2023 TEMPLATE TRENDS

ZONE

All

MDOS

All

W/E DT

All

SEGMENT

All

SALES ROLE

All

PRODUCT

All

ADV

486K

ADNR

\$9M

NRPP

\$18.26

AVG ACCT ADNR

\$142

BIDS / SR

13.19

AVG BIL WGHT

16.64

AVG ZONE

4.73

BID TYPE

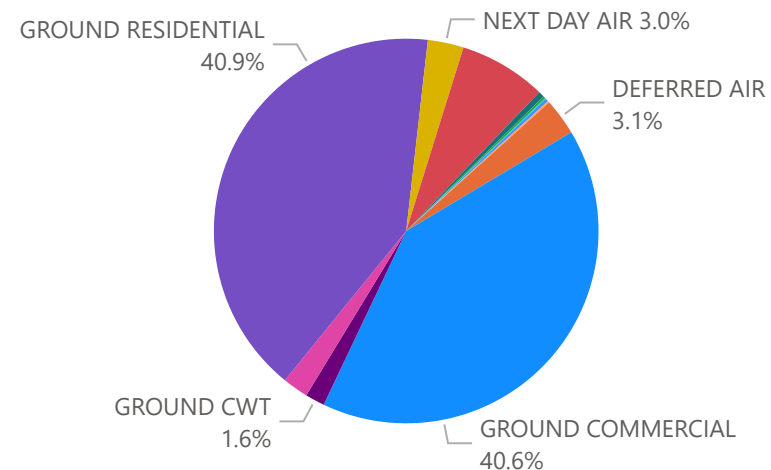
All

TEMPLATE

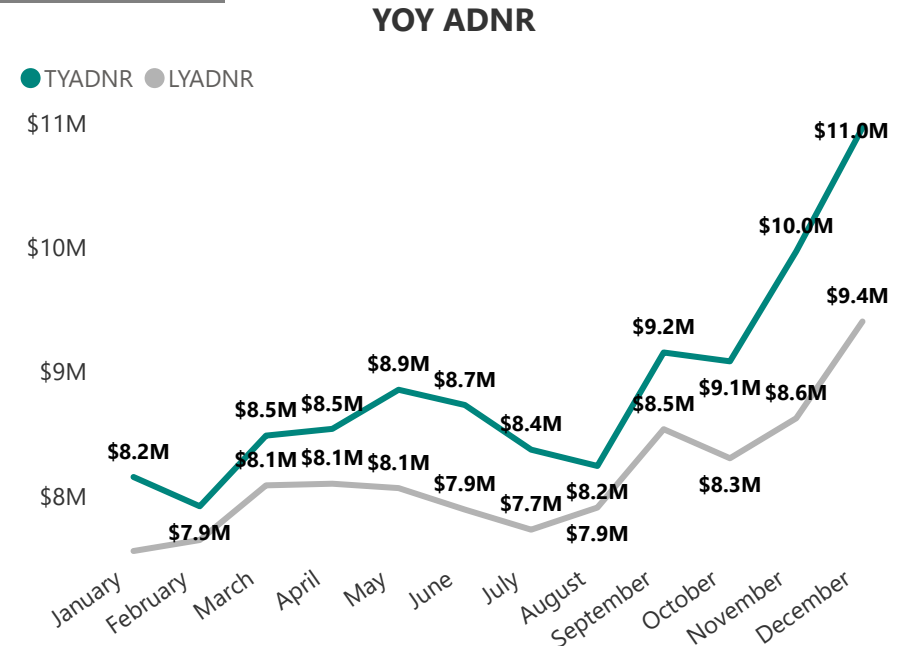
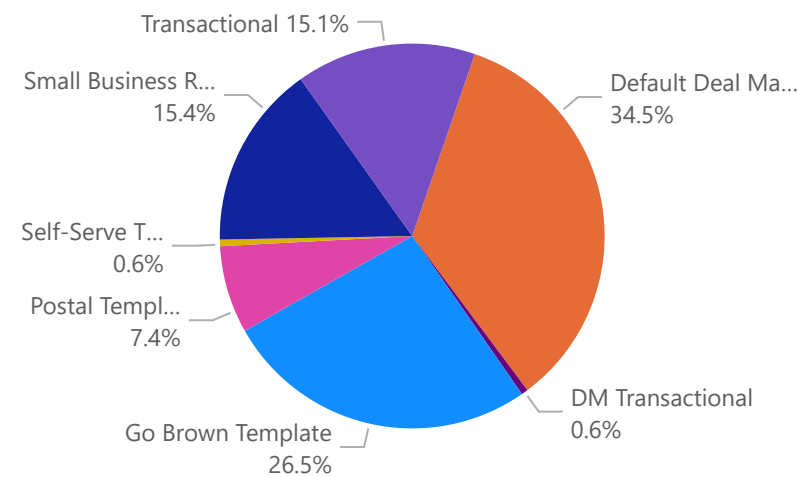
All

