QUALITEST

Performance Analytics Report

Comprehensive Testing Quality & Automation Insights

Region

- Europe
- LATAM
- Middle East
- North America

Industry

- Healthcare
- Public Sector
- Technology

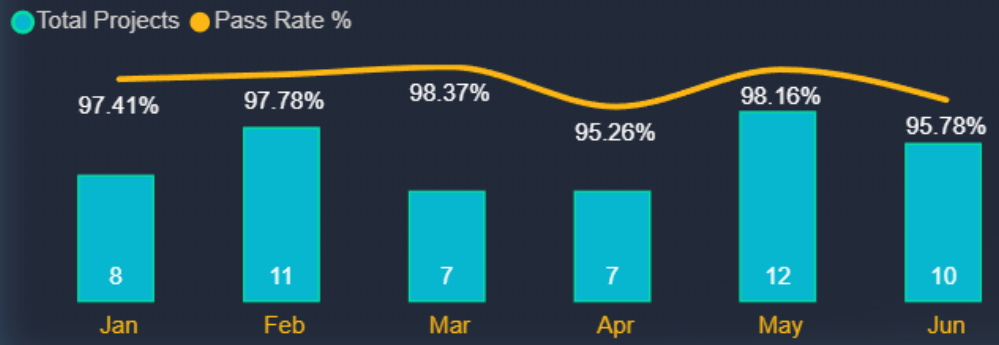
ServiceType

- Automation Tes...
- Functional Testi...
- Managed Testi...
- Performance Te...
- Security Testing

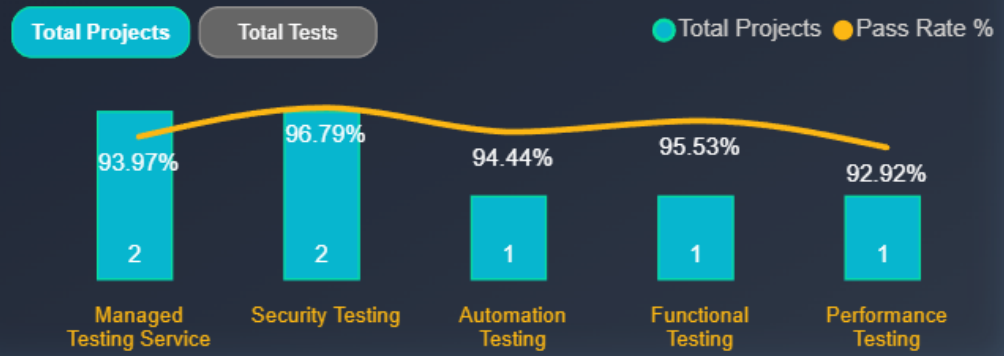
Jan 2025 | Feb 2025 | Mar 2025 | **Apr 2025** | May 2025 | Jun 2025

Projects	Pass Rate	Avg CSAT (1-5)	Automation Rate	Defects/1000	Ontime Delivery	Critical Defects
7	95.26%	3.94	65.43%	47.39	89.43%	133
0 (0.0%) vs last month —	-3.1% vs last month ▼	-0.37 (-8.6%) vs last month ▼	+2.1% vs last month ▲	+31.08 (+190.5%) vs last month ▲	-0.1% vs last month ▼	-7 (-5.0%) vs last month ▼

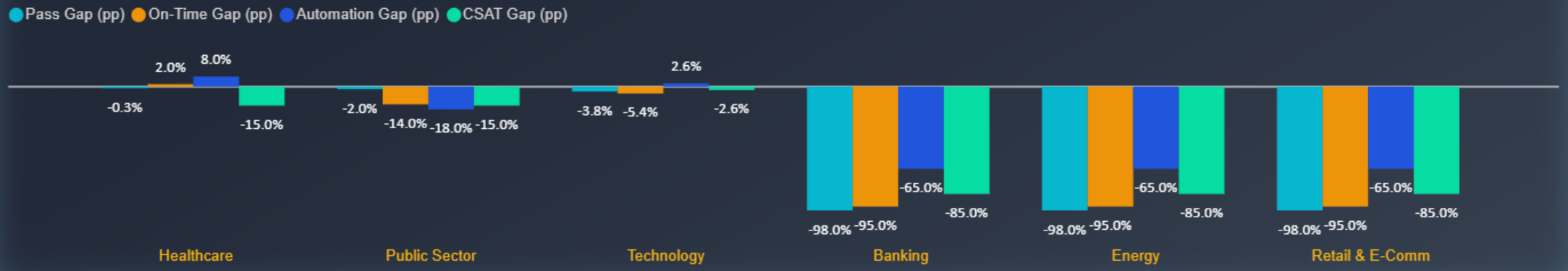
Do More Projects Lead to Better Pass Rates?



How do service types perform by total volume and pass rate?



Which industries are above or below target on pass, on-time, automation & CSAT?



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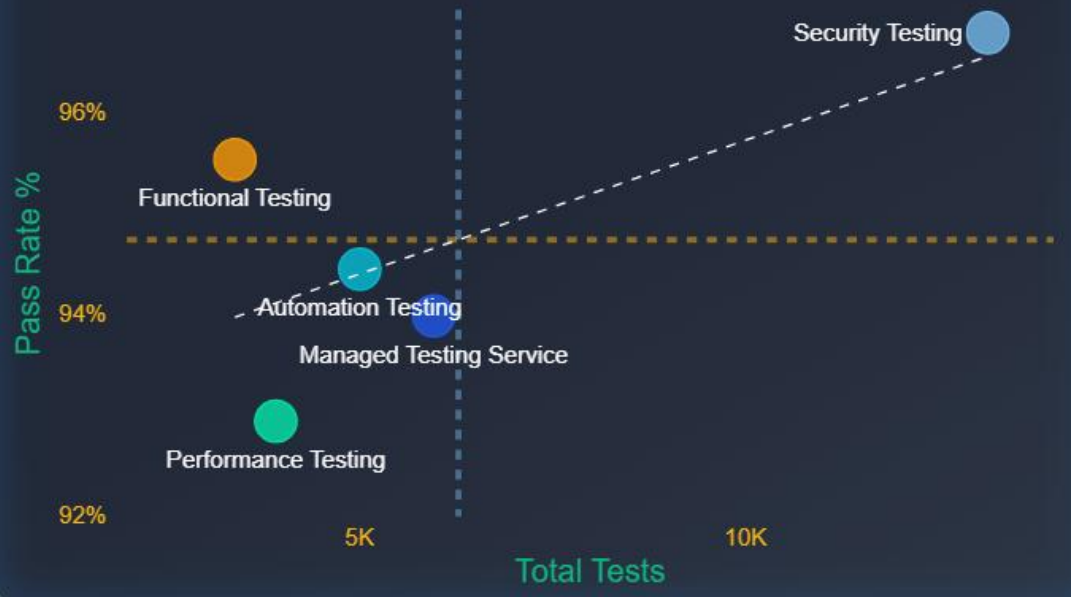
Which Region-Industry Combinations Have the Highest Defect Rates?

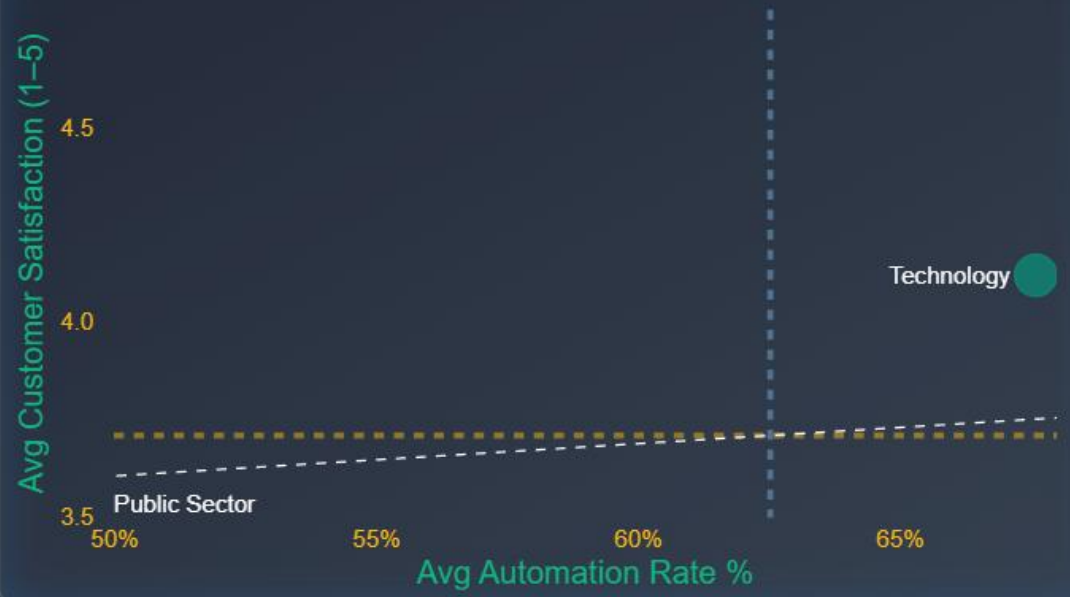
Defects per 1000 Tests - Red indicates areas requiring immediate attention

Region	Healthcare	Public Sector	Technology
Europe	23.12		62.27
LATAM		40.06	
Middle East			44.72
North America			60.28

Does a higher number of total tests lead to higher pass rates by service type?



Do higher automation rates lead to higher satisfaction in each industry?



