

Financial Performance Overview

Total Margin 11.65M	YoY Margin 4.86M	YoY Margin % 3.65%	Margin % 0.09
Total Revenue 136.52M	YoY Revenue 58.86M	YoY Revenue Growth 1.32	



Filters

Account Manager All	Vendor All
Manufacturer All	Customer All
Quote Creation Date Last 1 Select	
No filters applied	
GP % -3.04 1.00	
Weirdware Boolean <input type="checkbox"/> Not Weirdware <input type="checkbox"/> Weirdware	Bucket <input type="checkbox"/> Bucket 1 <input type="checkbox"/> Bucket 2 <input type="checkbox"/> Bucket 3 <input type="checkbox"/> Bucket 4 <input type="checkbox"/> Bucket 5 <input type="checkbox"/> No Bucket
Quote Created By	

Customer Overview

Quote Customer Name	Revenue	GP	Margin %	YoY Margin %	YoY Revenue Growth	Bucket	Weirdware	# of Quotes
	19,086.78	2,863.00	0.15	0.00%	0.00	No Bucket	Not Weirdware	1
	1,095,201.81	106,338.81	0.10	-2.91%	10.11	No Bucket	Not Weirdware	11
	1,092,220.79	108,482.89	0.10	0.00%	0.00	No Bucket	Not Weirdware	15
	1,069,346.47	106,907.28	0.10	0.18%	10.67	Bucket 3	Not Weirdware	18
	313,277.48	49,477.26	0.16	-7.39%	0.21	Bucket 2	Not Weirdware	9
	6,997.37	912.71	0.13	0.00%	0.00	Bucket 1	Not Weirdware	2
	928,287.70	88,316.86	0.10	0.00%	0.00	Bucket 4	Not Weirdware	16
	2,850,432.76	274,143.25	0.10	0.81%	0.37	Bucket 4	Not Weirdware	21
	1,102,223.48	129,496.23	0.12	-11.58%	1.09	No Bucket	Not Weirdware	5
	10,587.98	1,058.72	0.10	0.00%	0.00	No Bucket	Not Weirdware	3
	405,491.99	38,121.84	0.09	0.53%	0.08	No Bucket	Not Weirdware	11
	2,632,811.09	264,344.62	0.10	2.00%	3.90	Bucket 3	Not Weirdware	22
	49,315.93	4,931.13	0.10	0.00%	0.00	No Bucket	Not Weirdware	2
	51,787.56	6,499.13	0.13	25.61%	4.81	No Bucket	Not Weirdware	3
	195,291.36	25,472.81	0.13	0.00%	0.00	No Bucket	Not Weirdware	2
	33,531.56	3,269.27	0.10	-0.00%	0.50	No Bucket	Not Weirdware	2
	1,255.53	191.18	0.15	0.00%	0.00	No Bucket	Not Weirdware	1
	263,589.96	23,429.74	0.09	0.00%	0.00	No Bucket	Not Weirdware	4
	50,810.60	5,080.60	0.10	0.00%	0.00	Bucket 2	Not Weirdware	1
	69,394.30	6,716.78	0.10	-12.88%	0.15	No Bucket	Not Weirdware	3
	25,811.48	2,501.90	0.10	0.00%	0.00	No Bucket	Not Weirdware	2
	13,541.68	2,031.26	0.15	0.00%	0.00	Bucket 3	Not Weirdware	1
	68,530.07	8,538.41	0.12	0.00%	0.00	Bucket 1	Not Weirdware	1
	2,383.80	294.57	0.12	0.00%	0.00	No Bucket	Not Weirdware	1
	693,403.44	100,416.37	0.14	276.52%	5.25	Bucket 3	Not Weirdware	4
	5,751.10	575.11	0.10	0.00%	0.00	Bucket 2	Weirdware	1
	5,059,326.97	506,358.22	0.10	-5.84%	3.79	Bucket 3	Not Weirdware	26
	7,989,989.85	539,466.35	0.07	1.10%	0.02	No Bucket	Not Weirdware	22
	129,401.64	4,976.99	0.04	0.00%	0.00	No Bucket	Not Weirdware	1
	381,981.44	38,299.00	0.10	0.00%	0.00	Bucket 3	Not Weirdware	5
	8,377,854.20	1,152,162.36	0.14	0.00%	0.00	No Bucket	Not Weirdware	11
	1,479,109.91	140,757.42	0.10	9.62%	0.22	Bucket 3	Not Weirdware	10
	68.55	6.90	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	2,002.26	200.21	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	4,986,294.06	455,725.34	0.09	48.03%	7.89	Bucket 4	Not Weirdware	18
	13,116.28	750.68	0.06	0.00%	0.00	No Bucket	Not Weirdware	4
	7,686,534.09	733,215.73	0.10	-4.69%	0.31	Bucket 3	Not Weirdware	18
	1,706,182.98	51,148.07	0.03	0.00%	0.00	No Bucket	Not Weirdware	3
	45,726.83	531.38	0.01	-103.02%	4.75	No Bucket	Not Weirdware	6
	1,337,126.54	54,934.18	0.04	0.00%	0.00	No Bucket	Not Weirdware	2
	13,202,643.11	1,318,491.28	0.10	0.01%	0.90	No Bucket	Not Weirdware	23
	287,248.50	18,680.99	0.07	30.13%	0.37	No Bucket	Not Weirdware	3
	1,377.96	137.79	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	23,228.22	3,484.89	0.15	0.00%	0.00	Bucket 5	Not Weirdware	1
	778,462.10	77,839.51	0.10	0.00%	0.00	Bucket 3	Not Weirdware	7
	843,474.75	44,389.19	0.05	0.02%	366.40	No Bucket	Not Weirdware	4
	1,024,293.17	102,553.82	0.10	5.43%	0.74	No Bucket	Not Weirdware	21

