This workbook and related data is provided by Obvience.

Team Scorecard

RevenueTY Status
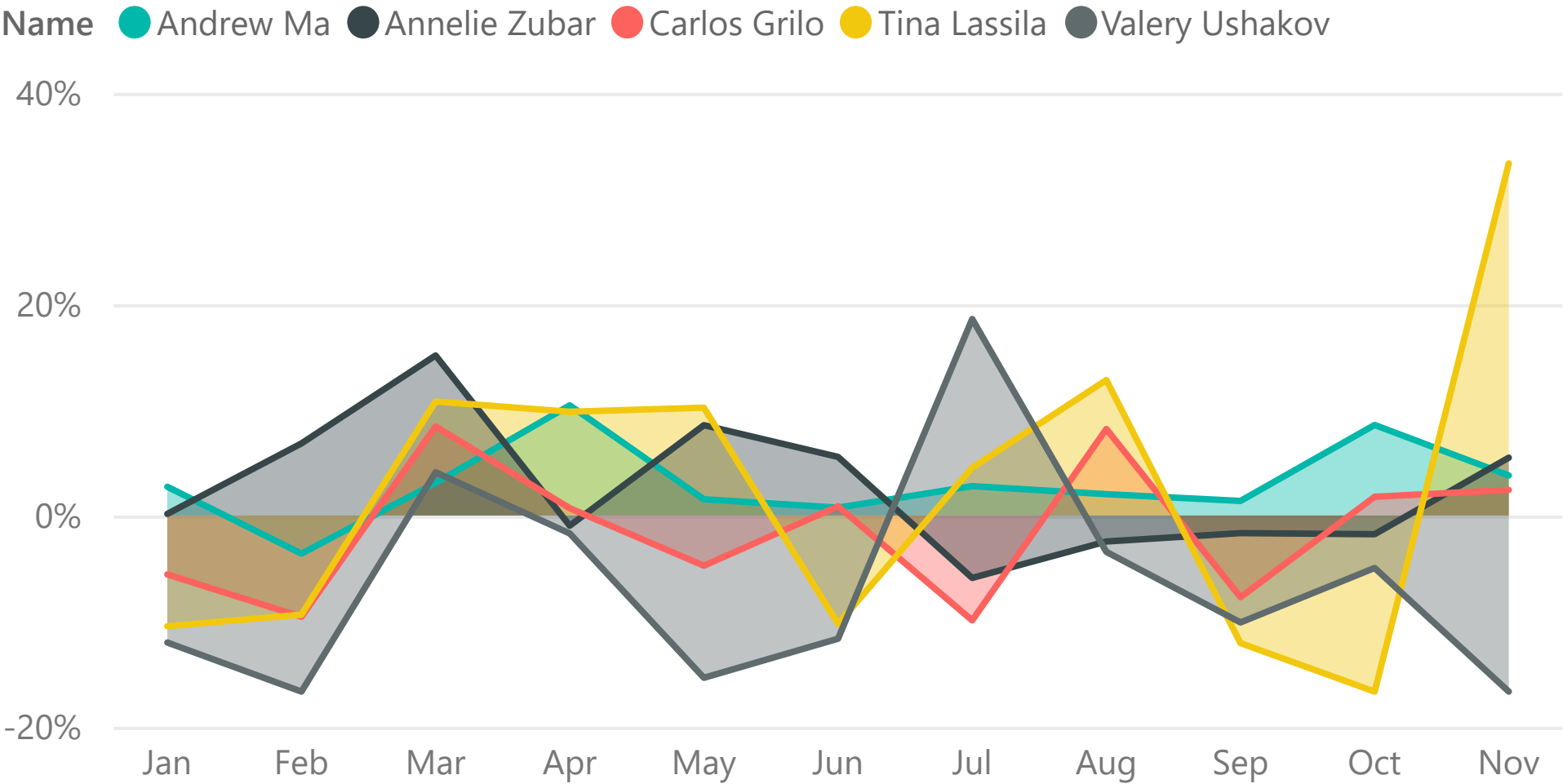🟢

83
# of Customers

7
# of Products

42.5%
GM%

Name

- ☐ Andrew Ma
- ☐ Annelie Zubar
- ☐ Carlos Grilo
- ☐ Tina Lassila
- ☐ Valery Ushakov

