00	\$39,400.00
Midmarket	Paseo	2,472.00	\$12,360.00
Government	Paseo	1,143.00	\$2,286.00
Government	Paseo	1,725.00	\$155,250.00
Channel Partners	Paseo	912.00	\$8,208.00
Midmarket	Paseo	2,152.00	\$10,760.00
Government	Paseo	1,817.00	\$18,170.00
Government	Paseo	1,513.00	\$136,170.00
Government	Velo	1,493.00	\$2,986.00
Enterprise	Velo	1,804.00	\$9,020.00
Channel Partners	Velo	2,161.00	\$19,449.00
Government	Velo	1,006.00	\$90,540.00
Channel Partners	Velo	1,545.00	\$13,905.00
Enterprise	Velo	2,821.00	\$14,105.00
Enterprise	Velo	345.00	\$1,725.00
Small Business	VTT	2,001.00	\$100,050.00
Channel Partners	VTT	2,838.00	\$25,542.00
Midmarket	VTT	2,178.00	\$10,890.00
Midmarket	VTT	888.00	\$4,440.00
Government	VTT	1,527.00	\$137,430.00
Small Business	VTT	2,151.00	\$107,550.00
Government	VTT	1,817.00	\$18,170.00
Government	Amarilla	2,750.00	\$247,500.00
Channel Partners	Amarilla	1,953.00	\$17,577.00
Enterprise	Amarilla	4,219.50	\$21,097.50
Government	Amarilla	1,899.00	\$18,990.00
Government	Amarilla	1,686.00	\$3,372.00
Channel Partners	Amarilla	2,141.00	\$19,269.00

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Amarilla	1,143.00	\$2,286.00
Midmarket	Amarilla	615.00	\$3,075.00
Government	Paseo	3,945.00	\$7,613.85
Midmarket	Paseo	2,296.00	\$11,135.60
Government	Paseo	1,030.00	\$1,987.90
Government	Velo	639.00	\$1,233.27
Government	VTT	1,326.00	\$2,559.18
Channel Partners	Carretera	1,858.00	\$16,499.04
Government	Carretera	1,210.00	\$104,665.00
Government	Carretera	2,529.00	\$4,880.97
Channel Partners	Carretera	1,445.00	\$12,831.60
Enterprise	Carretera	330.00	\$1,237.50
Channel Partners	Carretera	2,671.00	\$23,718.48
Channel Partners	Carretera	766.00	\$6,802.08
Small Business	Carretera	494.00	\$23,218.00
Government	Carretera	1,397.00	\$120,840.50
Government	Carretera	2,155.00	\$186,407.50
Midmarket	Montana	2,214.00	\$10,737.90
Small Business	Montana	2,301.00	\$108,147.00
Government	Montana	1,375.50	\$13,479.90
Government	Montana	1,830.00	\$3,531.90
Small Business	Montana	2,498.00	\$117,406.00
Enterprise	Montana	663.00	\$2,486.25
Midmarket	Paseo	1,514.00	\$7,342.90
Government	Paseo	4,492.50	\$8,670.53
Enterprise	Paseo	727.00	\$2,726.25
Enterprise	Paseo	787.00	\$2,951.25
Enterprise	Paseo	1,823.00	\$6,836.25
Midmarket	Paseo	747.00	\$3,622.95
Channel Partners	Paseo	766.00	\$6,802.08
Small Business	Paseo	2,905.00	\$136,535.00
Government	Paseo	2,155.00	\$186,407.50
Government	Velo	3,864.00	\$37,867.20
Government	Velo	362.00	\$698.66
Enterprise	Velo	923.00	\$3,461.25
Enterprise	Velo	663.00	\$2,486.25
Government	Velo	2,092.00	\$4,037.56
Government	VTT	263.00	\$507.59
Government	VTT	943.50	\$81,612.75
Enterprise	VTT	727.00	\$2,726.25
Enterprise	VTT	787.00	\$2,951.25
Small Business	VTT	986.00	\$46,342.00
Small Business	VTT	494.00	\$23,218.00
Government	VTT	1,397.00	\$120,840.50
Enterprise	VTT	1,744.00	\$6,540.00
Channel Partners	Amarilla	1,989.00	\$17,662.32
Midmarket	Amarilla	321.00	\$1,556.85
Enterprise	Carretera	742.50	\$1,856.25
Channel Partners	Carretera	1,295.00	\$11,344.20
Small Business	Carretera	214.00	\$9,416.00
Government	Carretera	2,145.00	\$3,989.70