2022	2023
------	------


Product % to ADV 2023



Template % to ADV 2023



TEMPLATE	SALES PERFORMANCE			PROFITABILITY			USAGE	
Template_Name	# Bid Producing	#ACCT	Template_TYADV	Template_LYADV	Template_ADVDIFF	Template_ADVGROWTH	Template_TYADNR	Template_LYADNR
Default Deal Manager Template	4,592	9,438	167,668	183,151	-15,483	-8%	\$3,250,867	\$3,346,889
DM Transactional	417	440	2,679	514	2,165	421%	\$31,215	\$6,444
Go Brown Template	5,263	9,070	128,565	129,779	-1,214	-1%	\$2,411,688	\$2,457,469
Postal Template	2,141	2,547	35,715	26,082	9,633	37%	\$521,595	\$389,004
Self-Serve Templates	3	19,197	2,706	925	1,781	193%	\$80,608	\$29,543
Small Business Rates	13,357	16,573	75,065	67,412	7,653	11%	\$1,623,590	\$1,447,805
Transactional	2	5,329	73,473	37,333	36,139	97%	\$954,270	\$479,164
Total	25,775	62,332	485,870	445,195	40,675	9%	\$8,873,835	\$8,156,319



2023 TEMPLATE TRENDS

ZONE

All

MDOS

All

W/E DT

Multiple selections

SEGMENT

All

SALES ROLE

All

PRODUCT

GROUND COMMERCIAL

ADV

6,896

ADNR

\$107K

NRPP

\$15.45

AVG ACCT ADNR

\$30

BIDS / SR

3.30

AVG BIL WGHT

20.92

AVG ZONE

4.38

BID TYPE

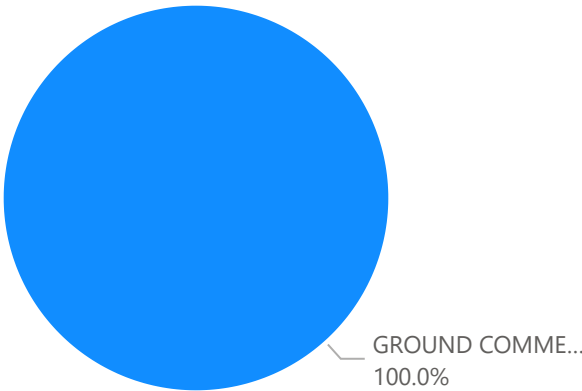
All

TEMPLATE

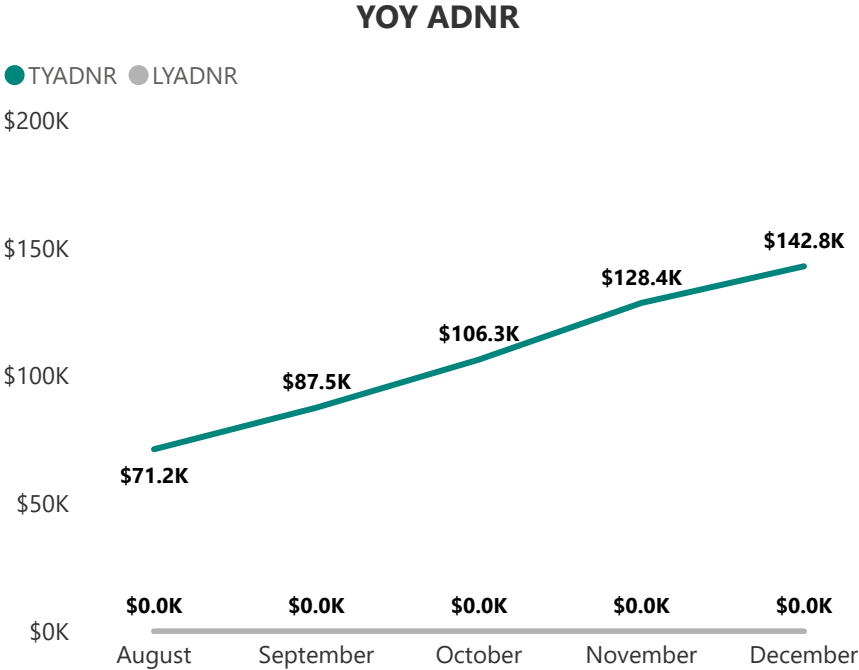
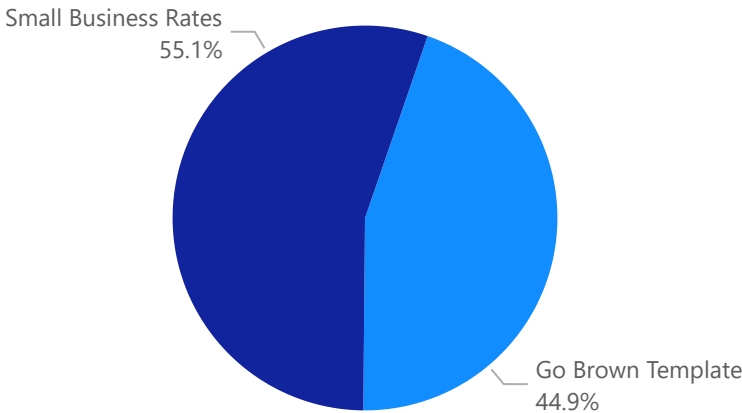
Multiple selections

2022	2023
------	------

Product % to ADV 2023



Template % to ADV 2023



Template_Name	# Bid Producing	#ACCT	Template_TYADV	Template_LYADV	Template_ADVDIFF	Template_ADVGROWTH	Template_TYADNR	Template_LYADNR	Template
Go Brown Template	987	1,182	3,094	0	3,094		\$42,560	\$0	
Small Business Rates	2,218	2,334	3,802	0	3,802		\$64,012	\$0	
Total	3,205	3,516	6,896	0	6,896		\$106,572	\$0	