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Total...
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FP: 13.75M % ▲
RP: 48.78M % ▲

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93.12M ▲
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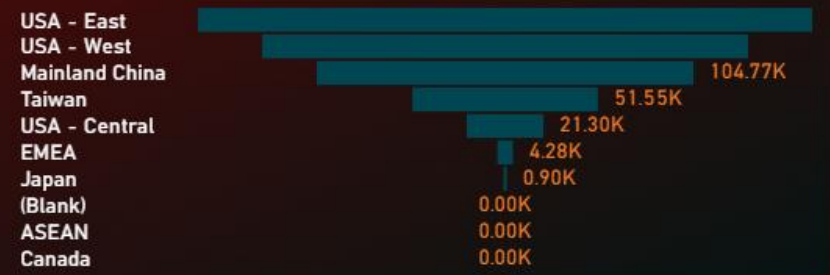
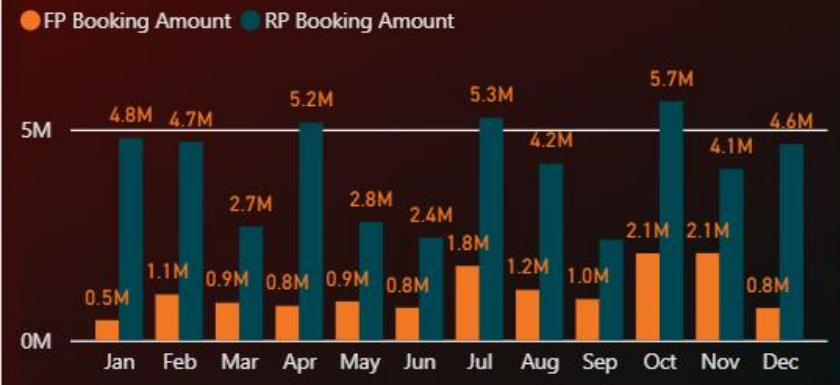
EBITDA...
37.41% ▲
EBIDTA: 214.31M % ▲

Pipeline Value
488.76K ▲

Pipeline Value by TERRITORY



Monthly Bookings



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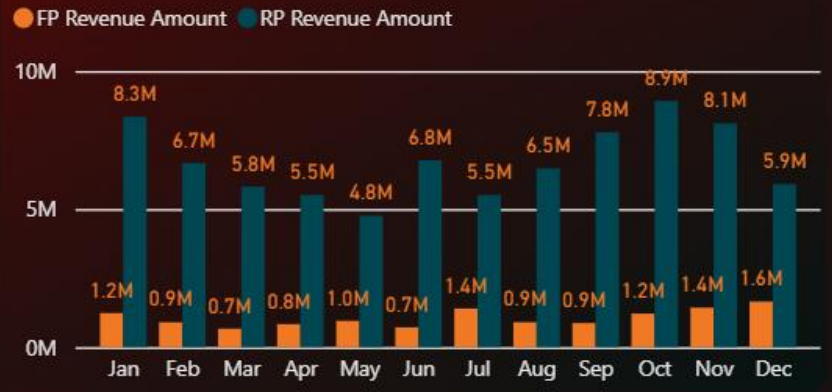
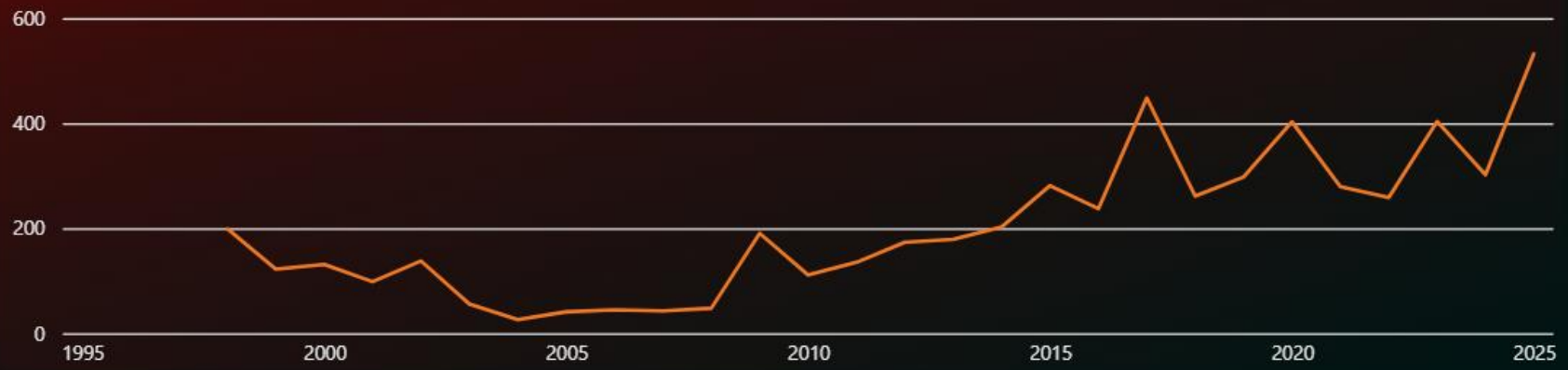


Accepted vs Open Qoutes by AgeBucket

Backlog Qty by Product Name

Average Unit Price over time



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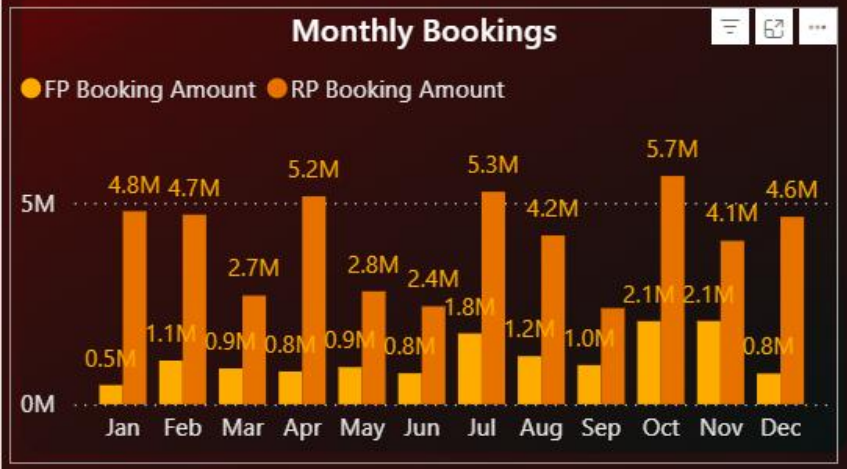

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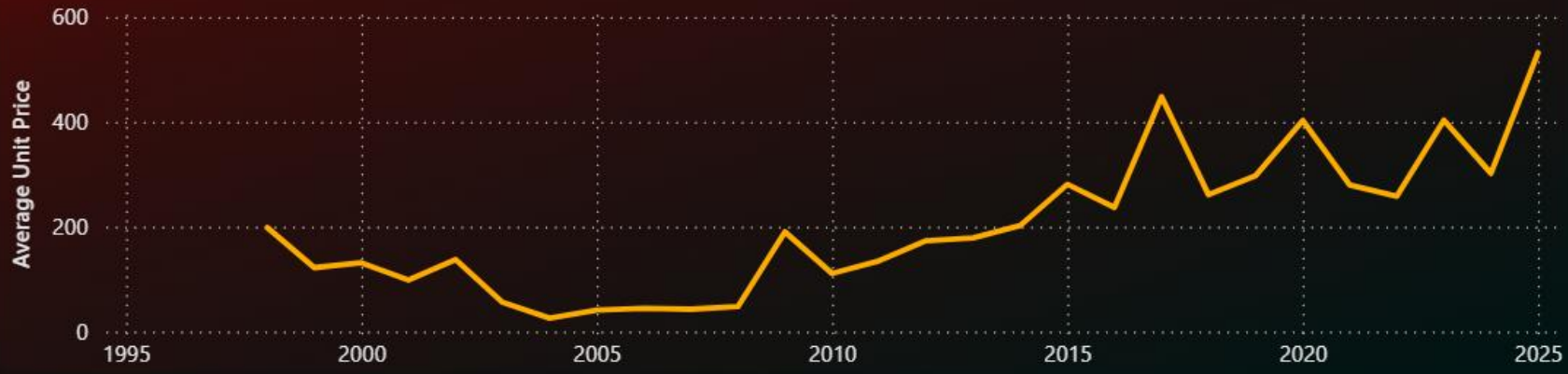

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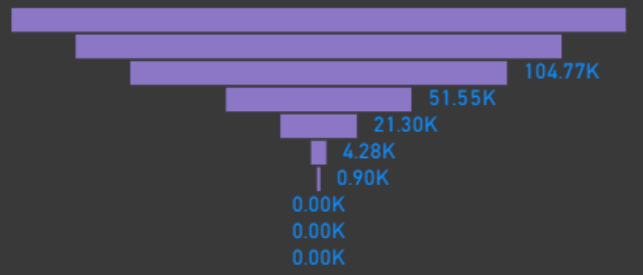

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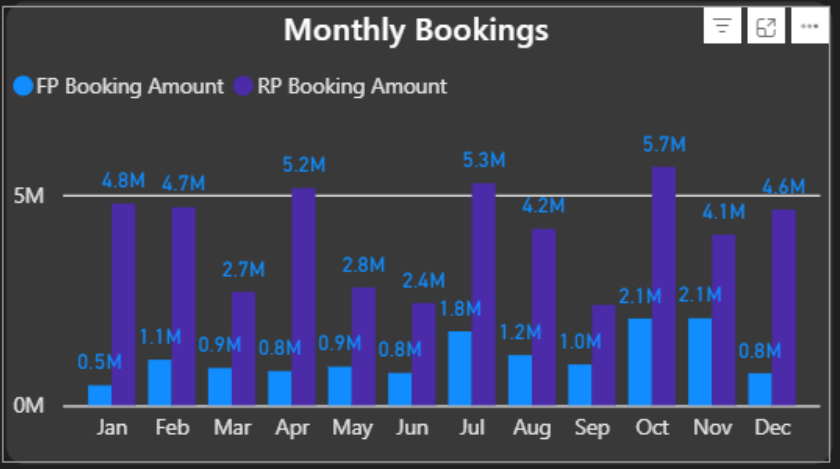

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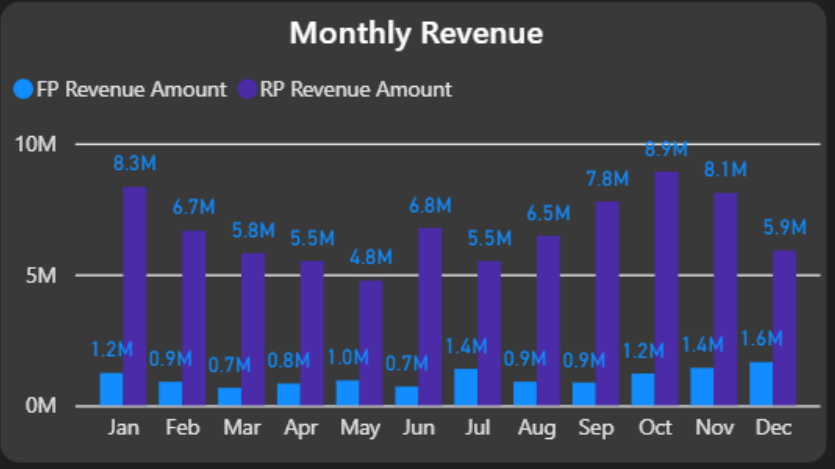