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Carretera	2,852.00	\$236,716.00
Channel Partners	Montana	1,142.00	\$10,003.92
Government	Montana	1,566.00	\$15,033.60
Channel Partners	Montana	690.00	\$6,044.40
Enterprise	Montana	1,660.00	\$4,150.00
Midmarket	Paseo	2,363.00	\$11,106.10
Small Business	Paseo	918.00	\$40,392.00
Small Business	Paseo	1,728.00	\$76,032.00
Channel Partners	Paseo	1,142.00	\$10,003.92
Enterprise	Paseo	662.00	\$1,655.00
Channel Partners	Paseo	1,295.00	\$11,344.20
Enterprise	Paseo	809.00	\$2,022.50
Enterprise	Paseo	2,145.00	\$5,362.50
Channel Partners	Paseo	1,785.00	\$15,636.60
Small Business	Paseo	1,916.00	\$84,304.00
Government	Paseo	2,852.00	\$236,716.00
Enterprise	Paseo	2,729.00	\$6,822.50
Midmarket	Paseo	1,925.00	\$9,047.50
Government	Paseo	2,013.00	\$3,744.18
Channel Partners	Paseo	1,055.00	\$9,241.80
Channel Partners	Paseo	1,084.00	\$9,495.84
Government	Velo	1,566.00	\$15,033.60
Government	Velo	2,966.00	\$246,178.00
Government	Velo	2,877.00	\$238,791.00
Enterprise	Velo	809.00	\$2,022.50
Enterprise	Velo	2,145.00	\$5,362.50
Channel Partners	Velo	1,055.00	\$9,241.80
Government	Velo	544.00	\$5,222.40
Channel Partners	Velo	1,084.00	\$9,495.84
Enterprise	VTT	662.00	\$1,655.00
Small Business	VTT	214.00	\$9,416.00
Government	VTT	2,877.00	\$238,791.00
Enterprise	VTT	2,729.00	\$6,822.50
Government	VTT	266.00	\$22,078.00
Government	VTT	1,940.00	\$161,020.00
Small Business	Amarilla	259.00	\$11,396.00
Small Business	Amarilla	1,101.00	\$48,444.00
Enterprise	Amarilla	2,276.00	\$5,690.00
Government	Amarilla	2,966.00	\$246,178.00
Government	Amarilla	1,236.00	\$11,865.60
Government	Amarilla	941.00	\$9,033.60
Small Business	Amarilla	1,916.00	\$84,304.00
Enterprise	Carretera	4,243.50	\$5,304.38
Government	Carretera	2,580.00	\$24,252.00
Small Business	Carretera	689.00	\$28,249.00
Channel Partners	Carretera	1,947.00	\$16,822.08
Channel Partners	Carretera	908.00	\$7,845.12
Government	Montana	1,958.00	\$3,504.82
Channel Partners	Montana	1,901.00	\$16,424.64
Government	Montana	544.00	\$973.76
Government	Montana	1,797.00	\$142,861.50

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Enterprise	Montana	1,287.00	\$1,608.75
Enterprise	Montana	1,706.00	\$2,132.50
Small Business	Paseo	2,434.50	\$99,814.50
Enterprise	Paseo	1,774.00	\$2,217.50
Channel Partners	Paseo	1,901.00	\$16,424.64
Small Business	Paseo	689.00	\$28,249.00
Enterprise	Paseo	1,570.00	\$1,962.50
Channel Partners	Paseo	1,369.50	\$11,832.48
Enterprise	Paseo	2,009.00	\$2,511.25
Midmarket	Paseo	1,945.00	\$8,849.75
Enterprise	Paseo	1,287.00	\$1,608.75
Enterprise	Paseo	1,706.00	\$2,132.50
Enterprise	Velo	2,009.00	\$2,511.25
Small Business	VTT	2,844.00	\$116,604.00
Channel Partners	VTT	1,916.00	\$16,554.24
Enterprise	VTT	1,570.00	\$1,962.50
Small Business	VTT	1,874.00	\$76,834.00
Government	VTT	1,642.00	\$130,539.00
Midmarket	VTT	1,945.00	\$8,849.75
Government	Carretera	831.00	\$7,811.40
Government	Paseo	1,760.00	\$3,150.40
Government	Velo	3,850.50	\$36,194.70
Channel Partners	VTT	2,479.00	\$21,418.56
Midmarket	Montana	2,031.00	\$8,936.40
Midmarket	Paseo	2,031.00	\$8,936.40
Midmarket	Paseo	2,261.00	\$9,948.40
Government	Velo	736.00	\$6,771.20
Government	Carretera	2,851.00	\$4,903.72
Small Business	Carretera	2,021.00	\$76,798.00
Government	Carretera	274.00	\$20,824.00
Midmarket	Montana	1,967.00	\$8,654.80
Small Business	Montana	1,859.00	\$70,642.00
Government	Montana	2,851.00	\$4,903.72
Small Business	Montana	2,021.00	\$76,798.00
Enterprise	Montana	1,138.00	\$0.00
Government	Paseo	4,251.00	\$7,311.72
Enterprise	Paseo	795.00	\$0.00
Small Business	Paseo	1,414.50	\$53,751.00
Small Business	Paseo	2,918.00	\$110,884.00
Government	Paseo	3,450.00	\$262,200.00
Enterprise	Paseo	2,988.00	\$0.00
Midmarket	Paseo	218.00	\$959.20
Government	Paseo	2,074.00	\$19,080.80
Government	Paseo	1,056.00	\$9,715.20
Midmarket	Paseo	671.00	\$2,952.40
Midmarket	Paseo	1,514.00	\$6,661.60
Government	Paseo	274.00	\$20,824.00
Enterprise	Paseo	1,138.00	\$0.00
Channel Partners	Velo	1,465.00	\$12,481.80
Government	Velo	2,646.00	\$24,343.20
Government	Velo	2,177.00	\$165,452.00

