* **Current Revenue Performance**: - Territory Metrics sheet has data as of 09/17
* **List of Write-Off Territories**: - Write off territory Flag excel sheet has a flag which mentioned if a territory is write off territory or not
* **Missing or Delayed Time Entries**: In-Territory utilization has missing hours by Territory and SL
* **Hourly Rates**: In Territory hourly rate can be fetched from Territory Metrics sheet
* **Utilization Metrics**: In-Territory utilization has utilization by Territory and SL
* **Billing Details**: Billing details excel sheet has billing data by Territory SL. For this extrapolation you should consider billing from previous day only since prior billings will already be showing up as revenue.