

Client	Job	Project Completion Date	Average Cost Per Hour	Project Contract Amount \$	Design					Development				
					Est Hours .	Used Hours .	Hours Win / Lose .	Cost Per Hour	Cost Win / Lose	Est Hours .	Used Hours .	Hours Win / Lose	Cost Per Hour	Cost Win / Lose
AAAA	Demo		\$155.00	\$10,385.00	32.00	17.75	14.25	\$155.00	\$2,208.75	20.00	27.00	-7.00	\$155.00	-\$1,085.00
AAAA	Re-design		\$125.00	\$9,875.00	32.00	36.33	-4.33	\$125.00	-\$541.25	47.00	23.75	23.25	\$125.00	\$2,906.25
BBBB	OAR 2013		\$155.00	\$38,905.00	130.00	246.75	-116.75	\$155.00	-\$18,096.25	69.00	116.75	-47.75	\$155.00	-\$7,401.25
BBBB	Microsite		\$155.00	\$56,420.00	80.00	38.00	42.00	\$155.00	\$6,510.00	106.00	38.50	67.50	\$155.00	\$10,462.50
BBBB	Product Site		\$155.00	\$62,775.00	68.00	69.75	-1.75	\$155.00	-\$271.25	84.00	83.50	0.50	\$155.00	\$77.50
CC	Android App Dev		\$125.00	\$79,514.52	308.50	188.00	120.50	\$125.00	\$15,062.50	651.50	616.25	35.25	\$125.00	\$4,406.25
CC	International		\$125.00	\$2,000.00	0.00	0.00	0.00	\$125.00	\$0.00	12.00	8.50	3.50	\$125.00	\$437.50
DDDD	Brand Refresh		\$125.00	\$12,000.00	80.00	102.00	-22.00	\$125.00	-\$2,750.00	0.00	0.00	0.00	\$0.00	\$0.00
EE	HF.org seminar landing page		\$155.00	\$2,480.00	0.00	0.00	0.00	\$0.00	\$0.00	14.00	4.50	9.50	\$155.00	\$1,472.50
FFFF	Android App Dev		\$125.00	\$13,750.00	98.00	155.60	-57.60	\$125.00	-\$7,200.00	0.00	0.00	0.00	\$0.00	\$0.00
GG	Search Finder		\$155.00	\$12,710.00	0.00	28.50	-28.50	\$155.00	-\$4,417.50	82.00	97.25	-15.25	\$155.00	-\$2,363.75
GG	Distribution		\$155.00	\$19,950.00	36.00	5.50	30.50	\$155.00	\$4,727.50	46.00	36.75	9.25	\$155.00	\$1,433.75
GG	Product Site		\$155.00	\$21,875.00	0.00	0.00	0.00	\$0.00	\$0.00	108.00	117.00	-9.00	\$155.00	-\$1,395.00
GG	Product Site		\$155.00	\$20,770.00	0.00	0.00	0.00	\$0.00	\$0.00	122.00	114.00	8.00	\$155.00	\$1,240.00
HHH	New Site + Intranet		\$125.00	\$18,750.00	40.00	44.30	-4.30	\$125.00	-\$537.50	103.00	80.50	22.50	\$125.00	\$2,812.50
					0.00	0.00	0.00	\$0.00	\$0.00	0.00	0.00	0.00	\$0.00	\$0.00