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Channel Partners	VTT	866.00	\$7,378.32
Government	VTT	349.00	\$26,524.00
Government	VTT	2,177.00	\$165,452.00
Midmarket	VTT	1,514.00	\$6,661.60
Government	Amarilla	1,865.00	\$141,740.00
Enterprise	Amarilla	1,074.00	\$0.00
Government	Amarilla	1,907.00	\$144,932.00
Midmarket	Amarilla	671.00	\$2,952.40
Government	Amarilla	1,778.00	\$135,128.00
Government	Montana	1,159.00	\$1,912.35
Government	Paseo	1,372.00	\$2,263.80
Government	Paseo	2,349.00	\$3,875.85
Government	Paseo	2,689.00	\$4,436.85
Channel Partners	Paseo	2,431.00	\$20,420.40
Channel Partners	Velo	2,431.00	\$20,420.40
Government	VTT	2,689.00	\$4,436.85
Government	Amarilla	1,683.00	\$2,776.95
Channel Partners	Amarilla	1,123.00	\$9,433.20
Government	Amarilla	1,159.00	\$1,912.35
Channel Partners	Carretera	1,865.00	\$15,666.00
Channel Partners	Carretera	1,116.00	\$9,374.40
Government	Carretera	1,563.00	\$14,067.00
Small Business	Carretera	991.00	\$34,685.00
Government	Carretera	1,016.00	\$1,676.40
Midmarket	Carretera	2,791.00	\$11,861.75
Government	Carretera	570.00	\$940.50
Government	Carretera	2,487.00	\$4,103.55
Government	Montana	1,384.50	\$100,376.25
Enterprise	Montana	3,627.00	(\$4,533.75)
Government	Montana	720.00	\$52,200.00
Channel Partners	Montana	2,342.00	\$19,672.80
Small Business	Montana	1,100.00	\$38,500.00
Government	Paseo	1,303.00	\$11,727.00
Enterprise	Paseo	2,992.00	(\$3,740.00)
Enterprise	Paseo	2,385.00	(\$2,981.25)
Small Business	Paseo	1,607.00	\$56,245.00
Government	Paseo	2,327.00	\$3,839.55
Small Business	Paseo	991.00	\$34,685.00
Government	Paseo	602.00	\$43,645.00
Midmarket	Paseo	2,620.00	\$11,135.00
Government	Paseo	1,228.00	\$89,030.00
Government	Paseo	1,389.00	\$12,501.00
Enterprise	Paseo	861.00	(\$1,076.25)
Enterprise	Paseo	704.00	(\$880.00)
Government	Paseo	1,802.00	\$16,218.00
Government	Paseo	2,663.00	\$23,967.00
Government	Paseo	2,136.00	\$3,524.40
Midmarket	Paseo	2,116.00	\$8,993.00
Midmarket	Velo	555.00	\$2,358.75
Midmarket	Velo	2,861.00	\$12,159.25
Enterprise	Velo	807.00	(\$1,008.75)

