

Quarter	Department	Category	Budget	Actual
Quarter	Department	Category	Budget	Actual

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Quarter	Department	Category	Budget	Actual
Q1	Sales	Personnel	\$125,000	\$118,500
Q1	Sales	Marketing	\$45,000	\$48,200
Q1	Sales	Travel	\$18,000	\$16,800
Q1	Sales	Software	\$12,000	\$11,500
Q1	Engineering	Personnel	\$280,000	\$275,600
Q1	Engineering	Equipment	\$35,000	\$38,900
Q1	Engineering	Software	\$25,000	\$24,100
Q1	Engineering	Training	\$15,000	\$12,800
Q1	Operations	Personnel	\$95,000	\$92,300
Q1	Operations	Facilities	\$28,000	\$29,100
Q1	Operations	Utilities	\$12,000	\$13,200
Q1	Operations	Maintenance	\$8,000	\$7,500
Q1	HR	Personnel	\$65,000	\$63,800
Q1	HR	Recruitment	\$15,000	\$18,200
Q1	HR	Training	\$10,000	\$9,500
Q1	HR	Benefits	\$22,000	\$21,800
Q1	Finance	Personnel	\$85,000	\$82,600
Q1	Finance	Accounting	\$8,000	\$8,500
Q1	Finance	Audit	\$12,000	\$11,200
Q1	Finance	Legal	\$18,000	\$19,800
Q2	Sales	Personnel	\$130,000	\$128,200
Q2	Sales	Marketing	\$50,000	\$52,600
Q2	Sales	Travel	\$20,000	\$18,900
Q2	Sales	Software	\$12,000	\$12,300
Q2	Engineering	Personnel	\$285,000	\$282,100
Q2	Engineering	Equipment	\$40,000	\$42,500
Q2	Engineering	Software	\$30,000	\$28,800
Q2	Engineering	Training	\$18,000	\$16,200
Q2	Operations	Personnel	\$98,000	\$96,800
Q2	Operations	Facilities	\$30,000	\$31,200
Q2	Operations	Utilities	\$14,000	\$15,100
Q2	Operations	Maintenance	\$10,000	\$9,300
Q2	HR	Personnel	\$68,000	\$66,900
Q2	HR	Recruitment	\$18,000	\$21,500
Q2	HR	Training	\$12,000	\$11,800
Q2	HR	Benefits	\$24,000	\$23,600
Q2	Finance	Personnel	\$88,000	\$85,800
Q2	Finance	Accounting	\$9,000	\$9,200
Q2	Finance	Audit	\$14,000	\$13,500
Q2	Finance	Legal	\$20,000	\$22,100
Q3	Sales	Personnel	\$135,000	\$132,800
Q3	Sales	Marketing	\$55,000	\$57,300
Q3	Sales	Travel	\$22,000	\$20,500
Q3	Sales	Software	\$13,000	\$12,800
Q3	Engineering	Personnel	\$290,000	\$288,500
Q3	Engineering	Equipment	\$45,000	\$46,200
Q3	Engineering	Software	\$32,000	\$31,100

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Quarter	Department	Category	Budget		Actual	
Q3	Engineering	Training	\$20,000		\$18,600	
Q3	Operations	Personnel	\$102,000		\$100,200	
Q3	Operations	Facilities	\$32,000		\$33,500	
Q3	Operations	Utilities	\$16,000		\$17,200	
Q3	Operations	Maintenance	\$12,000		\$11,100	
Q3	HR	Personnel	\$72,000		\$70,500	
Q3	HR	Recruitment	\$20,000		\$24,100	
Q3	HR	Training	\$14,000		\$13,200	
Q3	HR	Benefits	\$26,000		\$25,400	
Q3	Finance	Personnel	\$92,000		\$89,200	
Q3	Finance	Accounting	\$10,000		\$10,500	
Q3	Finance	Audit	\$16,000		\$15,200	
Q3	Finance	Legal	\$22,000		\$24,600	
Q4	Sales	Personnel	\$140,000		\$137,600	
Q4	Sales	Marketing	\$60,000		\$62,800	
Q4	Sales	Travel	\$25,000		\$23,200	
Q4	Sales	Software	\$14,000		\$13,500	
Q4	Engineering	Personnel	\$295,000		\$292,800	
Q4	Engineering	Equipment	\$50,000		\$51,200	
Q4	Engineering	Software	\$35,000		\$33,900	
Q4	Engineering	Training	\$22,000		\$20,100	
Q4	Operations	Personnel	\$105,000		\$103,800	
Q4	Operations	Facilities	\$35,000		\$36,200	
Q4	Operations	Utilities	\$18,000		\$19,500	
Q4	Operations	Maintenance	\$14,000		\$12,800	
Q4	HR	Personnel	\$75,000		\$73,200	
Q4	HR	Recruitment	\$22,000		\$26,800	
Q4	HR	Training	\$16,000		\$14,900	
Q4	HR	Benefits	\$28,000		\$27,100	
Q4	Finance	Personnel	\$95,000		\$92,500	
Q4	Finance	Accounting	\$11,000		\$11,800	
Q4	Finance	Audit	\$18,000		\$17,100	
Q4	Finance	Legal	\$25,000		\$27,500	
SKU	Product Name	Category	Stock	Unit Price	Total Value	
SKU	Product Name	Category	Stock	Unit Price	Total Value	
ELEC001	Wireless Bluetooth Headphones	Electronics	150	\$89.99	\$13,499	
ELEC002	4K Smart TV 55 inch	Electronics	25	\$899.99	\$22,500	
ELEC003	Laptop Computer i7	Electronics	45	\$1,299.99	\$58,500	
ELEC004	Smartphone Pro Max	Electronics	120	\$999.99	\$120,000	
ELEC005	Gaming Console	Electronics	35	\$499.99	\$17,500	
CLOTH001	Cotton T-Shirt Black	Clothing	200	\$19.99	\$3,998	
CLOTH002	Denim Jeans Regular	Clothing	85	\$49.99	\$4,249	
CLOTH003	Winter Jacket Waterproof	Clothing	60	\$129.99	\$7,799	
CLOTH004	Running Shoes Athletic	Clothing	110	\$79.99	\$8,799	
CLOTH005	Formal Dress Shirt	Clothing	95	\$39.99	\$3,799	
HOME001	Kitchen Mixer Stand	Home & Garden	40	\$249.99	\$9,999	
HOME002	Vacuum Cleaner Robot	Home & Garden	30	\$399.99	\$12,000	