Revenue Var % to Budget by Month and Name

Name: ● Andrew Ma ● Annelie Zubar ● Carlos Grilo ● Tina Lassila ● Valery Ushakov

RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget

Total Revenue by Region

NORTH | EAST | SOUTH | CENTRAL | WEST

RevenueTY by State

Bing
© 2021 TomTom, © 2021 Microsoft Corporation
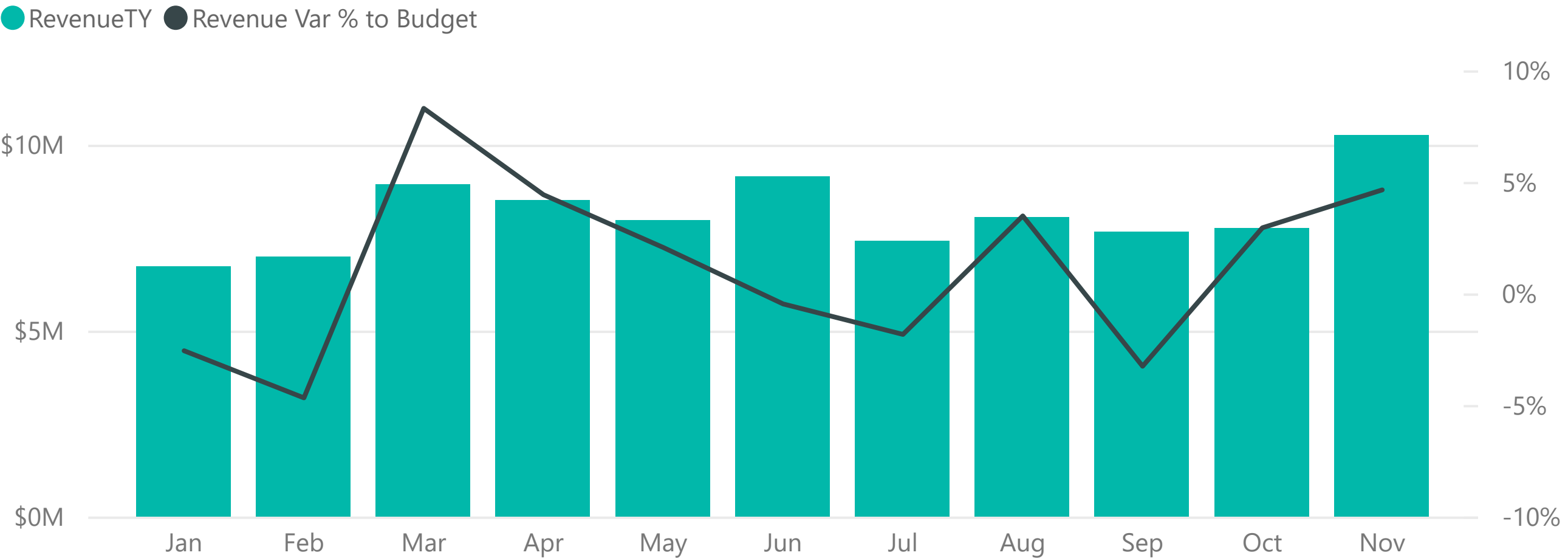
obviEnce ©
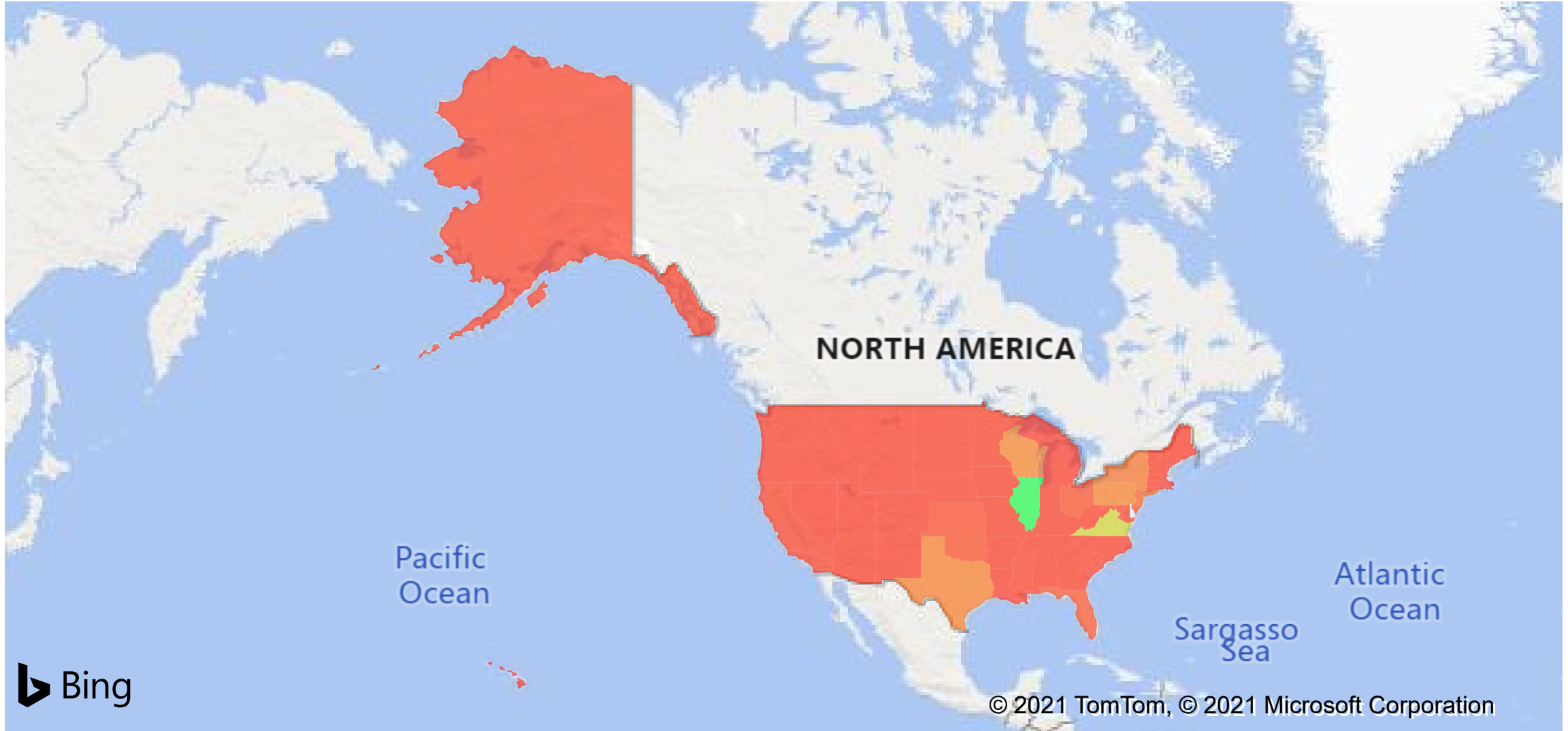
Industry Margin Analysis

RevenueTY Status

80
# of Customers

5
# of Products

42.5%
GM%

Industry

- [ ] (Blank)
- [ ] CPG
- [ ] Distribution
- [ ] Energy
- [ ] Federal-Civilian
- [ ] Federal-DOD
- [ ] High Tech
- [ ] Industrial
- [ ] Insurance
- [ ] Metals
- [ ] Oil & Gas
- [ ] Paper
- [ ] Pharma
- [ ] Retail
- [ ] Services
- [ ] Telecom
- [ ] Transportation
- [ ] Utilities