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Velo	602.00	\$43,645.00
Government	Velo	2,832.00	\$25,488.00
Government	Velo	1,579.00	\$14,211.00
Enterprise	Velo	861.00	(\$1,076.25)
Enterprise	Velo	704.00	(\$880.00)
Government	Velo	1,033.00	\$9,297.00
Small Business	Velo	1,250.00	\$43,750.00
Government	VTT	1,389.00	\$12,501.00
Government	VTT	1,265.00	\$11,385.00
Government	VTT	2,297.00	\$20,673.00
Government	VTT	2,663.00	\$23,967.00
Government	VTT	570.00	\$940.50
Government	VTT	2,487.00	\$4,103.55
Government	Amarilla	1,350.00	\$97,875.00
Government	Amarilla	552.00	\$40,020.00
Government	Amarilla	1,228.00	\$89,030.00
Small Business	Amarilla	1,250.00	\$43,750.00
Midmarket	Paseo	3,801.00	\$15,584.10
Government	Carretera	1,117.50	\$9,834.00
Midmarket	Carretera	2,844.00	\$11,660.40
Channel Partners	Carretera	562.00	\$4,653.36
Channel Partners	Carretera	2,299.00	\$19,035.72
Midmarket	Carretera	2,030.00	\$8,323.00
Government	Carretera	263.00	\$415.54
Enterprise	Carretera	887.00	(\$2,217.50)
Government	Montana	980.00	\$67,620.00
Government	Montana	1,460.00	\$100,740.00
Government	Montana	1,403.00	\$2,216.74
Channel Partners	Montana	2,723.00	\$22,546.44
Government	Paseo	1,496.00	\$103,224.00
Channel Partners	Paseo	2,299.00	\$19,035.72
Government	Paseo	727.00	\$50,163.00
Enterprise	Velo	952.00	(\$2,380.00)
Enterprise	Velo	2,755.00	(\$6,887.50)
Midmarket	Velo	1,530.00	\$6,273.00
Government	Velo	1,496.00	\$103,224.00
Government	Velo	1,498.00	\$2,366.84
Small Business	Velo	1,221.00	\$39,072.00
Government	Velo	2,076.00	\$143,244.00
Midmarket	VTT	2,844.00	\$11,660.40
Government	VTT	1,498.00	\$2,366.84
Small Business	VTT	1,221.00	\$39,072.00
Government	VTT	1,123.00	\$9,882.40
Small Business	VTT	2,436.00	\$77,952.00
Enterprise	Amarilla	1,987.50	(\$4,968.75)
Government	Amarilla	1,679.00	\$115,851.00
Government	Amarilla	727.00	\$50,163.00
Government	Amarilla	1,403.00	\$2,216.74
Government	Amarilla	2,076.00	\$143,244.00
Government	Montana	1,757.00	\$15,461.60
Midmarket	Paseo	2,198.00	\$9,011.80

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Midmarket	Paseo	1,743.00	\$7,146.30
Midmarket	Paseo	1,153.00	\$4,727.30
Government	Paseo	1,757.00	\$15,461.60
Government	Velo	1,001.00	\$8,808.80
Government	Velo	1,333.00	\$2,106.14
Midmarket	VTT	1,153.00	\$4,727.30
Channel Partners	Carretera	727.00	\$5,932.32
Channel Partners	Carretera	1,884.00	\$15,373.44
Government	Carretera	1,834.00	\$15,772.40
Channel Partners	Montana	2,340.00	\$19,094.40
Channel Partners	Montana	2,342.00	\$19,110.72
Government	Paseo	1,031.00	\$1,556.81
Midmarket	Velo	1,262.00	\$4,984.90
Government	Velo	1,135.00	\$1,713.85
Government	Velo	547.00	\$825.97
Government	Velo	1,582.00	\$2,388.82
Channel Partners	VTT	1,738.50	\$14,186.16
Channel Partners	VTT	2,215.00	\$18,074.40
Government	VTT	1,582.00	\$2,388.82
Government	Amarilla	1,135.00	\$1,713.85
Government	Carretera	1,761.00	\$115,345.50
Small Business	Carretera	448.00	\$12,992.00
Small Business	Carretera	2,181.00	\$63,249.00
Government	Montana	1,976.00	\$16,993.60
Small Business	Montana	2,181.00	\$63,249.00
Enterprise	Montana	2,500.00	(\$9,375.00)
Small Business	Paseo	1,702.00	\$49,358.00
Small Business	Paseo	448.00	\$12,992.00
Enterprise	Paseo	3,513.00	(\$13,173.75)
Midmarket	Paseo	2,101.00	\$8,298.95
Midmarket	Paseo	2,931.00	\$11,577.45
Government	Paseo	1,535.00	\$13,201.00
Small Business	Paseo	1,123.00	\$32,567.00
Small Business	Paseo	1,404.00	\$40,716.00
Channel Partners	Paseo	2,763.00	\$22,546.08
Government	Paseo	2,125.00	\$3,208.75
Small Business	Velo	1,659.00	\$48,111.00
Government	Velo	609.00	\$5,237.40
Enterprise	Velo	2,087.00	(\$7,826.25)
Government	Velo	1,976.00	\$16,993.60
Government	Velo	1,421.00	\$12,220.60
Small Business	Velo	1,372.00	\$39,788.00
Government	Velo	588.00	\$5,056.80
Channel Partners	VTT	3,244.50	\$26,475.12
Small Business	VTT	959.00	\$27,811.00
Small Business	VTT	2,747.00	\$79,663.00
Enterprise	Amarilla	1,645.00	(\$6,168.75)
Government	Amarilla	2,876.00	\$188,378.00
Enterprise	Amarilla	994.00	(\$3,727.50)
Government	Amarilla	1,118.00	\$9,614.80
Small Business	Amarilla	1,372.00	\$39,788.00

