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		Region											
		All Regions		Central		Eastern		Southern		Western		Minimum	
		Measures		Measures		Measures		Measures		Measures		Measures	
Department	Positions	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
	HR Generalists												
	HR Training												
	IS	2,166,099.00	1,62,883.00	570,759.00	577,346.00	531,780.00	529,179.00	531,780.00	529,179.00	531,780.00	527,179.00	531,780.00	527,179.00
	Payroll	1,045,415.00	1,139,285.00	367,415.00	432,100.00	226,000.00	236,395.00	226,000.00	236,395.00	226,000.00	234,395.00	226,000.00	234,395.00
	Pre-Sales												
	Press Relations												
	Product Marketing Mgr												
	QA Engineer												
	QA Manager												
	SVP HR												
	SVP Partnerships												
	SVP Services												
	SVP Strategic Development												
	SVP WW Operations												
	Sales Rep												
	Senior Consultant												
	Senior Engineer												
	Senior Sales Rep												
	Services Mgr												
	Staff Consultant												
	Trainer												
	VP Engineer												
	Writer												
	Average	2,444,844.00	2,417,481.00	621,336.00	613,472.20	607,836.00	602,003.00	607,836.00	602,003.00	607,836.00	600,003.00	607,836.00	600,003.00
Human Resources	All Positions	13,075,463.00	10,989,341.00	3,888,863.00	4,114,295.00	3,212,200.00	3,195,682.00	3,212,200.00	3,195,682.00	3,212,200.00	3,183,682.00	3,212,200.00	3,183,682.00

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		Region											
		All Regions		Central		Eastern		Southern		Western		Minimum	
		Measures		Measures		Measures		Measures		Measures		Measures	
Department	Positions	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
	Senior Sales Rep	1,760,823.00	1,762,717.00	497,223.00	484,820.00	421,200.00	433,299.00	421,200.00	423,299.00	421,200.00	421,299.00	421,200.00	421,299.00
	Services Mgr												
	Staff Consultant												
	Trainer												
	VP Engineering												
	Writer												
	Average	2,233,754.00	2,194,678.00	583,034.60	546,114.00	550,240.00	556,854.80	550,240.00	546,854.80	550,240.00	544,854.80	550,240.00	544,854.80
Average		3,882,161.00	3,870,253.00	1,024,139.00	1,037,772.00	952,674.00	959,131.30	952,674.00	940,644.80	952,674.00	932,704.50	952,674.00	932,704.51
Minimum		1,045,415.00	1,082,590.00	367,415.00	392,100.00	226,000.00	226,395.00	226,000.00	234,395.00	226,000.00	216,395.00	226,000.00	216,395.00