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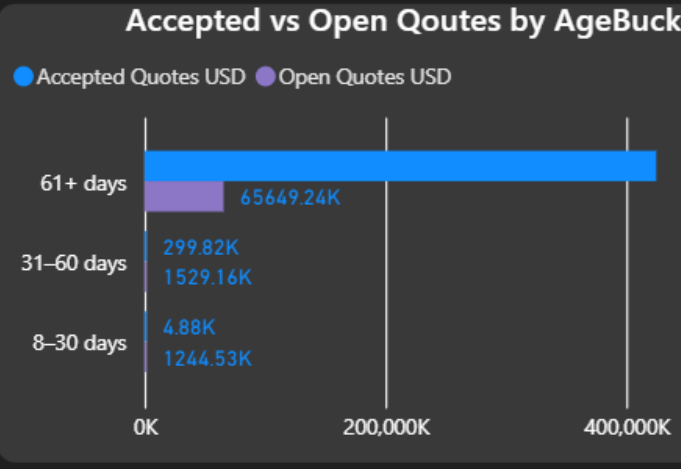

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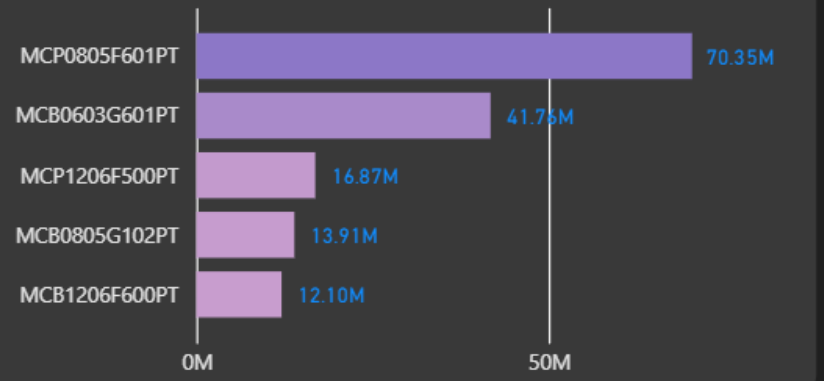
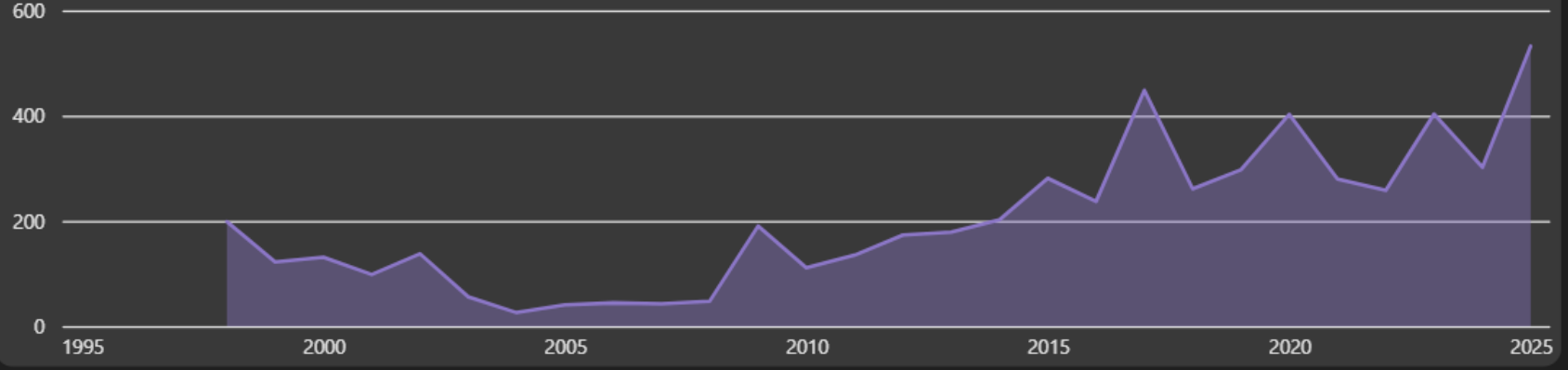


Average Unit Price over time



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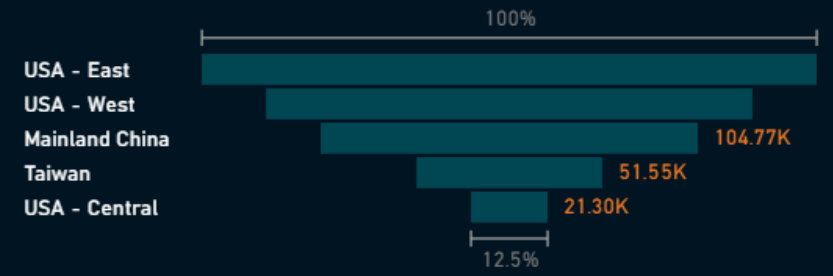

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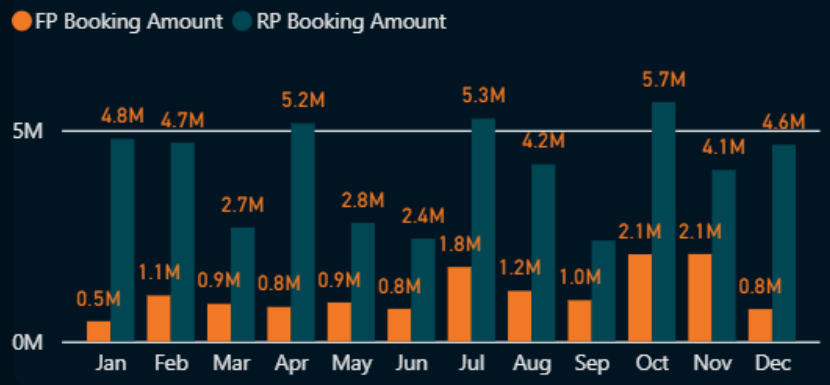

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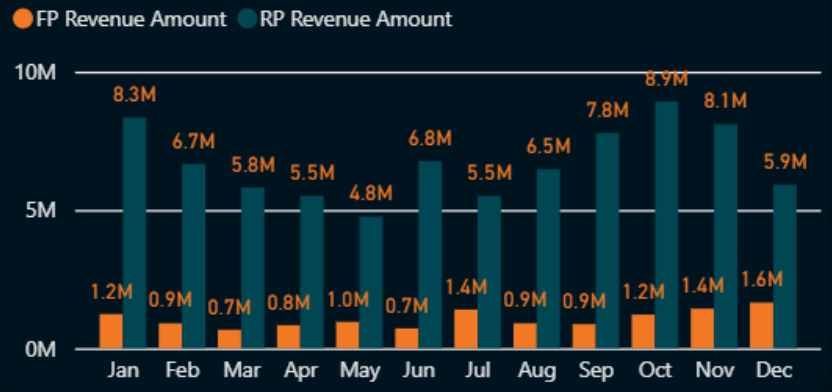

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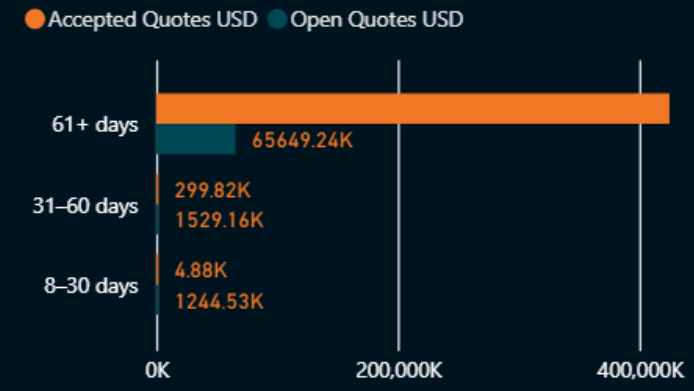

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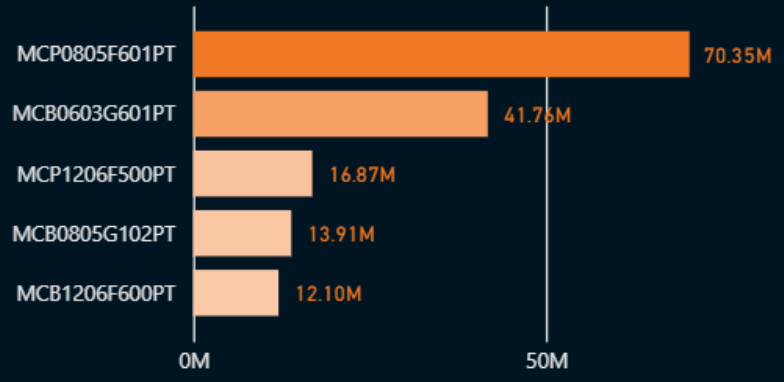

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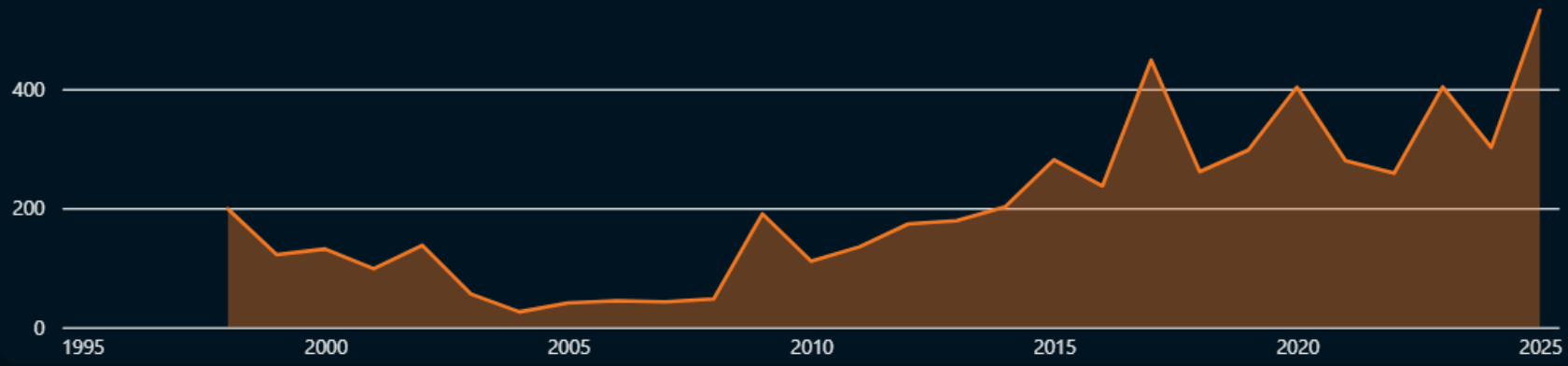