Digital Marketing					Project Management					Business Dev/Sales/Other					Contract Hours
Est Hours .	Used Hours .	Hours Win / Lose	Cost Per Hour	Cost Win / Lose	Est Hours .	Used Hours .	Hours Win / Lose	Cost Per Hour	Cost Win / Lose	Est Hours .	Used Hours .	Hours Win / Lose	Cost Per Hour	Cost Win / Lose	
0.00	0.00	0.00	\$0.00	\$0.00	15.00	29.45	-14.45	\$155.00	-\$2,239.75	0.00	10.25	-10.25	\$155.00	-\$1,588.75	67.00
0.00	0.00	0.00	\$0.00	\$0.00	0.00	37.07	-37.07	\$125.00	-\$4,633.75	0.00	0.00	0.00	\$0.00	\$0.00	79.00
0.00	0.00	0.00	\$155.00	\$0.00	52.00	32.48	19.52	\$155.00	\$3,025.60	0.00	0.00	0.00	\$0.00	\$0.00	251.00
0.00	0.00	0.00	\$0.00	\$0.00	64.00	5.00	59.00	\$155.00	\$9,145.00	114.00	6.00	108.00	\$155.00	\$16,740.00	364.00
0.00	0.00	0.00	\$0.00	\$0.00	253.00	181.25	71.75	\$155.00	\$11,121.25	0.00	0.00	0.00	\$0.00	\$0.00	405.00
0.00	0.00	0.00	\$0.00	\$0.00	160.00	131.00	29.00	\$125.00	\$3,625.00	132.00	245.58	-113.58	\$125.00	-\$14,197.50	1252.00
0.00	0.00	0.00	\$125.00	\$0.00	4.00	3.30	0.70	\$125.00	\$87.50	0.00	0.00	0.00	\$125.00	\$0.00	16.00
16.00	15.50	0.50	\$125.00	\$62.50	0.00	0.00	0.00	\$0.00	\$0.00	0.00	8.80	-8.80	\$125.00	-\$1,100.00	96.00
0.00	0.00	0.00	\$0.00	\$0.00	2.00	1.50	0.50	\$155.00	\$77.50	0.00	0.00	0.00	\$155.00	\$0.00	16.00
0.00	0.00	0.00	\$0.00	\$0.00	12.00	25.00	-13.00	\$125.00	-\$1,625.00	0.00	0.00	0.00	\$0.00	\$0.00	110.00
0.00	0.00	0.00	\$0.00	\$0.00	0.00	12.59	-12.59	\$155.00	-\$1,951.45	0.00	0.00	0.00	\$0.00	\$0.00	82.00
0.00	0.00	0.00	\$0.00	\$0.00	48.00	32.00	16.00	\$125.00	\$2,000.00	8.00	0.00	8.00	\$155.00	\$1,240.00	138.00
0.00	0.00	0.00	\$0.00	\$0.00	33.00	44.30	-11.30	\$155.00	-\$1,751.50	0.00	0.00	0.00	\$0.00	\$0.00	141.00
0.00	0.00	0.00	\$0.00	\$0.00	12.00	43.25	-31.25	\$155.00	-\$4,843.75	0.00	0.00	0.00	\$0.00	\$0.00	134.00
0.00	0.00	0.00	\$0.00	\$0.00	7.00	45.10	-38.10	\$125.00	-\$4,762.50	0.00	0.00	0.00	\$0.00	\$0.00	150.00
0.00	0.00	0.00	\$0.00	\$0.00	0.00	0.00	0.00	\$0.00	\$0.00	0.00	0.00	0.00	\$0.00	\$0.00	0.00

Totals			
Actual Hours	Actual Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose
84.45	\$122.97	-17.45	-\$2,704.75
97.15	\$101.65	-18.15	-\$2,268.75
395.98	\$98.25	-144.98	-\$22,471.90
87.50	\$644.80	276.50	\$42,857.50
334.50	\$187.67	70.50	\$10,927.50
1180.83	\$67.34	71.17	\$8,896.25
11.80	\$169.49	4.20	\$525.00
126.30	\$95.01	-30.30	-\$3,787.50
6.00	\$413.33	10.00	\$1,550.00
180.60	\$76.14	-70.60	-\$8,825.00
138.34	\$91.88	-56.34	-\$8,732.70
74.25	\$268.69	63.75	\$9,401.25
161.30	\$135.62	-20.30	-\$3,146.50
157.25	\$132.08	-23.25	-\$3,603.75
169.90	\$110.36	-19.90	-\$2,487.50
0.00	#DIV/0!	0.00	\$0.00