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Montana	488.00	\$702.72
Government	Montana	1,282.00	\$10,768.80
Government	Paseo	257.00	\$370.08
Government	Amarilla	1,282.00	\$10,768.80
Enterprise	Carretera	1,540.00	(\$7,700.00)
Midmarket	Carretera	490.00	\$1,862.00
Government	Carretera	1,362.00	\$84,444.00
Midmarket	Montana	2,501.00	\$9,503.80
Government	Montana	708.00	\$5,947.20
Government	Montana	645.00	\$5,418.00
Small Business	Montana	1,562.00	\$40,612.00
Small Business	Montana	1,283.00	\$33,358.00
Midmarket	Montana	711.00	\$2,701.80
Enterprise	Paseo	1,114.00	(\$5,570.00)
Government	Paseo	1,259.00	\$1,812.96
Government	Paseo	1,095.00	\$1,576.80
Government	Paseo	1,366.00	\$11,474.40
Small Business	Paseo	2,460.00	\$63,960.00
Government	Paseo	678.00	\$976.32
Government	Paseo	1,598.00	\$2,301.12
Government	Paseo	2,409.00	\$3,468.96
Government	Paseo	1,934.00	\$16,245.60
Government	Paseo	2,993.00	\$25,141.20
Government	Paseo	2,146.00	\$133,052.00
Government	Paseo	1,946.00	\$2,802.24
Government	Paseo	1,362.00	\$84,444.00
Channel Partners	Velo	598.00	\$4,807.92
Government	Velo	2,907.00	\$4,186.08
Government	Velo	2,338.00	\$3,366.72
Small Business	Velo	386.00	\$10,036.00
Small Business	Velo	635.00	\$16,510.00
Government	VTT	574.50	\$35,619.00
Government	VTT	2,338.00	\$3,366.72
Government	VTT	381.00	\$23,622.00
Government	VTT	422.00	\$26,164.00
Small Business	VTT	2,134.00	\$55,484.00
Small Business	VTT	808.00	\$21,008.00
Government	Amarilla	708.00	\$5,947.20
Government	Amarilla	2,907.00	\$4,186.08
Government	Amarilla	1,366.00	\$11,474.40
Small Business	Amarilla	2,460.00	\$63,960.00
Government	Amarilla	1,520.00	\$12,768.00
Midmarket	Amarilla	711.00	\$2,701.80
Channel Partners	Amarilla	1,375.00	\$11,055.00
Small Business	Amarilla	635.00	\$16,510.00
Government	VTT	436.50	\$3,666.60
Small Business	Carretera	1,094.00	\$25,162.00
Channel Partners	Carretera	367.00	\$2,906.64
Small Business	Montana	3,802.50	\$87,457.50
Government	Montana	1,666.00	\$97,461.00
Small Business	Montana	322.00	\$7,406.00

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Channel Partners	Montana	2,321.00	\$18,382.32
Enterprise	Montana	1,857.00	(\$11,606.25)
Government	Montana	1,611.00	\$2,207.07
Enterprise	Montana	2,797.00	(\$17,481.25)
Small Business	Montana	334.00	\$7,682.00
Small Business	Paseo	2,565.00	\$58,995.00
Government	Paseo	2,417.00	\$141,394.50
Midmarket	Paseo	3,675.00	\$13,413.75
Small Business	Paseo	1,094.00	\$25,162.00
Midmarket	Paseo	1,227.00	\$4,478.55
Channel Partners	Paseo	367.00	\$2,906.64
Small Business	Paseo	1,324.00	\$30,452.00
Channel Partners	Paseo	1,775.00	\$14,058.00
Enterprise	Paseo	2,797.00	(\$17,481.25)
Midmarket	Velo	245.00	\$894.25
Small Business	Velo	3,793.50	\$87,250.50
Government	Velo	1,307.00	\$76,459.50
Enterprise	Velo	567.00	(\$3,543.75)
Enterprise	Velo	2,110.00	(\$13,187.50)
Government	Velo	1,269.00	\$74,236.50
Channel Partners	VTT	1,956.00	\$15,491.52
Small Business	VTT	2,659.00	\$61,157.00
Government	VTT	1,351.50	\$79,062.75
Channel Partners	VTT	880.00	\$6,969.60
Small Business	VTT	1,867.00	\$42,941.00
Channel Partners	VTT	2,234.00	\$17,693.28
Midmarket	VTT	1,227.00	\$4,478.55
Enterprise	VTT	877.00	(\$5,481.25)
Government	Amarilla	2,071.00	\$121,153.50
Government	Amarilla	1,269.00	\$74,236.50
Midmarket	Amarilla	970.00	\$3,540.50
Government	Amarilla	1,694.00	\$13,890.80
Government	Carretera	663.00	\$5,436.60
Government	Carretera	819.00	\$1,122.03
Channel Partners	Carretera	1,580.00	\$12,513.60
Government	Carretera	521.00	\$713.77
Government	Paseo	973.00	\$7,978.60
Government	Paseo	1,038.00	\$8,511.60
Government	Paseo	360.00	\$493.20
Channel Partners	Velo	1,967.00	\$15,578.64
Midmarket	Velo	2,628.00	\$9,592.20
Government	VTT	360.00	\$493.20
Government	VTT	2,682.00	\$21,992.40
Government	VTT	521.00	\$713.77
Government	Amarilla	1,038.00	\$8,511.60
Midmarket	Amarilla	1,630.50	\$5,951.33
Channel Partners	Amarilla	306.00	\$2,423.52
Channel Partners	Carretera	386.00	\$3,010.80
Government	Montana	2,328.00	\$3,026.40
Channel Partners	Paseo	386.00	\$3,010.80
Enterprise	Carretera	3,445.50	(\$25,841.25)