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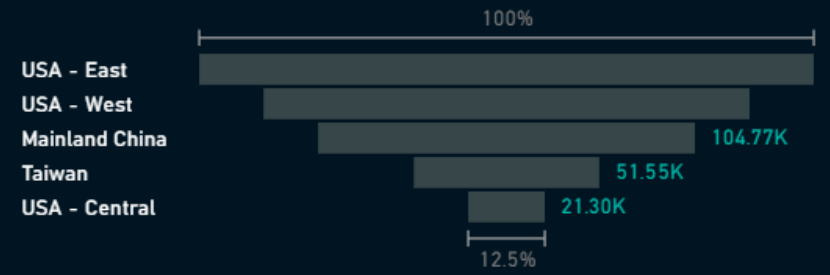

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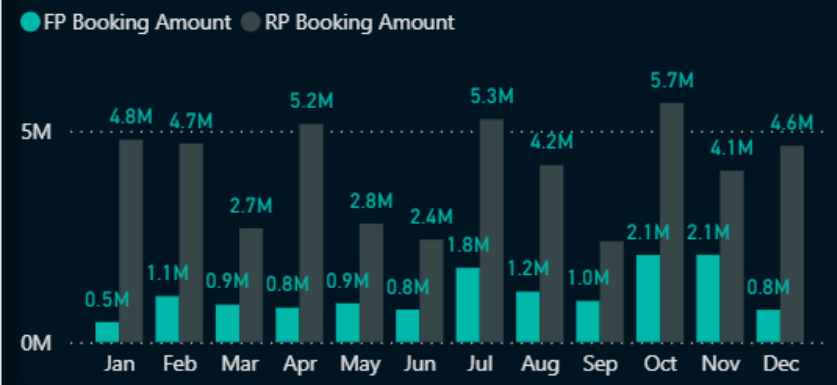

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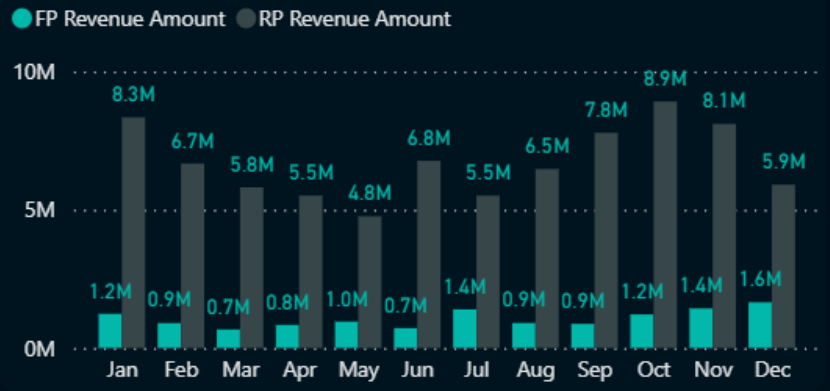

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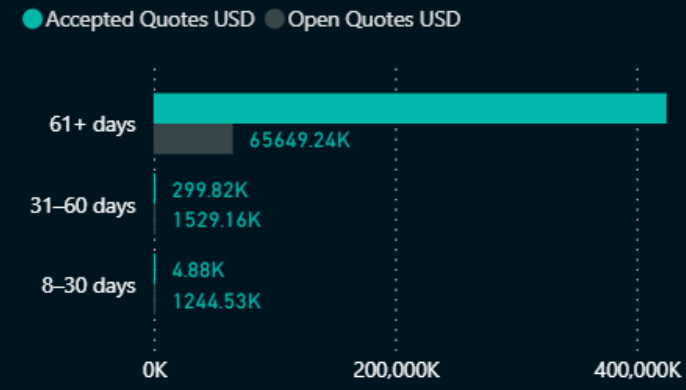

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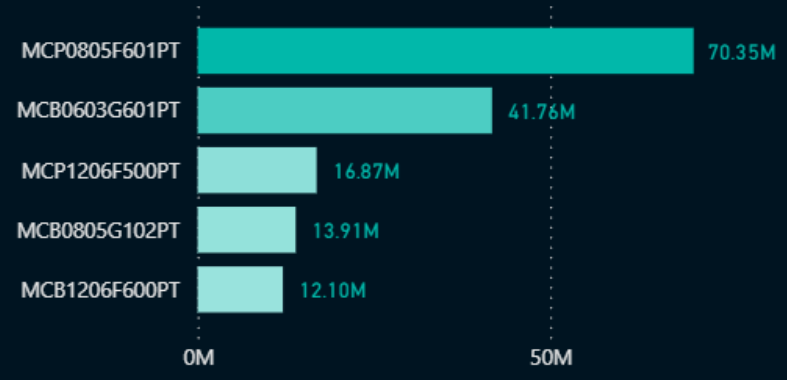
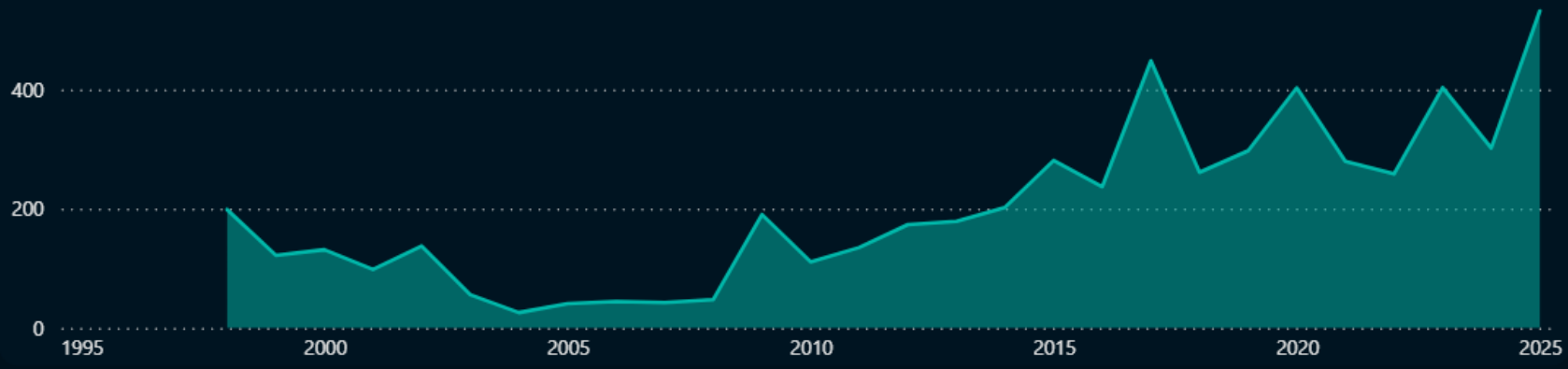


Average Unit Price over time



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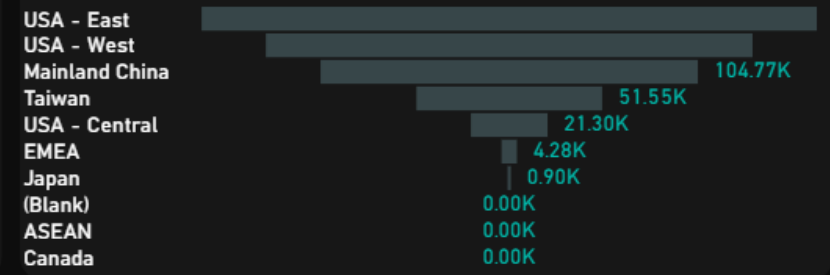

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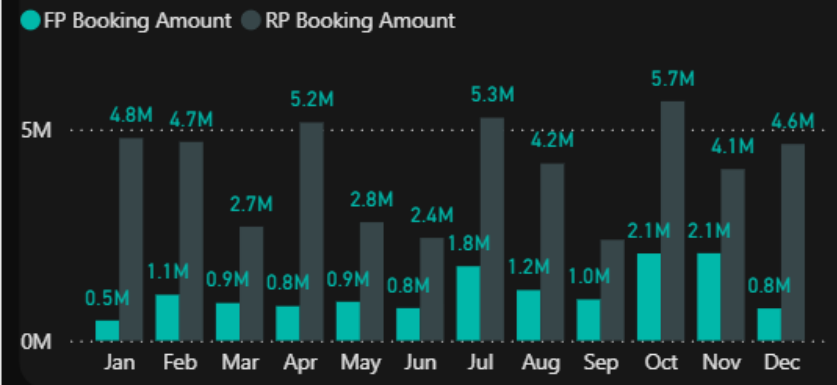

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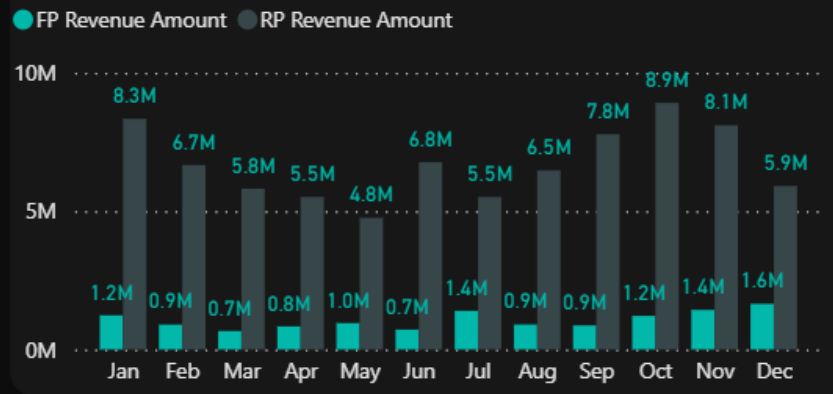