SKU	Product Name	Category	Stock	Unit Price	Total Value
HOME003	Air Purifier HEPA	Home & Garden	55	\$199.99	\$10,999
HOME004	Coffee Machine Espresso	Home & Garden	25	\$599.99	\$15,000
HOME005	Garden Tool Set Complete	Home & Garden	70	\$89.99	\$6,299
BOOK001	Programming Guide Python	Books	180	\$39.99	\$7,198
BOOK002	Science Fiction Novel	Books	220	\$14.99	\$3,298
BOOK003	Cookbook International	Books	65	\$24.99	\$1,624
BOOK004	History World War II	Books	90	\$29.99	\$2,699
BOOK005	Self-Help Motivation	Books	130	\$19.99	\$2,599
SPORT001	Tennis Racket Professional	Sports	40	\$149.99	\$5,999
SPORT002	Basketball Official Size	Sports	75	\$29.99	\$2,249
SPORT003	Yoga Mat Premium	Sports	100	\$49.99	\$4,999
SPORT004	Bicycle Mountain 21-Speed	Sports	20	\$799.99	\$16,000
SPORT005	Swimming Goggles Anti-Fog	Sports	85	\$24.99	\$2,124
TOY001	Educational Building Blocks	Toys	120	\$34.99	\$4,199
TOY002	Remote Control Car	Toys	60	\$79.99	\$4,799
TOY003	Puzzle 1000 Pieces	Toys	95	\$19.99	\$1,899
TOY004	Action Figure Superhero	Toys	140	\$24.99	\$3,499
TOY005	Board Game Strategy	Toys	50	\$49.99	\$2,499
BEAUTY001	Facial Moisturizer SPF	Beauty	80	\$29.99	\$2,399
BEAUTY002	Shampoo Organic Natural	Beauty	150	\$19.99	\$2,999
BEAUTY003	Makeup Kit Professional	Beauty	45	\$89.99	\$4,049
BEAUTY004	Perfume Eau de Parfum	Beauty	35	\$124.99	\$4,375
BEAUTY005	Hair Dryer Ionic	Beauty	25	\$199.99	\$4,999
AUTO001	Car Phone Mount Magnetic	Automotive	180	\$19.99	\$3,598
AUTO002	Tire Pressure Gauge Digital	Automotive	90	\$29.99	\$2,699
AUTO003	Car Vacuum Cordless	Automotive	55	\$79.99	\$4,399
AUTO004	Emergency Kit Roadside	Automotive	40	\$149.99	\$5,999
AUTO005	Dash Camera HD 1080p	Automotive	30	\$199.99	\$5,999
MUSIC001	Acoustic Guitar Steel String	Musical Instruments	15	\$299.99	\$4,499
MUSIC002	Digital Piano 88 Keys	Musical Instruments	8	\$899.99	\$7,199
MUSIC003	Drum Set Complete	Musical Instruments	5	\$1,299.99	\$6,499
MUSIC004	Violin Full Size	Musical Instruments	12	\$399.99	\$4,799
MUSIC005	Microphone Condenser	Musical Instruments	25	\$149.99	\$3,749
OFFICE001	Desk Chair Ergonomic	Office Supplies	35	\$299.99	\$10,499
OFFICE002	Standing Desk Adjustable	Office Supplies	20	\$599.99	\$11,999
OFFICE003	Monitor 27-inch 4K	Office Supplies	40	\$449.99	\$17,999
OFFICE004	Wireless Keyboard Mouse	Office Supplies	85	\$79.99	\$6,799
OFFICE005	Printer Laser Color	Office Supplies	15	\$399.99	\$5,999
PET001	Dog Food Premium Dry	Pet Supplies	200	\$49.99	\$9,998
PET002	Cat Litter Clumping	Pet Supplies	150	\$24.99	\$3,749
PET003	Fish Tank Aquarium 20G	Pet Supplies	25	\$149.99	\$3,749
PET004	Bird Cage Large	Pet Supplies	18	\$199.99	\$3,599
PET005	Pet Carrier Travel	Pet Supplies	40	\$89.99	\$3,599
HEALTH001	Vitamin D3 Supplements	Health & Wellness	120	\$19.99	\$2,399
HEALTH002	Protein Powder Whey	Health & Wellness	60	\$49.99	\$2,999
HEALTH003	Fitness Tracker Smartwatch	Health & Wellness	45	\$199.99	\$8,999
HEALTH004	Massage Gun Percussive	Health & Wellness	30	\$149.99	\$4,499
HEALTH005	Essential Oils Set	Health & Wellness	75	\$39.99	\$2,999

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