Product

- [ ] (Blank)
- [ ] Gladius
- [ ] MI-72
- [ ] Primus
- [ ] Sova

RevenueTY and GM% by BU

● RevenueTY ● GM%

Revenue Var % to Budget, GM% and RevenueTY by Industry and Industry

Industry ● (Blank) ● CPG ● Distribution ● Energy ● Federal-Civilian ● Federal-DOD ● High Tech ● Industrial ▶
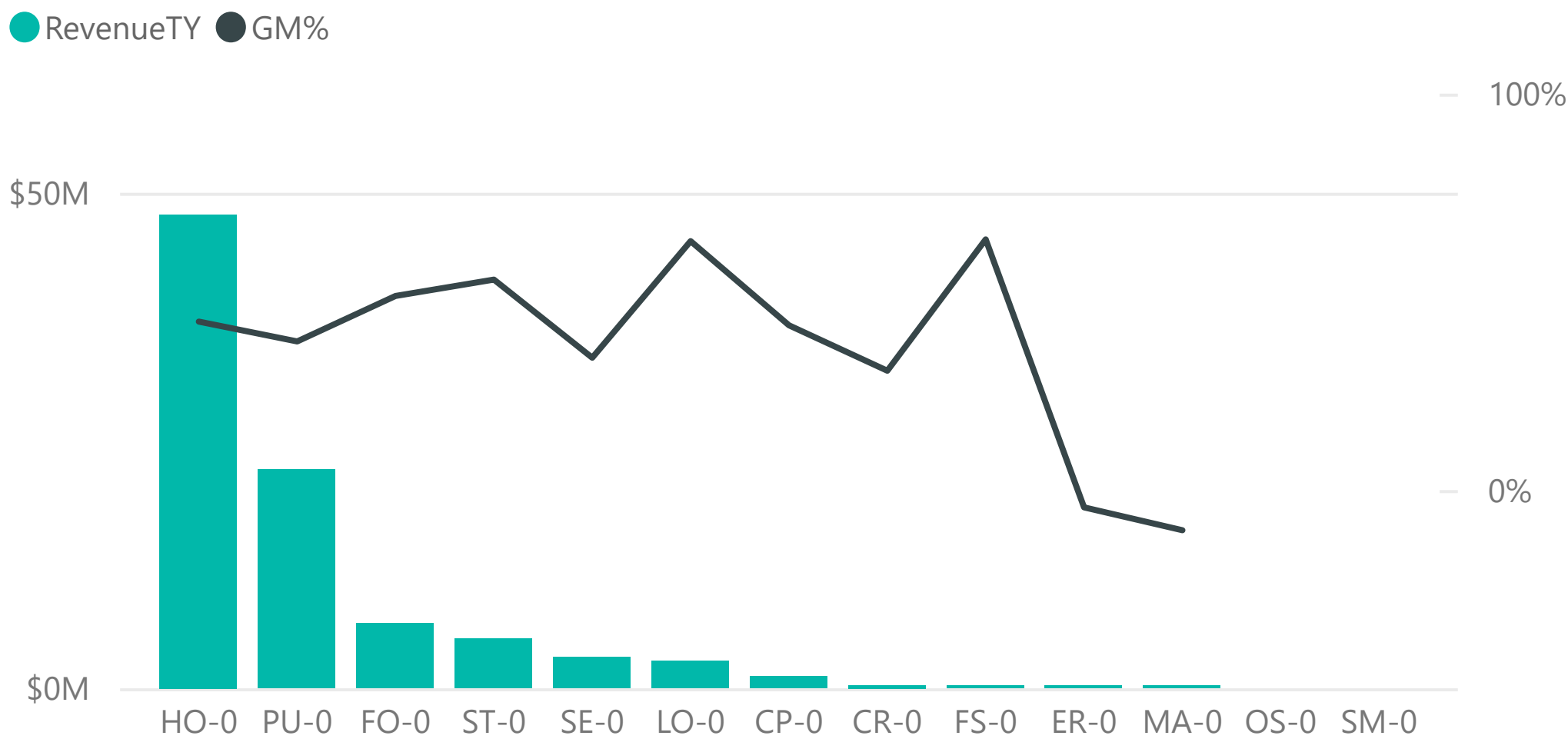
Total Revenue by Product