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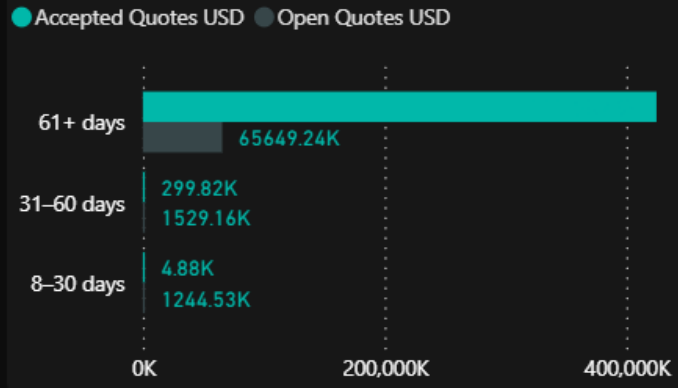
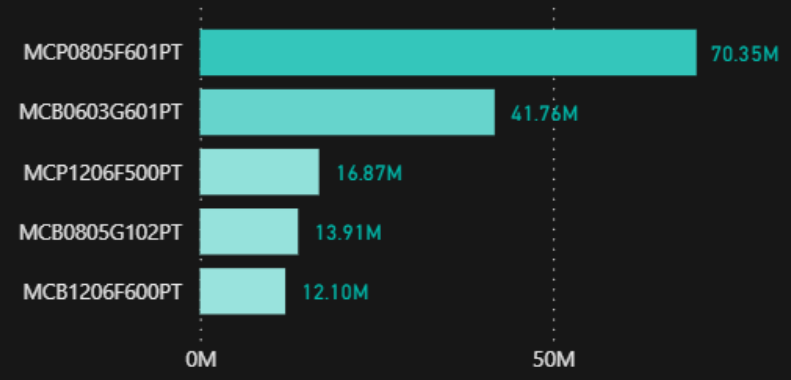


Backlog Qty by Product Name



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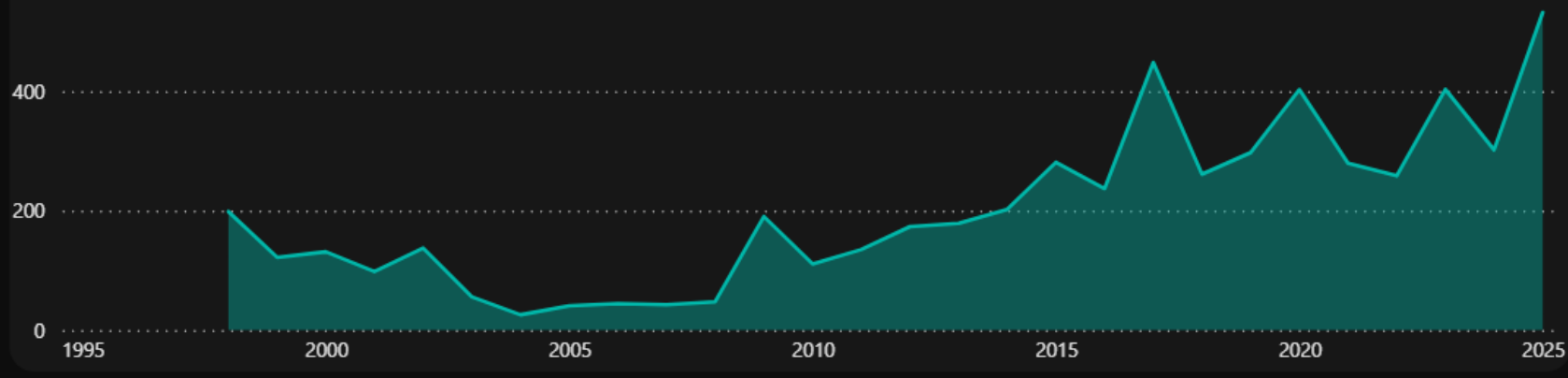

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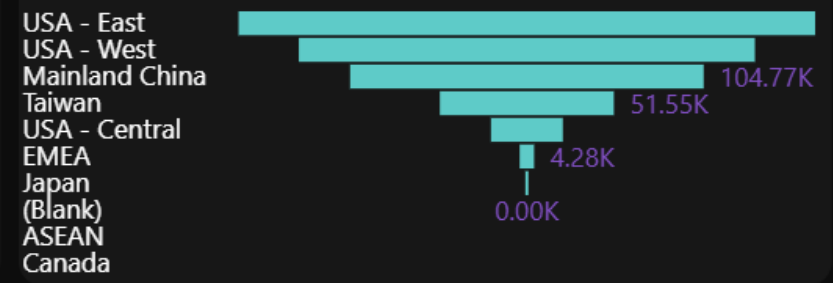

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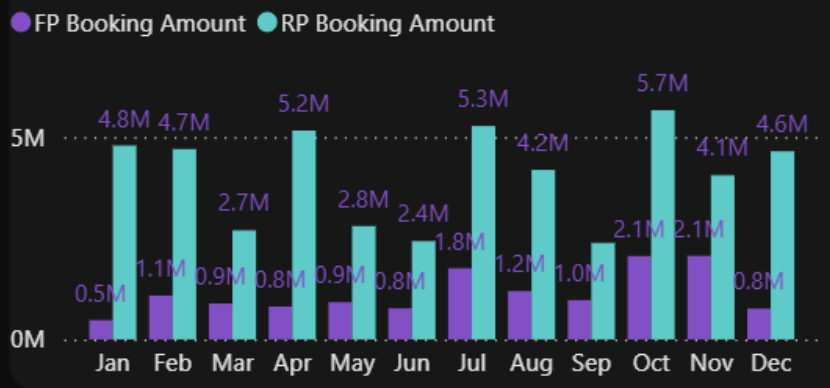

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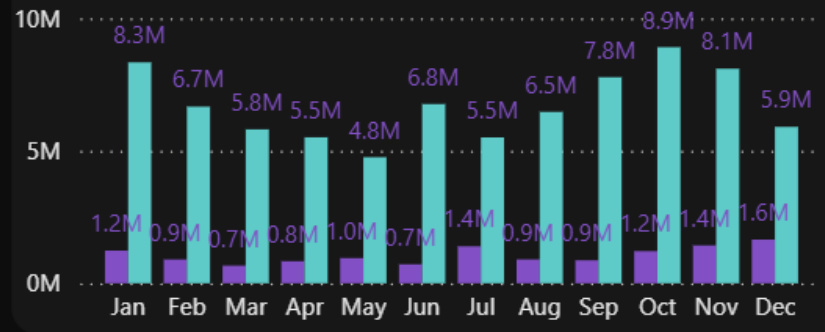

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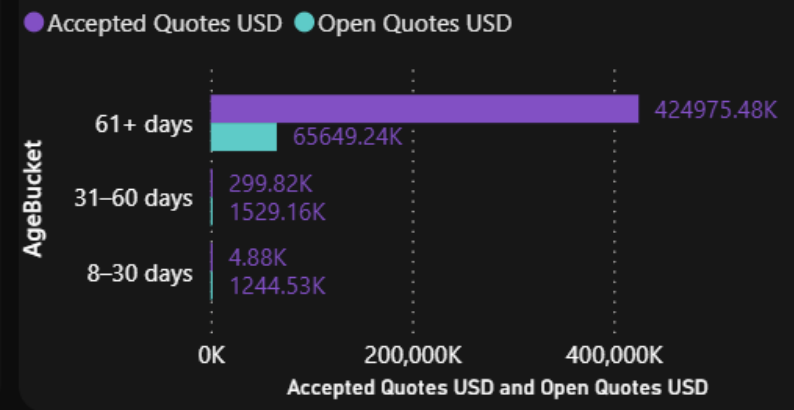

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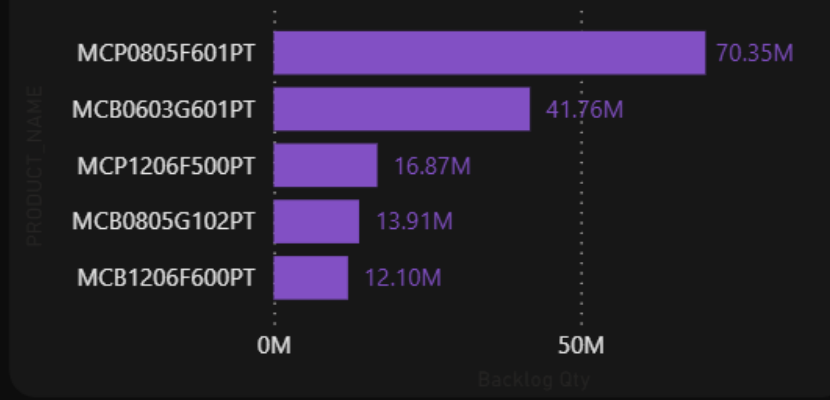

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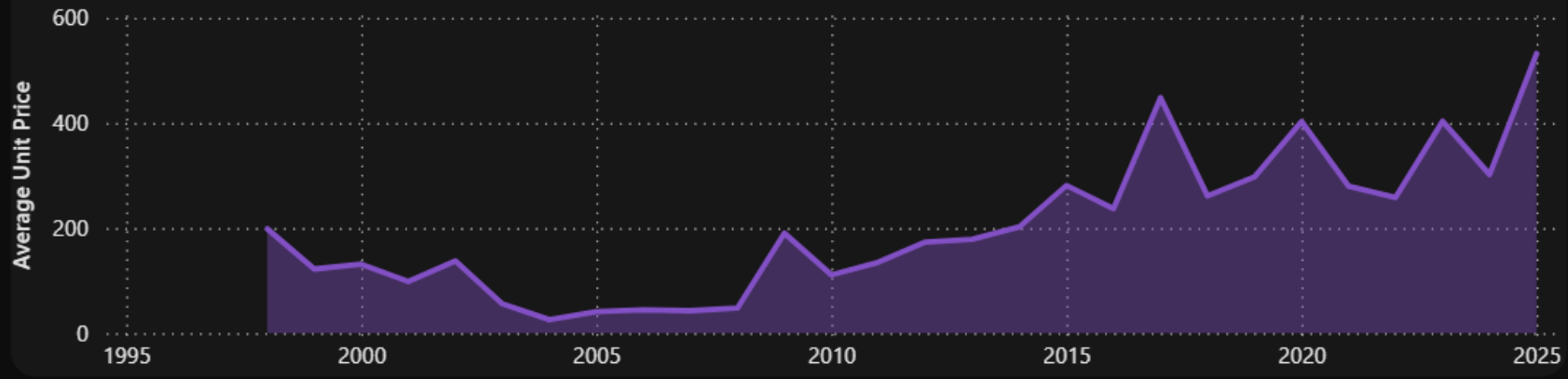