Quote Creation Date ▼

Last ▼ 1 Select ▼

☐ No filters applied

Account Manager ▼

All ▼

Vendor ▼

All ▼

Manufacturer ▼

All ▼

Quote Status ▼

☐ EXPIRED

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Quote Created By ▼

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GP % ▼

-3.04 1.00

Manufacturer Overview

Manufacturer	Revenue	GP	Margin %	YoY Margin %	YoY Revenue Growth	Bucket	Weirdware	# of Quotes
	15,932,976.44	-5,109,101.04	-0.32	-32.04%	0.49	Bucket 2	Not Weirdware	111
	23,152,410.07	7,633,716.68	0.33	-42.72%	1.02	Bucket 3	Not Weirdware	88
	23,352,039.52	1,863,143.27	0.08	-4.23%	0.53	Bucket 2	Not Weirdware	66
	14,064,559.46	1,284,374.27	0.09	5.59%	0.69	Bucket 2	Not Weirdware	52
	1,596,217.00	135,408.33	0.08	1.23%	0.04	Bucket 2	Not Weirdware	40
	1,646,456.08	206,632.30	0.13	-0.41%	0.31	Bucket 2	Not Weirdware	30
	1,802,163.18	175,698.70	0.10	5.12%	3.80	Bucket 3	Not Weirdware	26
	1,953,734.95	193,950.94	0.10	-0.72%	31.74	Bucket 1	Not Weirdware	25
	227,448.86	25,528.98	0.11	4.29%	1.25	Bucket 3	Not Weirdware	24
	6,106,254.72	855,555.03	0.14	8.06%	2.09	Bucket 2	Not Weirdware	20
	499,469.97	24,973.46	0.05	0.00%	2.38	Bucket 2	Weirdware	12
	1,304,637.73	174,242.25	0.13	-22.88%	6.43	Bucket 3	Not Weirdware	11
	323,487.70	14,131.62	0.05	-47.95%	11.23	Bucket 3	Not Weirdware	11
	348,265.93	15,717.63	0.05	0.00%	0.00	Bucket 2	Not Weirdware	10
	1,857,013.92	70,346.13	0.04	-62.49%	100.41	Bucket 3	Not Weirdware	9
	1,407,061.93	77,770.78	0.06	-44.72%	40.11	Bucket 3	Not Weirdware	9
	3,271,996.85	325,643.11	0.10	0.00%	0.00	Bucket 3	Not Weirdware	9
	3,747,280.12	166,441.23	0.04	-64.00%	88.92	Bucket 3	Not Weirdware	8
	1,542,071.19	265,400.62	0.17	0.00%	0.00	Bucket 4	Not Weirdware	7
	690,109.22	104,317.11	0.15	25.86%	2.85	Bucket 3	Not Weirdware	7
	1,680,784.98	95,123.50	0.06	8.46%	0.10	Bucket 2	Not Weirdware	7