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Enterprise	Carretera	1,482.00	(\$11,115.00)
Government	Montana	2,313.00	\$127,215.00
Enterprise	Montana	1,804.00	(\$13,530.00)
Midmarket	Montana	2,072.00	\$7,252.00
Government	Paseo	1,954.00	\$15,632.00
Small Business	Paseo	591.00	\$11,820.00
Midmarket	Paseo	2,167.00	\$7,584.50
Government	Paseo	241.00	\$1,928.00
Midmarket	Velo	681.00	\$2,383.50
Midmarket	Velo	510.00	\$1,785.00
Midmarket	Velo	790.00	\$2,765.00
Government	Velo	639.00	\$35,145.00
Enterprise	Velo	1,596.00	(\$11,970.00)
Small Business	Velo	2,294.00	\$45,880.00
Government	Velo	241.00	\$1,928.00
Government	Velo	2,665.00	\$3,464.50
Enterprise	Velo	1,916.00	(\$14,370.00)
Small Business	Velo	853.00	\$17,060.00
Enterprise	VTT	341.00	(\$2,557.50)
Midmarket	VTT	641.00	\$2,243.50
Government	VTT	2,807.00	\$154,385.00
Small Business	VTT	432.00	\$8,640.00
Small Business	VTT	2,294.00	\$45,880.00
Midmarket	VTT	2,167.00	\$7,584.50
Enterprise	VTT	2,529.00	(\$18,967.50)
Government	VTT	1,870.00	\$102,850.00
Enterprise	Amarilla	579.00	(\$4,342.50)
Government	Amarilla	2,240.00	\$123,200.00
Small Business	Amarilla	2,993.00	\$59,860.00
Channel Partners	Amarilla	3,520.50	\$27,459.90
Government	Amarilla	2,039.00	\$16,312.00
Channel Partners	Amarilla	2,574.00	\$20,077.20
Government	Amarilla	707.00	\$38,885.00
Midmarket	Amarilla	2,072.00	\$7,252.00
Small Business	Amarilla	853.00	\$17,060.00
Channel Partners	Carretera	1,198.00	\$9,200.64
Government	Paseo	2,532.00	\$3,114.36
Channel Partners	Paseo	1,198.00	\$9,200.64
Midmarket	Velo	384.00	\$1,286.40
Channel Partners	Velo	472.00	\$3,624.96
Government	VTT	1,579.00	\$1,942.17
Channel Partners	VTT	1,005.00	\$7,718.40
Midmarket	Amarilla	3,199.50	\$10,718.33
Channel Partners	Amarilla	472.00	\$3,624.96
Channel Partners	Carretera	1,937.00	\$14,876.16
Government	Carretera	792.00	\$40,788.00
Small Business	Carretera	2,811.00	\$47,787.00
Enterprise	Carretera	2,441.00	(\$21,358.75)
Midmarket	Carretera	1,560.00	\$5,226.00
Government	Carretera	2,706.00	\$3,328.38
Government	Montana	766.00	\$39,449.00