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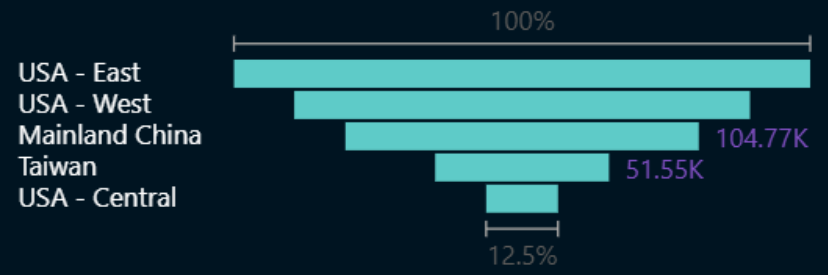

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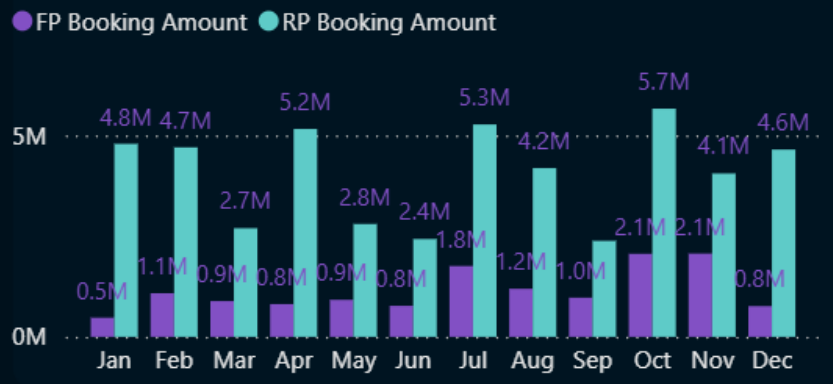
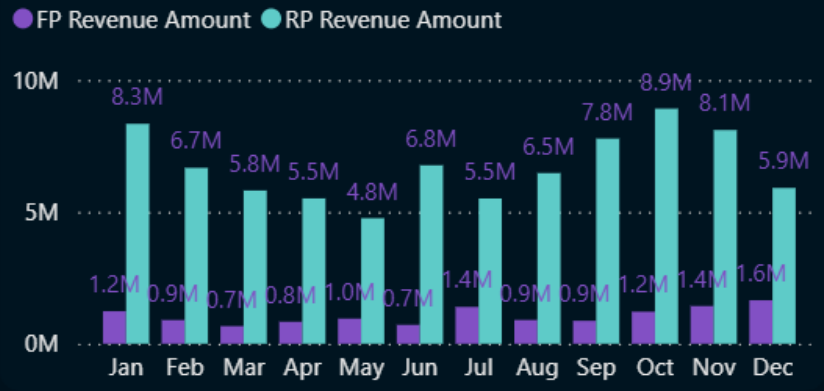
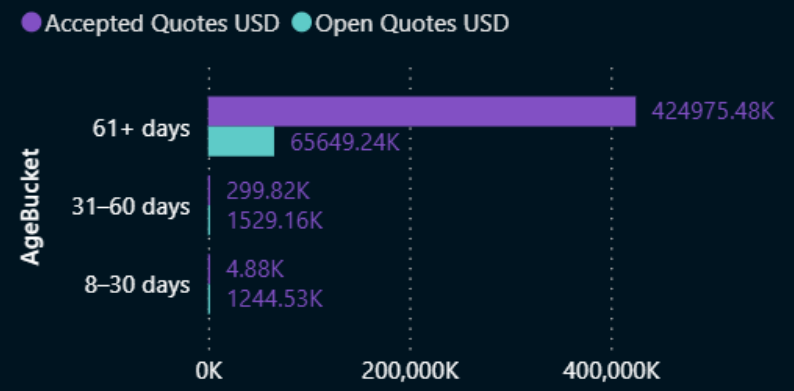


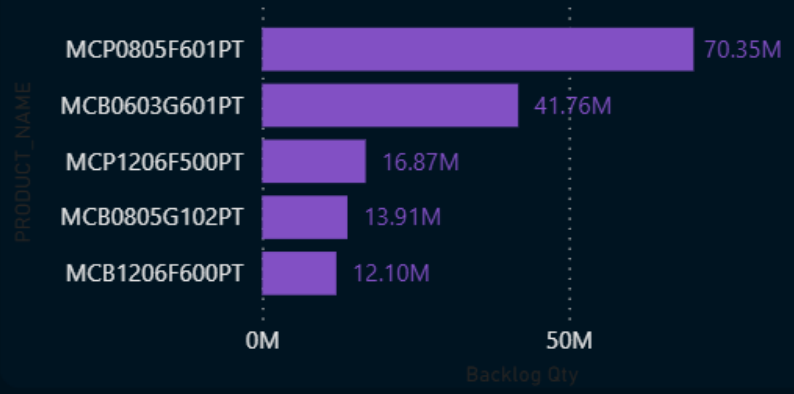
Monthly Revenue



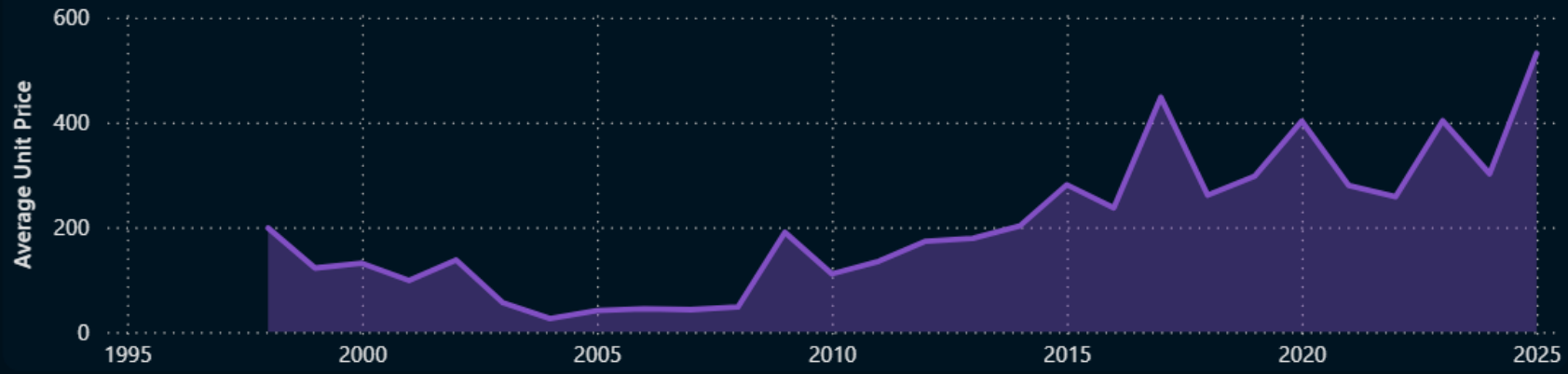
Accepted vs Open Qoutes by AgeBucket



Backlog Qty by Product Name



Average Unit Price over time



AEM Corporate | *This page provides high-level performance insights for both **Revenue** and **Bookings**, covering **Month-to-Date (MTD)**, **Quarter-to-Date (QTD)** and **Year-to-Date (YTD)** metrics. It is designed to support executive-level monitoring and strategic decision-making.*

Company: All

Time Range: YTD

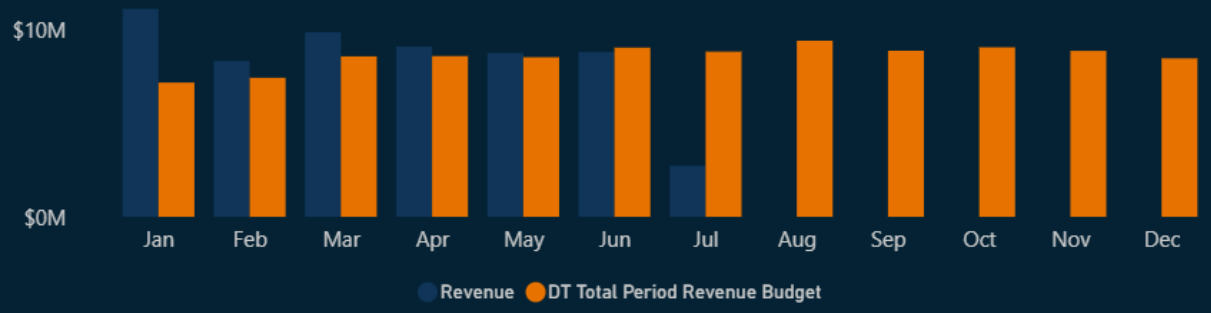
From January 01 to July 21, 2025

YTD Revenue vs Budget

$58,631,851 ✓

Budget: $54,955,943 (+$3,675,909 +6.7%)

Revenue: 57% of total period budget ($102,695,902) - On track with budget to date

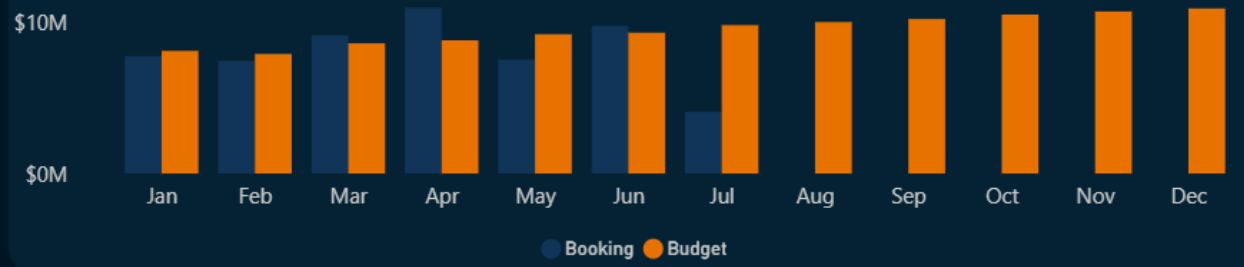


YTD Booking vs Budget

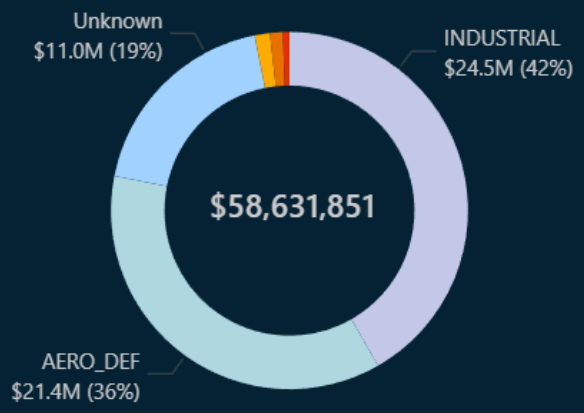
$56,577,084 !