Primus | Gladius | (Blank)

Sova

GM% by Month and Name

Name
- ● Andrew Ma
- ● Annelie Zubar
- ● Carlos Grilo
- ● Tina Lassila
- ● Valery Ushakov

obviEnce ©

Scorecard

for

5 ⌄
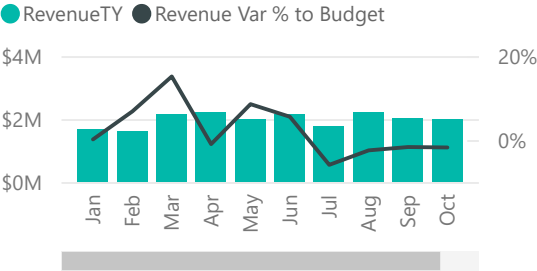
RevenueTY Status

16
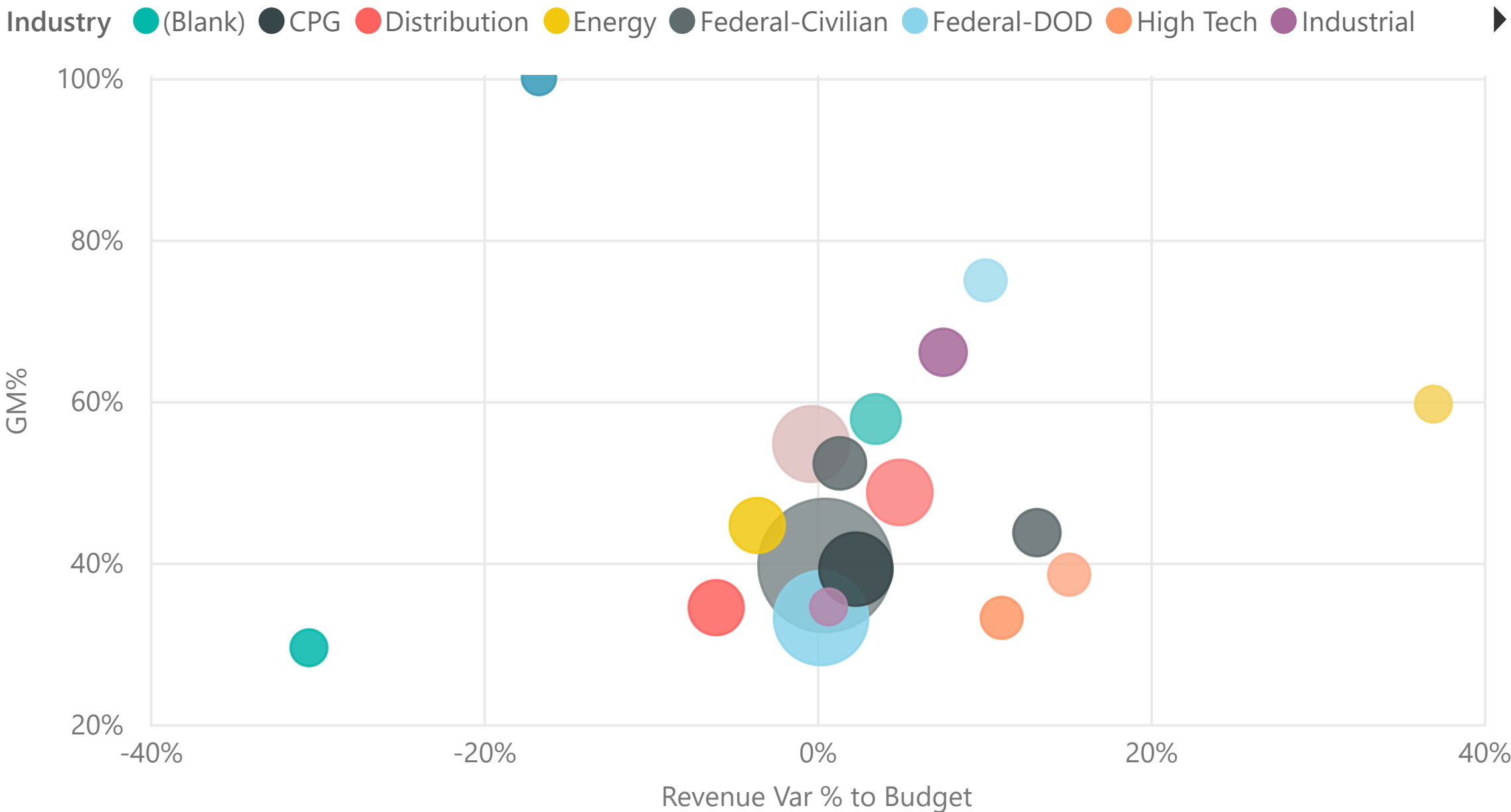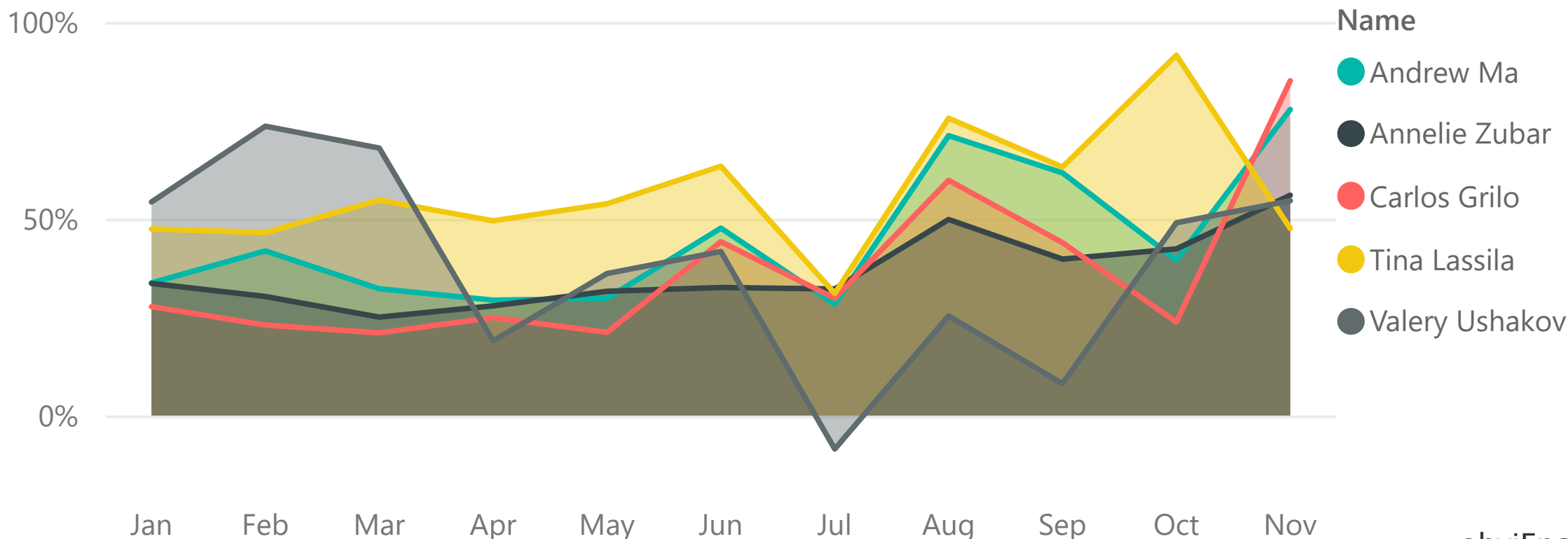
# of Customers

RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget

Total Revenue by Region