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Montana	2,992.00	\$23,337.60
Midmarket	Montana	2,157.00	\$7,225.95
Small Business	Paseo	873.00	\$14,841.00
Government	Paseo	1,122.00	\$8,751.60
Government	Paseo	2,104.50	\$108,381.75
Channel Partners	Paseo	4,026.00	\$30,919.68
Channel Partners	Paseo	2,425.50	\$18,627.84
Government	Paseo	2,394.00	\$18,673.20
Midmarket	Paseo	1,984.00	\$6,646.40
Enterprise	Paseo	2,441.00	(\$21,358.75)
Government	Paseo	2,992.00	\$23,337.60
Small Business	Paseo	1,366.00	\$23,222.00
Government	Velo	2,805.00	\$21,879.00
Midmarket	Velo	655.00	\$2,194.25
Government	Velo	344.00	\$17,716.00
Government	Velo	1,808.00	\$2,223.84
Channel Partners	VTT	1,734.00	\$13,317.12
Enterprise	VTT	554.00	(\$4,847.50)
Government	VTT	2,935.00	\$22,893.00
Enterprise	Amarilla	3,165.00	(\$27,693.75)
Government	Amarilla	2,629.00	\$20,506.20
Enterprise	Amarilla	1,433.00	(\$12,538.75)
Enterprise	Amarilla	947.00	(\$8,286.25)
Government	Amarilla	344.00	\$17,716.00
Midmarket	Amarilla	2,157.00	\$7,225.95
Government	Paseo	380.00	\$467.40
Government	Carretera	886.00	\$42,528.00
Enterprise	Carretera	2,416.00	(\$24,160.00)
Enterprise	Carretera	2,156.00	(\$21,560.00)
Midmarket	Carretera	2,689.00	\$8,604.80
Midmarket	Montana	677.00	\$2,166.40
Small Business	Montana	1,773.00	\$24,822.00
Government	Montana	2,420.00	\$2,807.20
Government	Montana	2,734.00	\$3,171.44
Government	Montana	1,715.00	\$13,034.00
Small Business	Montana	1,186.00	\$16,604.00
Small Business	Paseo	3,495.00	\$48,930.00
Government	Paseo	886.00	\$42,528.00
Enterprise	Paseo	2,156.00	(\$21,560.00)
Government	Paseo	905.00	\$6,878.00
Government	Paseo	1,715.00	\$13,034.00
Government	Paseo	1,594.00	\$76,512.00
Small Business	Paseo	1,359.00	\$19,026.00
Small Business	Paseo	2,150.00	\$30,100.00
Government	Paseo	1,197.00	\$57,456.00
Midmarket	Paseo	380.00	\$1,216.00
Government	Paseo	1,233.00	\$9,370.80
Government	Velo	1,395.00	\$66,960.00
Government	Velo	986.00	\$47,328.00
Government	Velo	905.00	\$6,878.00
Channel Partners	VTT	2,109.00	\$15,944.04

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Midmarket	VTT	3,874.50	\$12,398.40
Government	VTT	623.00	\$29,904.00
Government	VTT	986.00	\$47,328.00
Enterprise	VTT	2,387.00	(\$23,870.00)
Government	VTT	1,233.00	\$9,370.80
Government	Amarilla	270.00	\$12,960.00
Government	Amarilla	3,421.50	\$3,968.94
Government	Amarilla	2,734.00	\$3,171.44
Midmarket	Amarilla	2,548.00	\$8,153.60
Government	Carretera	2,521.50	\$19,163.40
Channel Partners	Montana	2,661.00	\$20,117.16
Government	Paseo	1,531.00	\$11,635.60
Government	VTT	1,491.00	\$1,729.56
Government	VTT	1,531.00	\$11,635.60
Channel Partners	Amarilla	2,761.00	\$20,873.16
Midmarket	Carretera	2,567.00	\$7,829.35
Midmarket	VTT	2,567.00	\$7,829.35
Government	Carretera	923.00	\$41,073.50
Government	Carretera	1,790.00	\$79,655.00
Government	Carretera	442.00	\$3,270.80
Government	Montana	982.50	\$43,721.25
Government	Montana	1,298.00	\$1,414.82
Channel Partners	Montana	604.00	\$4,493.76
Government	Montana	2,255.00	\$16,687.00
Government	Montana	1,249.00	\$9,242.60
Government	Paseo	1,438.50	\$1,567.97
Small Business	Paseo	807.00	\$8,877.00
Government	Paseo	2,641.00	\$19,543.40
Government	Paseo	2,708.00	\$20,039.20
Government	Paseo	2,632.00	\$117,124.00
Enterprise	Paseo	1,583.00	(\$17,808.75)
Channel Partners	Paseo	571.00	\$4,248.24
Government	Paseo	2,696.00	\$2,938.64
Midmarket	Paseo	1,565.00	\$4,773.25
Government	Paseo	1,249.00	\$9,242.60
Government	Paseo	357.00	\$15,886.50
Channel Partners	Paseo	1,013.00	\$7,536.72
Midmarket	Velo	3,997.50	\$12,192.38
Government	Velo	2,632.00	\$117,124.00
Government	Velo	1,190.00	\$1,297.10
Channel Partners	Velo	604.00	\$4,493.76
Midmarket	Velo	660.00	\$2,013.00
Channel Partners	Velo	410.00	\$3,050.40
Small Business	Velo	2,605.00	\$28,655.00
Channel Partners	Velo	1,013.00	\$7,536.72
Enterprise	VTT	1,583.00	(\$17,808.75)
Midmarket	VTT	1,565.00	\$4,773.25
Enterprise	Amarilla	1,659.00	(\$18,663.75)
Government	Amarilla	1,190.00	\$1,297.10
Channel Partners	Amarilla	410.00	\$3,050.40
Channel Partners	Amarilla	1,770.00	\$13,168.80