Budget: $58,222,581 (-$1,645,497 -2.8%)

Booking: 50% of total period budget ($114,000,000) - Behind budget to date

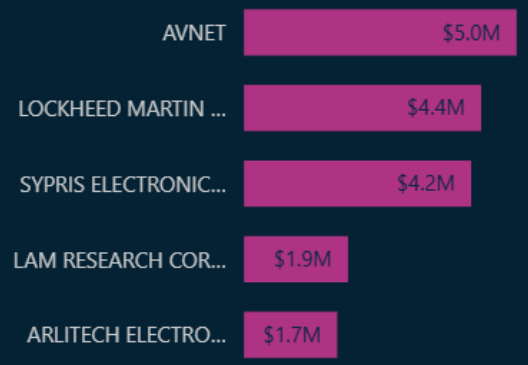


Revenue by Market Segment

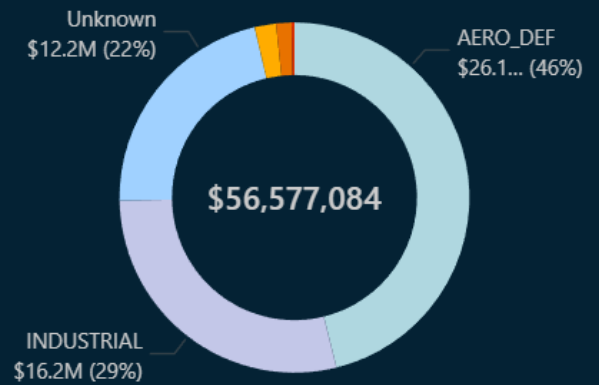


Select Top 5

Customer Name

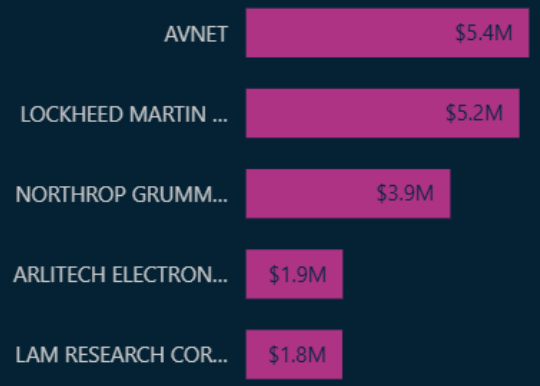


Booking by Market segment



Select Top 5

Customer Name



AEM Corporate |

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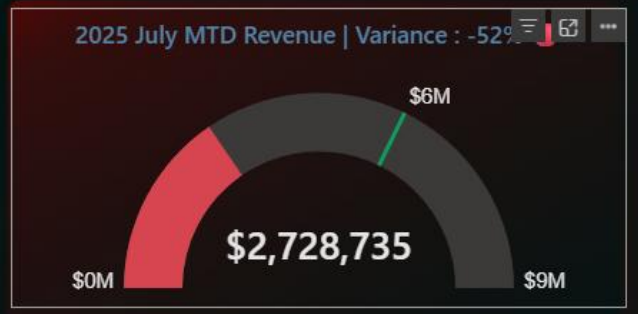

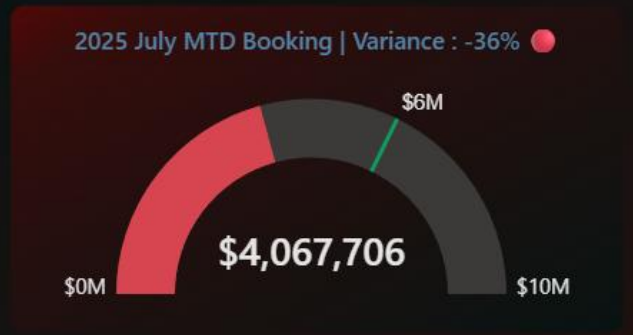

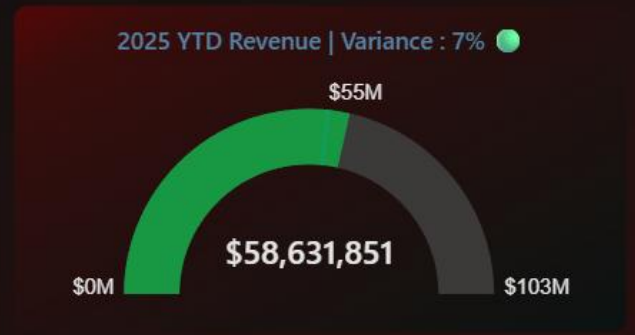

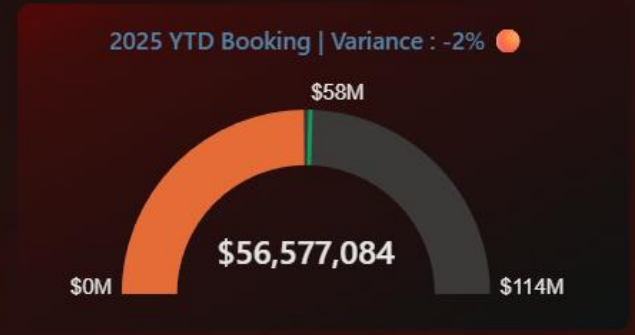

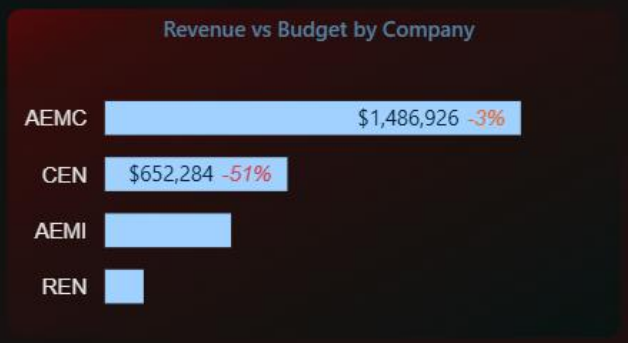

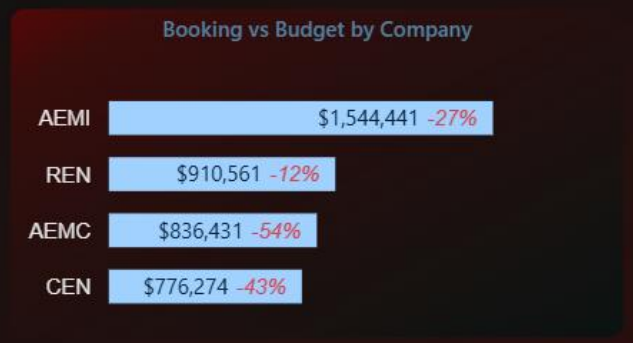

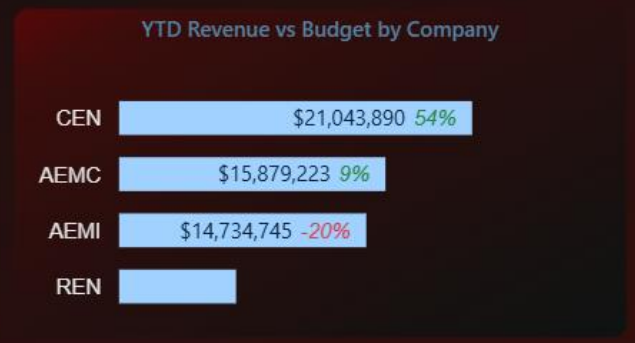

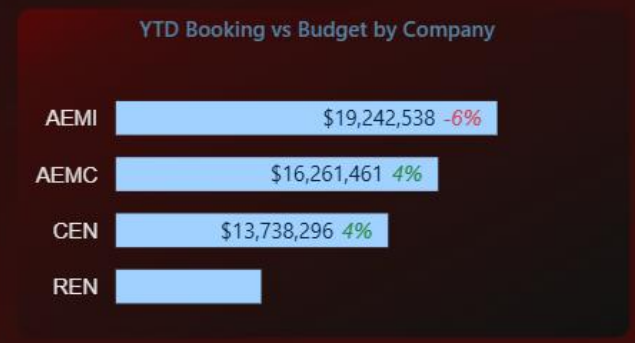

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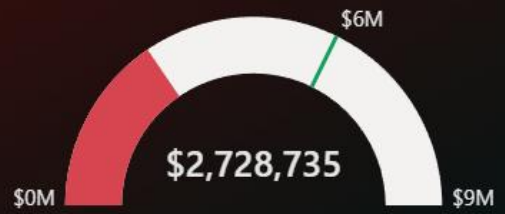
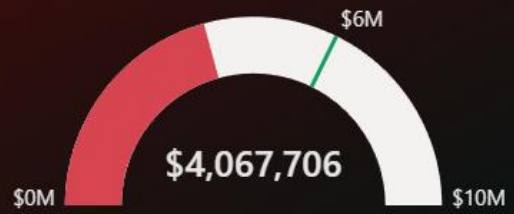
2025 July MTD Revenue | Variance : -52%