	73,656.85	6,757.67	0.09	-8.17%	7.27	Bucket 2	Not Weirdware	7
	176,705.28	17,713.42	0.10	0.00%	0.00	Bucket 1	Not Weirdware	6
	40,631.40	4,004.40	0.10	-5.11%	1.37	No Bucket	Not Weirdware	6
	40,667.27	4,337.80	0.11	6.67%	16.81	Bucket 3	Not Weirdware	5
	45,228.69	4,556.84	0.10	8.80%	2.25	Bucket 4	Not Weirdware	5
	740,029.18	113,069.55	0.15	0.00%	0.00	Bucket 3	Not Weirdware	5
	9,790,179.79	980,632.48	0.10	0.00%	0.00	Bucket 1	Not Weirdware	5
	319,268.29	34,624.16	0.11	0.00%	0.00	Bucket 3	Not Weirdware	5
	377,646.00	34,605.52	0.09	0.00%	0.00	No Bucket	Weirdware	4
	482,793.22	23,601.21	0.05	-70.28%	15.37	Bucket 3	Not Weirdware	4
	646,211.06	34,510.26	0.06	0.67%	0.01	Bucket 3	Not Weirdware	4
	561,867.19	91,956.55	0.16	0.00%	0.00	No Bucket	Not Weirdware	4
	135,343.39	20,661.19	0.15	-7.31%	0.20	No Bucket	Weirdware	4
	140,286.00	21,084.00	0.15	0.00%	0.00	Bucket 2	Not Weirdware	3
	128,985.24	10,999.64	0.09	0.00%	0.00	Bucket 3	Weirdware	3
	26,263.32	2,602.06	0.10	-0.96%	67.77	No Bucket	Not Weirdware	3
	106,046.20	9,650.53	0.09	43.98%	5.21	No Bucket	Not Weirdware	3
	1,274,010.42	42,275.57	0.03	0.00%	0.00	No Bucket	Weirdware	3
	573,558.05	47,584.53	0.08	3.11%	1.39	Bucket 3	Not Weirdware	3
	50,719.30	2,667.65	0.05	0.00%	0.00	No Bucket	Weirdware	3
	54,129.21	3,647.44	0.07	0.00%	0.00	Bucket 4	Weirdware	3
	139,481.89	12,424.40	0.09	0.00%	0.00	No Bucket	Not Weirdware	3
	478,157.84	72,020.20	0.15	0.00%	0.00	No Bucket	Not Weirdware	3
	129,761.58	12,975.00	0.10	0.00%	0.00	Bucket 3	Weirdware	3
	4,569,927.90	580,786.58	0.13	0.00%	0.00	No Bucket	Not Weirdware	3
	64,208.27	5,948.13	0.10	0.00%	0.00	Bucket 3	Not Weirdware	2
	291,104.43	23,274.43	0.08	0.00%	0.00	Bucket 3	Not Weirdware	2

Quote Creation Date

Last 1 Select

No filters applied

Account Manager

All

Customer

All

Quote Status

- ☐ EXPIRED
☐ LOST
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Quote Created By