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Carretera	2,579.00	\$18,568.80
Government	Carretera	1,743.00	\$12,549.60
Government	Carretera	2,996.00	\$3,055.92
Government	Carretera	280.00	\$285.60
Government	Montana	293.00	\$298.86
Government	Montana	2,996.00	\$3,055.92
Midmarket	Paseo	278.00	\$806.20
Government	Paseo	2,428.00	\$17,481.60
Midmarket	Paseo	1,767.00	\$5,124.30
Channel Partners	Paseo	1,393.00	\$10,196.76
Government	VTT	280.00	\$285.60
Channel Partners	Amarilla	1,393.00	\$10,196.76
Channel Partners	Amarilla	2,015.00	\$14,749.80
Small Business	Carretera	801.00	\$6,408.00
Enterprise	Carretera	1,023.00	(\$12,787.50)
Small Business	Carretera	1,496.00	\$11,968.00
Small Business	Carretera	1,010.00	\$8,080.00
Midmarket	Carretera	1,513.00	\$4,387.70
Midmarket	Carretera	2,300.00	\$6,670.00
Enterprise	Carretera	2,821.00	(\$35,262.50)
Government	Montana	2,227.50	\$91,327.50
Government	Montana	1,199.00	\$49,159.00
Government	Montana	200.00	\$8,200.00
Government	Montana	388.00	\$395.76
Government	Montana	1,727.00	\$1,761.54
Midmarket	Montana	2,300.00	\$6,670.00
Government	Paseo	260.00	\$1,872.00
Midmarket	Paseo	2,470.00	\$7,163.00
Midmarket	Paseo	1,743.00	\$5,054.70
Channel Partners	Paseo	2,914.00	\$21,330.48
Government	Paseo	1,731.00	\$1,765.62
Government	Paseo	700.00	\$28,700.00
Channel Partners	Paseo	2,222.00	\$16,265.04
Government	Paseo	1,177.00	\$48,257.00
Government	Paseo	1,922.00	\$78,802.00
Enterprise	Velo	1,575.00	(\$19,687.50)
Government	Velo	606.00	\$4,363.20
Small Business	Velo	2,460.00	\$19,680.00
Small Business	Velo	269.00	\$2,152.00
Small Business	Velo	2,536.00	\$20,288.00
Government	VTT	2,903.00	\$2,961.06
Small Business	VTT	2,541.00	\$20,328.00
Small Business	VTT	269.00	\$2,152.00
Small Business	VTT	1,496.00	\$11,968.00
Small Business	VTT	1,010.00	\$8,080.00
Government	VTT	1,281.00	\$52,521.00
Small Business	Amarilla	888.00	\$7,104.00
Enterprise	Amarilla	2,844.00	(\$35,550.00)
Channel Partners	Amarilla	2,475.00	\$18,117.00
Midmarket	Amarilla	1,743.00	\$5,054.70
Channel Partners	Amarilla	2,914.00	\$21,330.48

<u>Segment</u>	<u>Product</u>	<u>Units Sold</u>	<u>Profit</u>
Government	Amarilla	1,731.00	\$1,765.62
Government	Amarilla	1,727.00	\$1,761.54
Midmarket	Amarilla	1,870.00	\$5,423.00
Enterprise	Carretera	1,174.00	(\$16,142.50)
Enterprise	Carretera	2,767.00	(\$38,046.25)
Enterprise	Carretera	1,085.00	(\$14,918.75)
Small Business	Montana	546.00	\$2,730.00
Government	Paseo	1,158.00	\$8,106.00
Midmarket	Paseo	1,614.00	\$4,438.50
Government	Paseo	2,535.00	\$2,408.25
Government	Paseo	2,851.00	\$106,912.50
Midmarket	Paseo	2,559.00	\$7,037.25
Government	Paseo	267.00	\$1,869.00
Enterprise	Paseo	1,085.00	(\$14,918.75)
Midmarket	Paseo	1,175.00	\$3,231.25
Government	Paseo	2,007.00	\$75,262.50
Government	Paseo	2,151.00	\$80,662.50
Channel Partners	Paseo	914.00	\$6,580.80
Government	Paseo	293.00	\$2,051.00
Channel Partners	Velo	500.00	\$3,600.00
Midmarket	Velo	2,826.00	\$7,771.50
Enterprise	Velo	663.00	(\$9,116.25)
Small Business	Velo	2,574.00	\$12,870.00
Enterprise	Velo	2,438.00	(\$33,522.50)
Channel Partners	Velo	914.00	\$6,580.80
Government	VTT	865.50	\$6,058.50
Midmarket	VTT	492.00	\$1,353.00
Government	VTT	267.00	\$1,869.00
Midmarket	VTT	1,175.00	\$3,231.25
Enterprise	VTT	2,954.00	(\$40,617.50)
Enterprise	VTT	552.00	(\$7,590.00)
Government	VTT	293.00	\$2,051.00
Small Business	Amarilla	2,475.00	\$12,375.00
Small Business	Amarilla	546.00	\$2,730.00
Government	Montana	1,368.00	\$1,299.60
Government	Paseo	723.00	\$686.85
Channel Partners	VTT	1,806.00	\$13,003.20

Total number of Units Sold:

1,125,806.00

Total Profit:

\$16,893,702.26