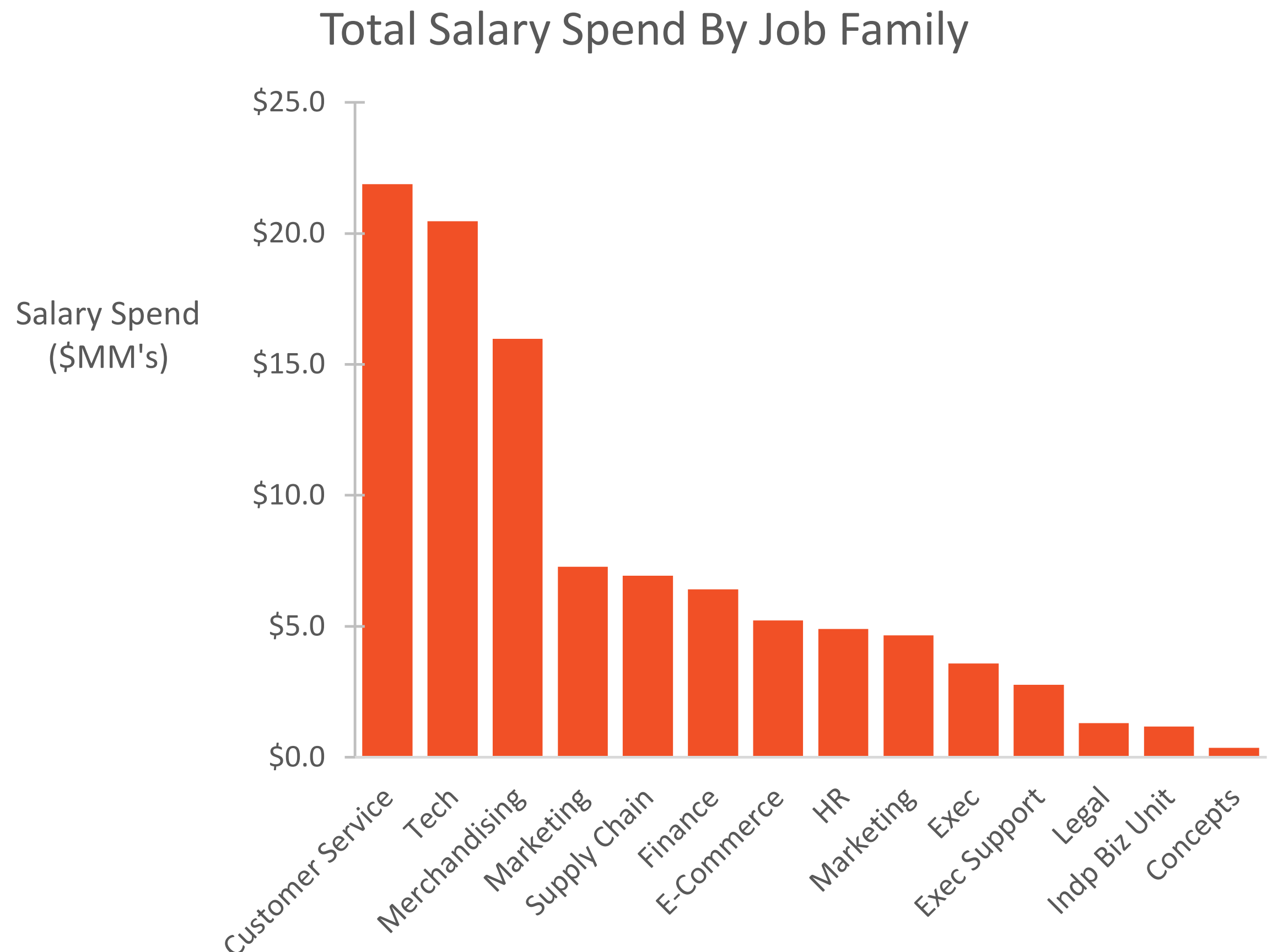


Sample Interactive Document Slides



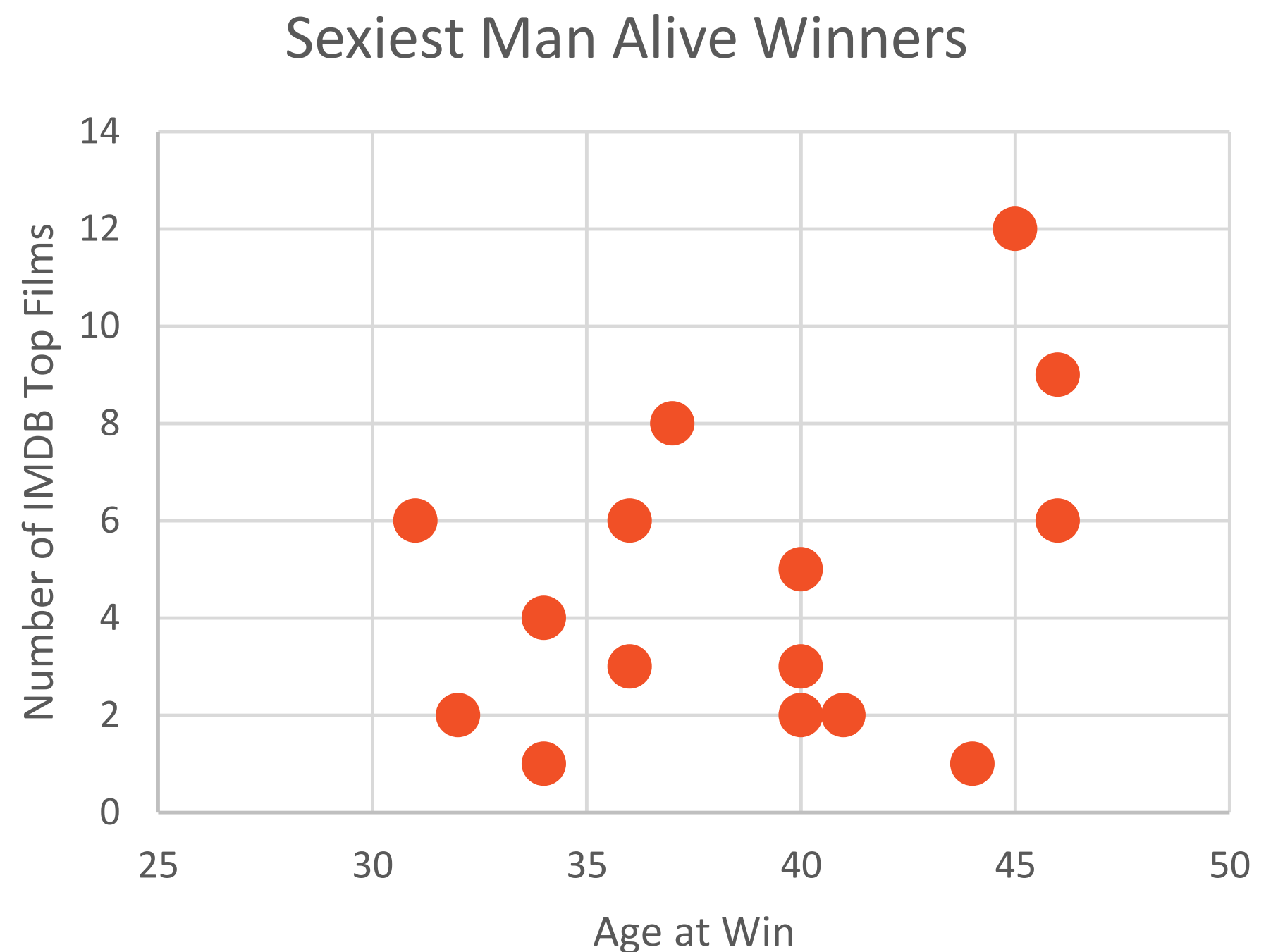
1 Base Salary (Local Currency) Values as a Percent of Total

- This chart illustrates total salary spend (Sum of annual salary for FTE employees; not full C&B expense) by job family group
 - Customer Service and Tech constitute ~42% of all spend
 - The median Tech salary is about 3x the median CS salary
- Tech salary spend as a share of total spend has grown by about 6% over the last 5 years



2 Sexiest Man Alive Award Statistics

- This chart lists the number of IMDB top films and age of 21st century “Sexiest Man Alive” winners
 - The age range is fairly tightly clustered between 31 and 47
 - All winners of the award had at least one IMDB top film at the time of their win
- Both the average age of “Sexiest Man” and “Sexiest Woman” winners are statistically 5–10 years higher than the average population-wide “Age at the time of first child” figures



3 Our Sales Pipeline

- The current sales pipeline is skewed towards phase 3 (Presentation)
 - 107 total opportunities
 - 76 phase 3 opportunities
 - 65% of estimated pipeline revenue is in stage 3
- What are some strategies we can come up with to prioritize lead generation and opportunity qualification to re-up the top of the sales funnel?

- 1 - Qualify
- 2 - Needs & Solutions
- 3 - Presentation
- 4 - Activate & Transition

Opportunities by Sales Stage