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Bucket

- ☐ Bucket 1
☐ Bucket 2
☐ Bucket 3
☐ Bucket 4
☐ Bucket 5
☐ No Bucket

GP %

-3.04 1.00

Vendor Overview

Vendor	Revenue	GP	Margin %	YoY Margin %	YoY Revenue Growth	Bucket	Weirdware	# of Quotes
	29,217,723.64	2,165,338.24	0.07	10.87%	0.56	Bucket 3	Not Weirdware	73
	21,623,053.71	1,955,786.06	0.09	2.87%	1.09	Bucket 1	Not Weirdware	186
	20,757,012.98	1,753,898.43	0.08	2.22%	0.33	Bucket 2	Not Weirdware	62
	9,790,179.79	980,632.48	0.10	0.00%	0.00	Bucket 1	Not Weirdware	5
	6,106,254.72	855,555.03	0.14	8.06%	2.09	Bucket 2	Not Weirdware	20
	9,606,427.87	653,384.18	0.07	-18.24%	3.02	Bucket 2	Not Weirdware	66
	4,569,927.90	580,786.58	0.13	0.00%	0.00	No Bucket	Not Weirdware	3
	3,329,365.51	396,418.05	0.12	2.82%	1.07	Bucket 1	Not Weirdware	45
	1,542,071.19	265,400.62	0.17	0.00%	0.00	Bucket 4	Not Weirdware	7
	7,663,465.95	200,648.27	0.03	-69.00%	2.71	Bucket 2	Not Weirdware	62
	1,277,037.74	171,482.51	0.13	-22.46%	6.27	Bucket 3	Not Weirdware	9
	455,283.52	130,895.79	0.29	0.00%	0.00	Bucket 2	Not Weirdware	5
	2,884,372.93	117,714.43	0.04	0.00%	0.00	No Bucket	Not Weirdware	2
	699,109.22	104,317.11	0.15	25.86%	2.85	Bucket 3	Not Weirdware	7
	1,680,784.98	95,123.50	0.06	8.46%	0.10	Bucket 2	Not Weirdware	7
	902,544.55	94,519.11	0.10	-0.12%	1.50	Bucket 3	Not Weirdware	27
	719,309.80	93,785.30	0.13	0.00%	0.00	No Bucket	Not Weirdware	2
	561,867.19	91,956.55	0.16	0.00%	0.00	No Bucket	Not Weirdware	4
	2,062,723.04	84,006.52	0.04	0.00%	0.00	No Bucket	Not Weirdware	4
	1,407,061.93	77,770.78	0.06	-44.72%	40.11	Bucket 3	Not Weirdware	9
	777,985.29	77,359.14	0.10	2.41%	4.81	No Bucket	Not Weirdware	12
	524,919.45	52,419.45	0.10	0.00%	0.00	Bucket 3	Weirdware	2
	508,200.00	50,820.00	0.10	0.00%	0.00	Bucket 2	Weirdware	2
	462,653.80	46,260.60	0.10	0.00%	0.00	No Bucket	Weirdware	1
	1,274,010.42	42,275.57	0.03	0.00%	0.00	No Bucket	Weirdware	3
	319,268.29	34,624.16	0.11	0.00%	0.00	Bucket 3	Not Weirdware	5
	384,156.84	34,570.66	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	234,689.15	32,893.00	0.14	0.00%	0.00	No Bucket	Not Weirdware	1
	534,255.35	28,799.69	0.05	-12.43%	1.92	Bucket 2	Not Weirdware	13
	281,108.31	28,108.31	0.10	0.00%	0.00	No Bucket	Weirdware	2
	296,528.15	25,910.36	0.09	0.00%	0.00	Bucket 3	Not Weirdware	4
	291,104.43	23,274.43	0.08	0.00%	0.00	Bucket 3	Not Weirdware	2
	193,025.12	21,559.98	0.11	0.00%	0.00	No Bucket	Not Weirdware	4
	140,286.00	21,084.00	0.15	0.00%	0.00	Bucket 2	Not Weirdware	3
	199,408.45	19,939.05	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	448,746.64	18,294.42	0.04	0.00%	0.00	No Bucket	Not Weirdware	1
	177,335.09	16,900.45	0.10	0.26%	0.15	Bucket 3	Not Weirdware	5
	135,318.00	13,528.00	0.10	0.00%	0.00	No Bucket	Not Weirdware	1
	76,816.35	13,345.90	0.17	0.00%	0.00	No Bucket	Not Weirdware	4
	131,126.08	13,246.42	0.10	0.00%	0.00	No Bucket	Not Weirdware	4
	129,761.58	12,975.00	0.10	0.00%	0.00	Bucket 3	Weirdware	3
	102,650.97	12,688.03	0.12	0.00%	0.00	No Bucket	Not Weirdware	6
	139,481.89	12,424.40	0.09	0.00%	0.00	No Bucket	Not Weirdware	3
	115,358.84	11,534.84	0.10	0.00%	0.00	Bucket 3	Not Weirdware	1
	212,032.92	10,696.93	0.05	0.94%	0.01	No Bucket	Not Weirdware	3
	70,802.36	10,620.36	0.15	0.00%	0.00	No Bucket	Not Weirdware	1

Quote Creation Date

Last 1 Select

No filters applied

Account Manager

All

Customer

All

Quote Status

☐ EXPIRED

☐ LOST

☐ SUBMITTED

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Quote Created By

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Bucket

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☐ No Bucket

GP %

-3.04 1.00