ZONE

All

W/E DT

All

SEGMENT

All

SALES ROLE

All

PRODUCT

All

MDOS

All

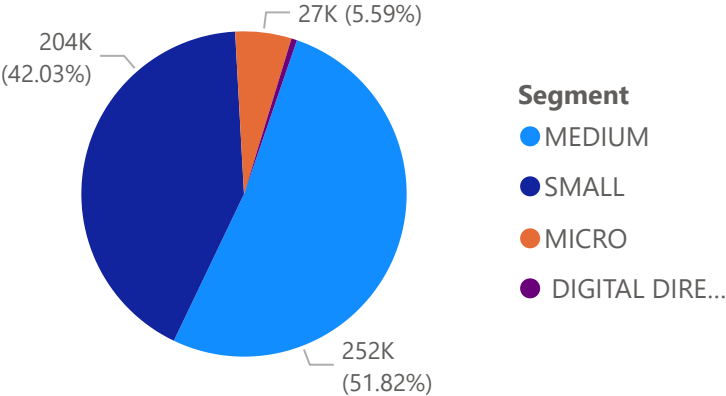
BID TYPE

All

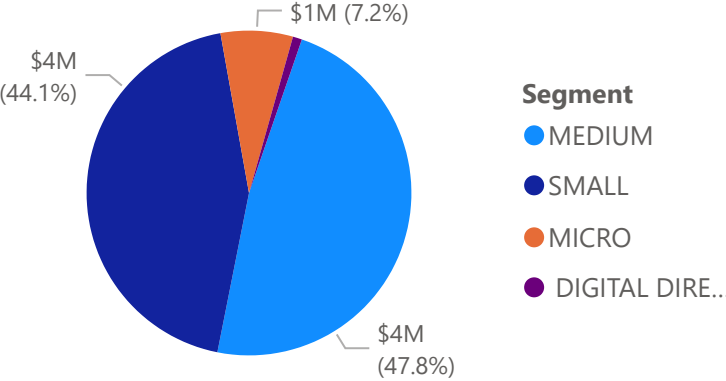
TEMPLATE

All

Segment ADV



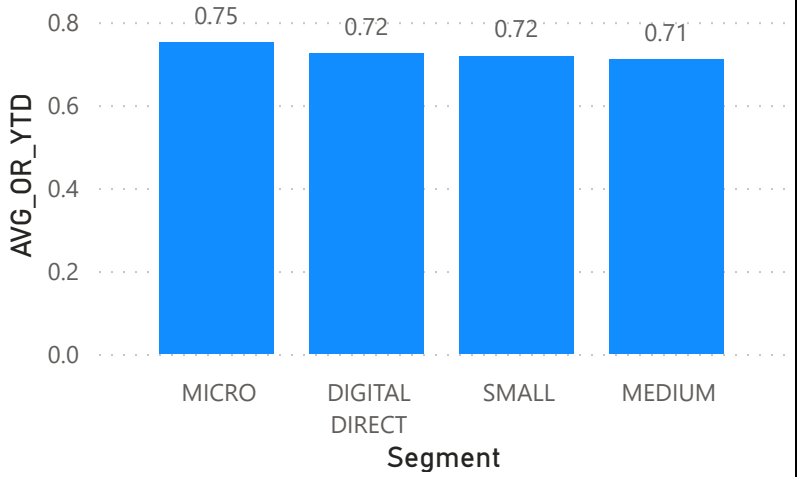
Segment ADNR



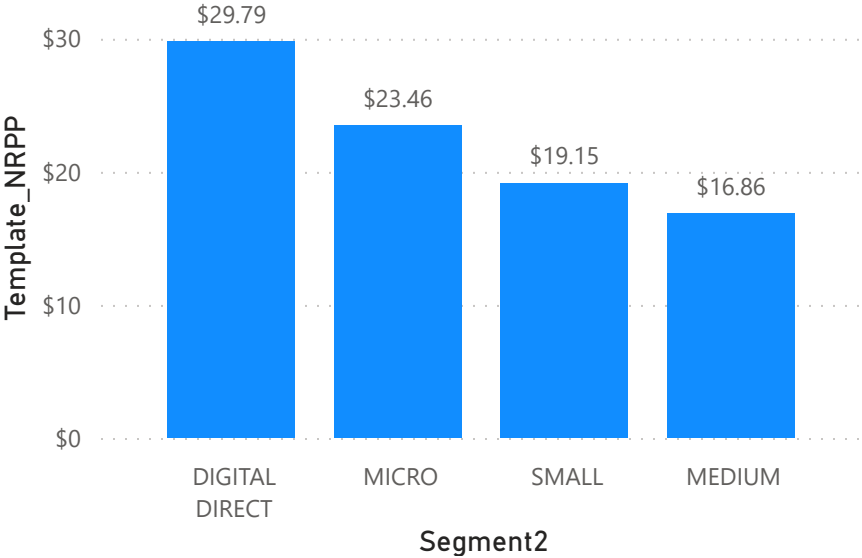
Profit Month

All

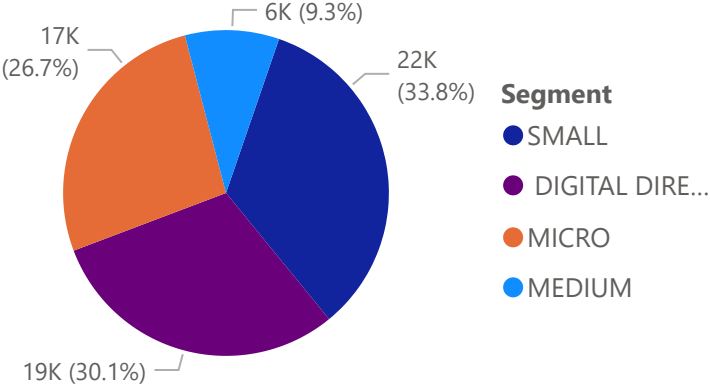
Segment OR



Segment NRPP



Segment ACCTS





SALES PERFORMANCE ZONE DETAIL

CONFIDENTIAL

DD

All

RPT DD

All

TEMPLATE

All

Zone

All

MDOS

All

Job Type

All

W/E DT

All

PRODUCT

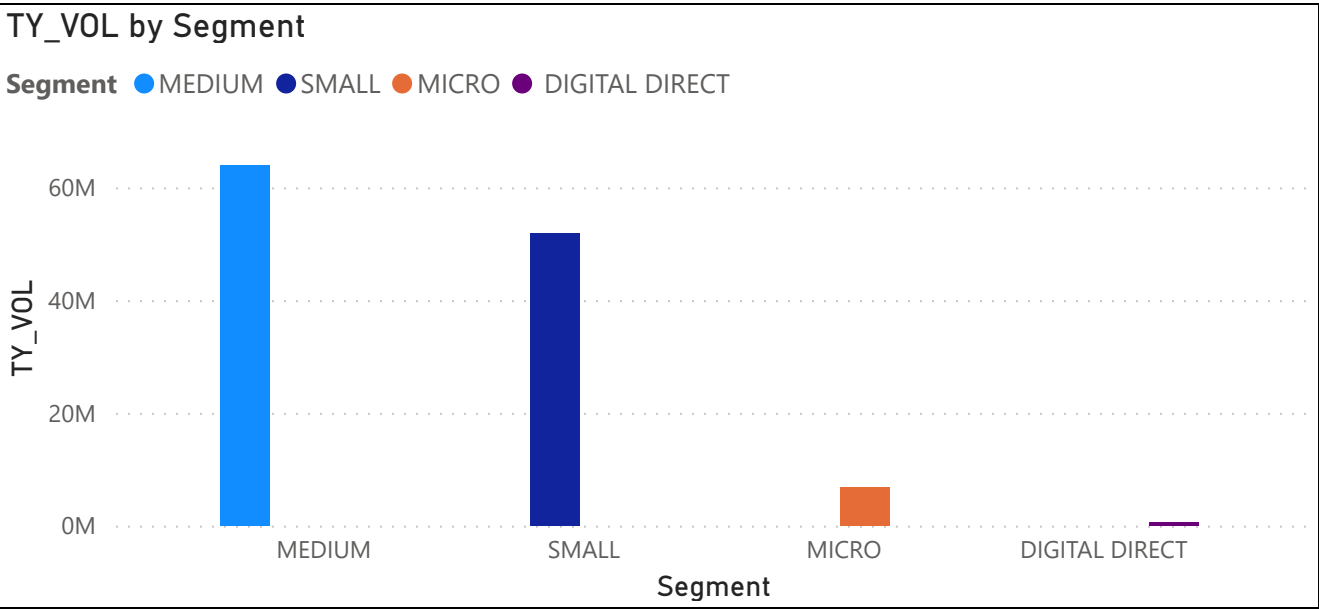
All

BID TYPE

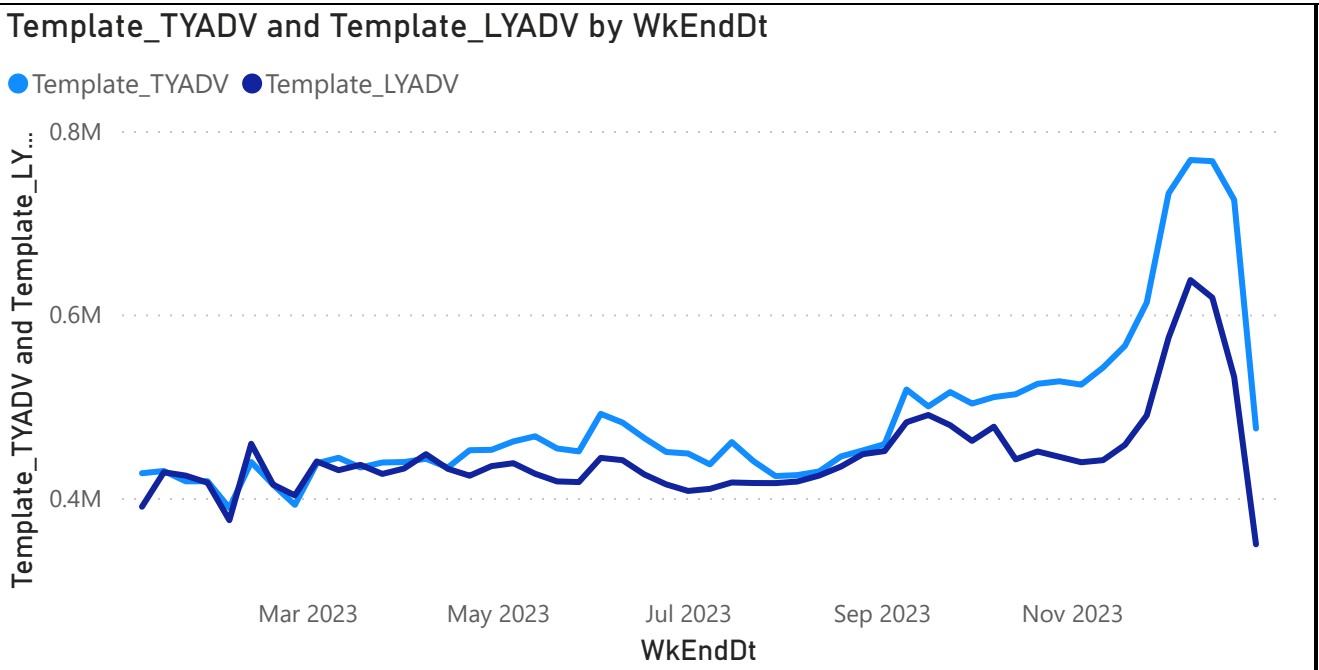
All

