

Totals					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
3301.00	3206.15	\$155.00	94.85	\$14,701.75	102.96%

Design					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
904.50	932.48	\$155.00	-27.98	-\$4,336.90	97.00%

Development					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
1464.50	1364.25	\$155.00	100.25	\$15,538.75	107.35%

Digital Marketing					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
16.00	15.50	\$155.00	0.50	\$77.50	103.23%

Project Management					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
662.00	623.29	\$155.00	38.71	\$6,000.05	106.21%

Business Development / Sales / Strategy					
Contract Hours	Actual Hours	Est Proposal Cost Per Hour	Total Hours Win / Lose	Total Cost Win / Lose	Accuracy of Hours Est.
254.00	270.63	\$155.00	-16.63	-\$2,577.65	93.86%

