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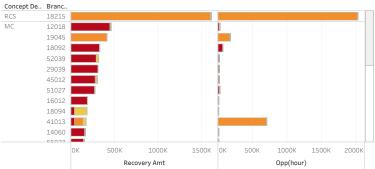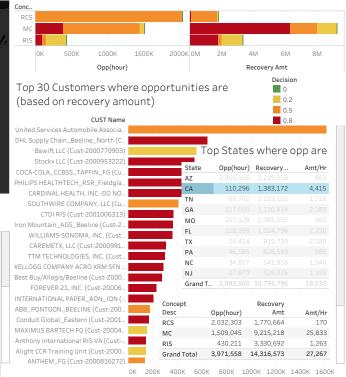## Top 30 BU where opportunities are (based on recovery amount)

Concept De..	Branc..
RCS	18215
MC	12018
	19045
	18092
	52039
	29039
	45012
	51027
	16012
	18094
	41013
	14060
	55023

Recovery Amt | Opp(hour)

Conc..		
RCS		
MC		
RIS		

Opp(hour) — Recovery Amt

Decision
- 0
- 0.2
- 0.5
- 0.8

Top 30 Customers where opportunities are (based on recovery amount)

CUST Name

- United Services Automobile Associa..
- DHL Supply Chain_Beeline_North (C..
- Bswift LLC (Cust-2000770903)
- Stockx LLC (Cust-2000953222)
- COCA-COLA_CCBSS_TAPFIN_FG (Cu..
- PHILIPS HEALTHTECH_RSR_Fieldgla..
- CARDINAL HEALTH, INC.-DO NO..
- SOUTHWIRE COMPANY, LLC (Cu..
- CTDI RIS (Cust-2001006313)
- Iron Mountain_AGS_Beeline (Cust-2..
- WILLIAMS-SONOMA, INC. (Cust..
- CAREMETX, LLC (Cust-2000991..
- TTM TECHNOLOGIES, INC. (Cust..
- KELLOGG COMPANY ACRO XRM SFN ..
- Best Buy/Allegis/Beeline (Cust-2000..
- FOREVER 21, INC. (Cust-20006..
- INTERNATIONAL PAPER_AON_IQN (..
- ABB_PONTOON_BEELINE (Cust-200..
- Conduit Global_Eastern (Cust-2001..
- MAXIMUS BARTECH FG (Cust-20004..
- Anthony International RIS VA (Cust-..
- Alight CCR Training Unit (Cust-2000..
- ANTHEM_FG (Cust-2000816272)

Recovery Amt

Top States where opp are

State	Opp(hour)	Recovery ..	Amt/Hr
AZ	2,055,116	2,219,258	803
CA	110,296	1,383,172	4,415
TN	69,702	1,153,152	1,716
GA	217,060	1,110,618	2,188
MO	257,128	1,081,592	982
FL	110,399	1,024,794	2,230
TX	54,414	919,739	2,180
PA	46,586	828,589	986
NC	34,827	541,956	1,540
NJ	27,970	528,926	1,193
Grand T..	2,983,500	10,791,796	18,232

Concept Desc	Opp(hour)	Recovery Amt	Amt/Hr
RCS	2,032,303	1,770,664	170
MC	1,509,045	9,215,218	25,833
RIS	430,211	3,330,692	1,263
Grand Total	3,971,558	14,316,573	27,267