REG_NAME Bids #ACCT Template_TYADV Template_LYADV Template_ADVDIFF Template_ADVGROWTH TotalPerf_TYADV TotalPerf_LYADV TotalPerf_ADVDIFF TotalPerf_

☐ EAST	9,194	14,886	246,366	221,922	24,444	11%	1,891,184	2,114,645	-223,462
☐ Central	2,898	4,745	78,654	72,335	6,319	9%	612,474	667,531	-55,058
☐ Northeast	2,954	4,406	80,316	76,060	4,255	6%	685,513	838,221	-152,708
☐ Southeast	3,653	5,735	87,396	73,527	13,869	19%	593,197	608,893	-15,696
☐ WEST	7,884	12,348	209,615	202,180	7,435	4%	1,729,892	1,942,983	-213,091
☐ Central West	3,051	4,463	71,554	64,054	7,500	12%	533,408	593,051	-59,644
☐ West	2,395	3,504	63,123	65,104	-1,980	-3%	615,678	709,595	-93,917
☐ West Plains	2,678	4,382	74,938	73,023	1,915	3%	580,806	640,337	-59,531
Total	16,553	27,230	455,981	424,103	31,878	8%	3,621,075	4,057,628	-436,553



Lvl4_Name	REG_Name	#ACCT	TY_REV	TY_VOL	NRPP
GROSS, CAROLINA	WEST	4,218	\$335,207,762	17,861,990	\$18.77
HOLLIDAY, DANA	WEST	3,310	\$291,995,788	15,504,939	\$18.83
HOLMES, SOPHIA	EAST	5,225	\$377,292,021	21,501,022	\$17.55
KILPATRICK, JAMI	EAST	4,098	\$339,905,103	19,639,615	\$17.31
WILLIS, ANGELICA	WEST	4,105	\$316,796,689	17,927,967	\$17.67
WRIGHT, SIOBHAN		34,745	\$174,528,211	7,279,262	\$23.98
WYPYSKI, ROBERT	EAST	4,396	\$325,515,233	19,073,651	\$17.07
Total		60,097	\$2,161,240,808	118,788,446	\$18.19



WkEndDt	#ACCT	Template_TYADV	Template_TYADNR	Template_NRPP
12/30/2023	47,739	462,947	\$7,552,825	\$16.31
12/23/2023	48,655	709,093	\$11,254,699	\$15.87
12/16/2023	48,298	749,781	\$11,772,243	\$15.70
12/9/2023	48,032	748,769	\$11,991,808	\$16.02
12/2/2023	46,681	712,717	\$11,267,942	\$15.81
11/25/2023	46,145	597,333	\$10,083,019	\$16.88
11/18/2023	46,579	551,629	\$9,261,254	\$16.79
11/11/2023	46,354	527,825	\$8,941,075	\$16.94
11/4/2023	46,201	508,863	\$8,693,362	\$17.08
10/28/2023	44,756	512,395	\$8,928,888	\$17.43
10/21/2023	44,667	509,909	\$8,874,041	\$17.40
10/14/2023	44,461	498,688	\$8,622,744	\$17.29
10/7/2023	44,478	495,271	\$8,664,152	\$17.49
9/30/2023	43,833	487,535	\$8,658,581	\$17.76
Total	60,097	467,881	\$8,508,974	\$18.19