2025 July MTD Booking | Variance : -36%



2025 YTD Revenue | Variance : 7%

2025 YTD Booking | Variance : -2%

Revenue vs Budget by Company

Booking vs Budget by Company

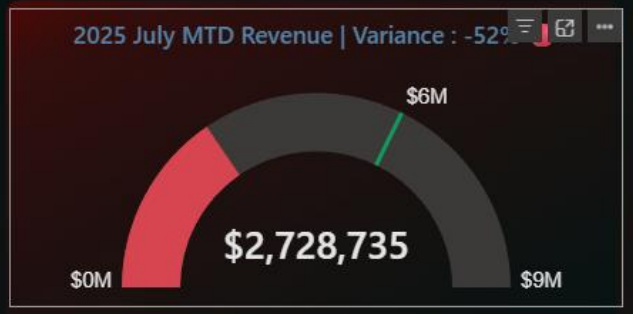
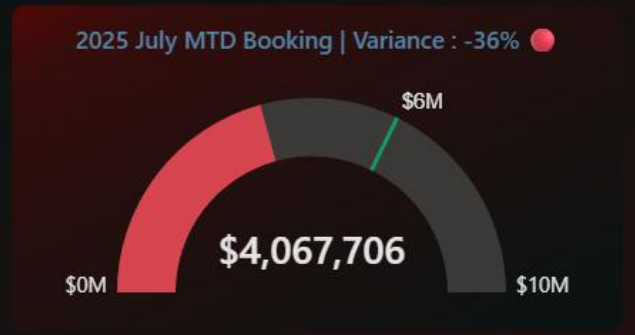
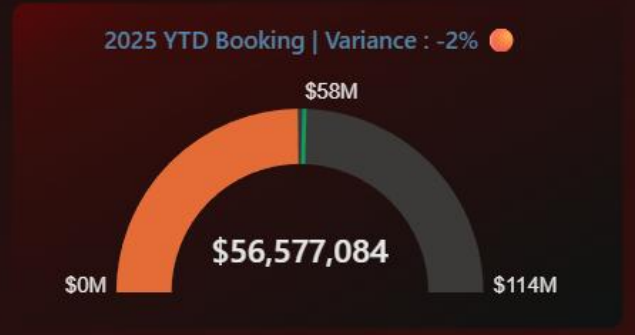
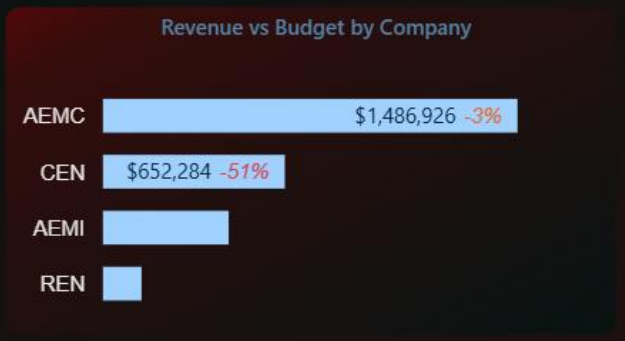
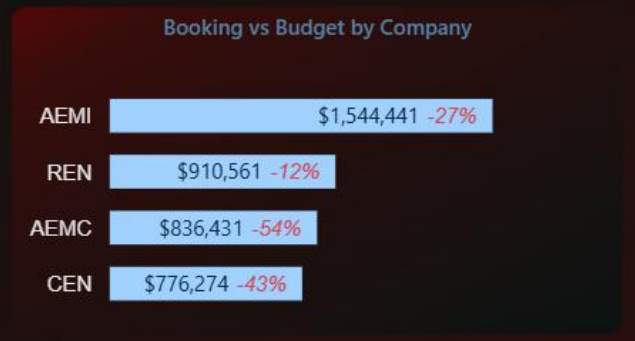
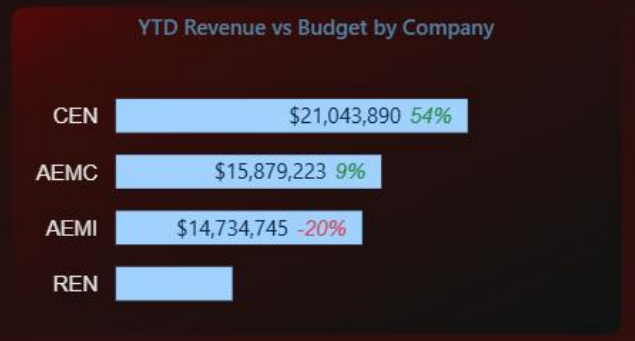
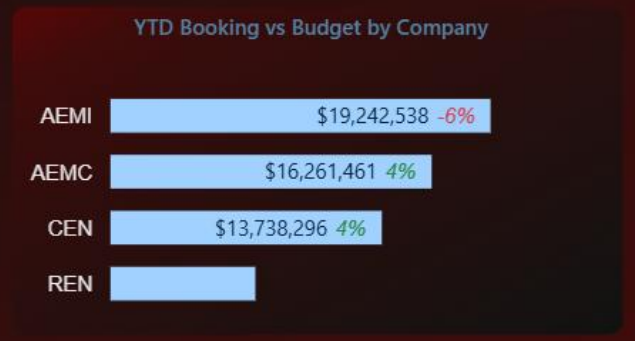
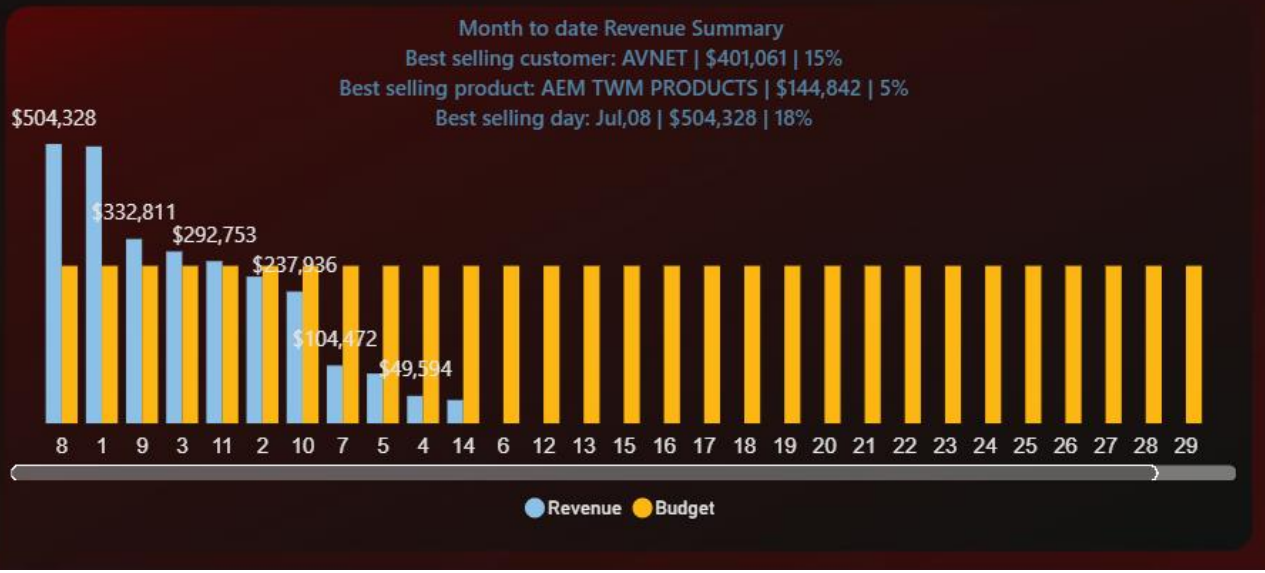
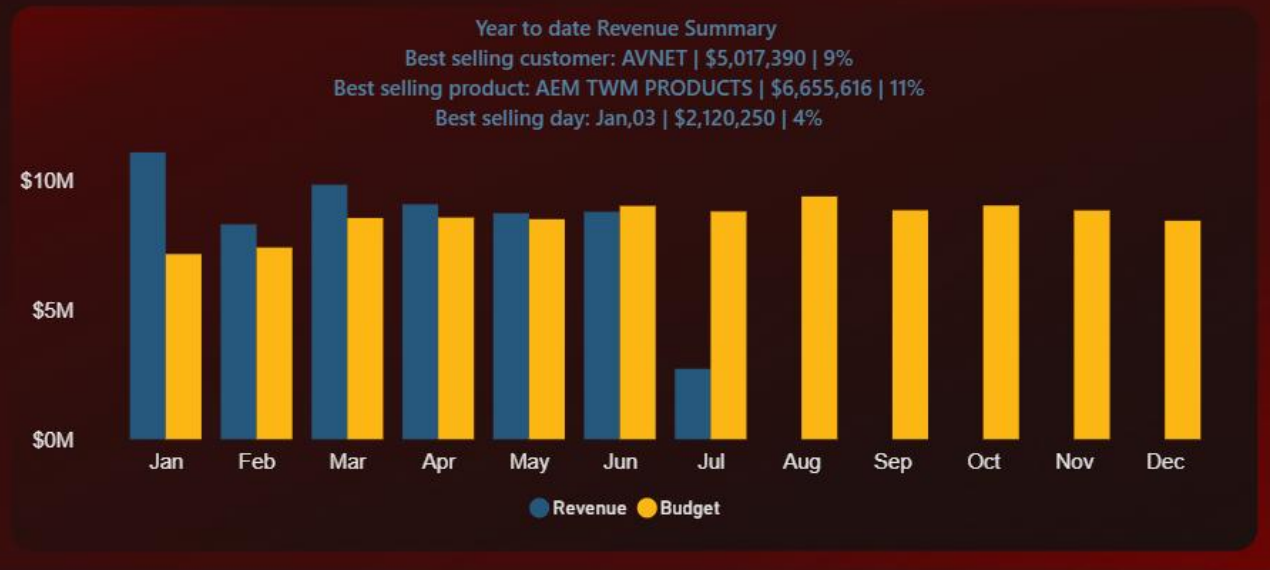
YTD Revenue vs Budget by Company

YTD Booking vs Budget by Company

Month to date Revenue Summary

Best selling customer: AVNET | $401,061 | 15%
Best selling product: AEM TWM PRODUCTS | $144,842 | 5%
Best selling day: Jul,08 | $504,328 | 18%

Year to date Revenue Summary

Best selling customer: AVNET | $5,017,390 | 9%
Best selling product: AEM TWM PRODUCTS | $6,655,616 | 11%
Best selling day: Jan,03 | $2,120,250 | 4%

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