CUSTOMER DETAIL

CONFIDENTIAL

REGION

All

DD

All

TEMPLATE

All

ZONE

All

W/E DT

All

PRODUCT

All

Bid Type

All

BID #

All

ACCT NAME & NUM

All

MDOS

All

Bids	Bid Contr Num	Bid Contr Name	#ACCT	Template_TYADV	Template_LYADV	Template_ADVDIFF	Template_ADVGROWTH	Template_TYADNR	Template_LYADNR
1	DTRX000000	TRX	4,395	52,038	10,487	41,551	396%	\$675,991	\$10,487
1	DAPX000000	DAPX	943	21,434	26,846	-5,412	-20%	\$278,279	\$26,846
1	D000342175	FLAVCITY	1	1,612	115	1,498	1306%	\$18,492	\$115
1	D000446905	SHENSHANG	1	1,343	638	705	111%	\$20,504	\$638
1	D000464123	YAMICHOICE	1	1,236	328	908	277%	\$12,533	\$328
1	D000637706	KWT INTERNATIONAL	1	1,191	0	1,191		\$15,161	\$0
1	D000584619	TM WHOLESALE CA 1	1	1,162	0	1,162		\$19,515	\$0
1	P710040461	CSS-EVERYDAY SAVE (FLAT)	9,825	1,138	454	684	151%	\$34,354	\$454
1	P830040436	CSS_SAVE GROW (TIERED	4,325	1,119	317	802	253%	\$34,497	\$317
1	D000345924	MINDWORKS INNOVATIONS, INC	1	1,113	889	223	25%	\$11,137	\$889
1	D000435597	4PX EXPRESS USA - CA	1	1,086	2,189	-1,103	-50%	\$23,247	\$2,189
1	D000435597	4PX EXPRESS USA - NJ	1	1,076	1,719	-643	-37%	\$14,431	\$1,719
1	D000446905	CANACO LTD	1	1,072	385	686	178%	\$15,904	\$385
1	D000307170	KREDO INC.	2	1,063	1,301	-238	-18%	\$10,375	\$1,301
1	D000355430	ROCKSTAR ORIGINAL	2	1,027	0	1,027		\$13,403	\$0
1	D000485045	PUZZLE YOU, INC	1	970	0	970		\$7,877	\$0
1	D000537296	VERONICA BEARD	6	969	0	969		\$10,980	\$0
1	D000516438	TLG-TEMU	2	965	0	965		\$10,472	\$0
1	D000484205	E-DR.NETWORK	1	930	776	155	20%	\$12,584	\$776
1	D000465006	HOBO BAGS	1	928	0	928		\$9,450	\$0
1	D000574981	SPECIALTY CLEANING PRODUCTS	1	855	854	1	0%	\$10,952	\$854
1	D000331472	KW INTERNATIONAL	1	842	0	842		\$9,535	\$0
1	D000330433	INTELEX	1	783	694	90	13%	\$8,990	\$694
1	D000516797	MEDART INC	7	762	842	81	10%	\$9,960	\$842
25,775			62,332	485,870	445,195	40,675	9%	\$8,873,835	\$8



CUSTOMER DETAIL

Sales Role

All

REGION

All

DD

All

TEMPLATE

All

ZONE

All

W/E DT

All

PRODUCT

All

REASON

All

BID #

All

ACCT NAME & NUM

All

MDOS

All

VOLUME

Bid Contr Num	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023	3/25/2023	4/1/2023	4/8/2023	4/15/2023
D000121560	68	92	85	82	82	84	64	109	73	73	84	70	63	99	80
D000130005	0	0	0	2			1	3	-4		28	0	10	0	0
D000139971	11	61	16	37	17	473	29	17	54	28	15	11	17	66	6
D000143791	3	11	11	10	9	11	16	15	17	20	15	10	15	10	19
D000146791				19	41	38	31	59	34	42	31	40	42	64	37
D000149967	139	243	211	188	260	250	223	191	197	260	230	128	207	227	154
D000150030	15	20	31	23	25	23	39	43	26	39	41	45	46	31	69
D000150072	83	102	65	115	121	113	86	69	93	58	85	102	85	81	16
D000150292	60	77	64	66	45	43	63	49	37	65	56	79	52	50	
D000150806			0	0		2				1		-3			
D000150849	18	20	17	27	24	22	23	28	16	23	23	34	20	19	13
D000151003	3	18	26	16	14	48	46	36	30	53	43	51	31	48	47
D000151087	6	12	13	16	22	8	10	19	19	12	23	26	23	17	17
D000151625	188	257	155	177	172	246	175	174	102	82	64	79	61	46	54
D000151902	39	66	38	59	62	75	57	66	42	43	44	42	30	51	18
D000151913	8	23	11	21	14	15	27	18	15	17	17	26	18	9	18
D000151966	0	1	13	27	53	36	29	16	24	52	44	29	29	25	30
D000152128	38	27	40	45	30	37	32	34	52	37	33	49	51	49	57
D000152464	65	74	107	100	71	87	72	81	81	89	134	70	113	72	127
D000152875	37	89	72	81	97	76	76	81	81	110	84	100	91	77	75
D000152936	2	0	0	1	0	0	1	1	2	0	0	0	0	0	0
D000152957	200	281	238	246	110	326	287	312	362	327	340	308	270	258	244
Total	1,707,753	2,146,751	2,090,588	2,090,970	1,945,432	2,195,656	2,072,116	1,962,335	2,188,501	2,218,893	2,165,635	2,193,077	2,195,650	2,213,591	2,165,831



ACCOUNT DETAIL

Sales Role

All

REGION

All

DD

All

TEMPLATE

All

ZONE

All

W/E DT

All

PRODUCT

All

REASON

All

BID #

All

ACCT NAME & NUM

All

MDOS

All

# of Accts	Acct_Name	Acct_Num	Template_TYADV	Template_LYADV	Template_ADVDIFF	Template_ADVGROWTH	Template_TYADNR	Template_LYADNR	Templa
1	#1 WHOLESALE	565E4F	2	4	-2	-51%	\$51	\$87	
1	&MERC	976R00	61	41	20	47%	\$1,741	\$1,145	
1	(DBA THE PLAYHOUSE)	W2E839	2	1	1	69%	\$53	\$38	
1	***COMP TRADING*** SUB	V5E327	42	10	32	313%	\$866	\$196	
1	: HOG SLAT - FOREST, MS	4E04E8	1	1	0	-4%	\$27	\$25	
1	0 TO 60 MOTORSPORTS	79V948	0	0	0	100%	\$8	\$1	
1	001 SOUTH MOON UNDER	V2298Y	10	6	4	56%	\$111	\$81	
1	002 SOUTH MOON UNDER	V23145	13	5	8	169%	\$126	\$56	
1	003 SOUTH MOON UNDER	V236A9	7	4	3	80%	\$73	\$57	
1	004 SOUTH MOON UNDER	V245V1	10	6	4	69%	\$96	\$66	
1	005 SOUTH MOON UNDER	V245V4	6	5	2	33%	\$62	\$53	
1	006 SOUTH MOON UNDER	V24639	7	5	2	43%	\$70	\$56	
1	007 SOUTH MOON UNDER	V25R02	4	3	2	54%	\$47	\$39	
1	008 SOUTH MOON UNDER	V25637	6	4	2	51%	\$65	\$49	
1	009 SOUTH MOON UNDER	V257X1	9	4	5	107%	\$94	\$54	
1	01	C7013H	0	0	0		\$5	\$0	
1	010 SOUTH MOON UNDER	V25896	8	5	3	51%	\$73	\$54	
1	013 SOUTH MOON UNDER	V262R7	8	4	4	110%	\$78	\$55	
1	014 SOUTH MOON UNDER	V263R4	2	3	-1	-22%	\$26	\$38	
1	015 SOUTH MOON UNDER	V263R7	5	2	3	132%	\$50	\$33	
1	018 SOUTH MOON UNDER	V284R2	6	4	2	63%	\$62	\$45	
1	019 SOUTH MOON UNDER	V265R6	7	3	4	121%	\$72	\$39	
1	021 SOUTH MOON UNDER	V27A48	5	3	2	69%	\$53	\$38	
1	022 SOUTH MOON UNDER	V27E02	5	2	1	100%	\$50	\$41	
62,332			485,870	445,195	40,675	9%	\$8,873,835	\$8,156,319	



TEMPLATE COMPARISON

CONFIDENTIAL

MDOS
All

Month_Name, WkEnd_Dt
All

Profit Month
All

Month_Name, WkEnd_Dt
All

Template_Name, Sub_Template_Name
Postal Template (Template_Name) + 2022 Postal Te...

Template_Name, Sub_Template_Name
Postal Template (Template_Name) + 2023 Postal Te...

VS

6,186	TY ADV	30K
17%	TY ADV % Growth	42%
\$97.7K	TY ADNR	\$423.9K
21%	TY ADNR % Growth	37%
\$15.79	NRPP	\$14.36
0.70	OR	0.69
8.65	AVG BILL WGHT	8.40
\$10M	CULTIVATED OPPs	\$46M