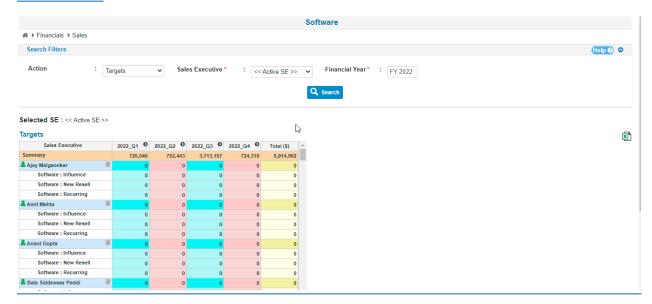
Software:



Filters:

Targets:

- Action: when you selected Targets in Action field based on sales executive Software targets will show.
- Sales Executive: In Sales Executive filter there are three types.
 - All SE: It shows combination of Active and Inactive Sales Executives.
 - o Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select one or multiple sales executives
- **Financial Year:** In default current financial year is selected and also can select past and feature years to get data.

Targets:

Based on Sales Executive Software targets (Influence, New Resell and Recurring) will show on quarter wise in current financial year and in SE having access to edit and set targets.

• **Influence:** Software GM that we earn as a fee on a specific transaction. In these situations, a different company (the vendor or a competitor) has sold the software directly to the client, and we are earning a fee for our role in identifying, progressing or closing the sale.

- **New Resell:** Software GM that is generated by Prolifics reselling new software transactions (on premise or SaaS).
- **Recurring:** Software GM that is predictable specifically renewals (on premise or SaaS).

Notes:

• When you click on notes pop up will open in that sales executive can give notes and can save that will reflect in all software screens.

Calls/View:

- **Action:** when you selected **Calls** in Action field based on sales executive Calls will show.
- Sales Executive: In Sales Executive filter there are three types.
 - o All SE: It shows combination of Active and Inactive Sales Executives.
 - o Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select one or multiple sales executive.
- Vendor: in Vendor filter there is vendors, Every Software having one vendor based on that software calls will show
- **Owner Division:** Sales Executive will tag to division, when search with sales executive data will get based on owner division.
- **Financial Year:** In default current financial year is selected and also can select past and feature years to get data.

NOTE: In Vendor, we have to always uncheck Jam/Panther Prolifics

Summary table is cumulated at Quarter level, can further be sliced to SE level. It presents summarized view of Targets, Software total amount, Calls, Upside, Gap and Closed amount

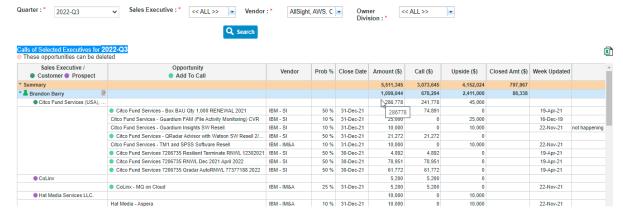
Refresh Sf Data

Selected SE: << Active SE >>

Quarter	Sales Executive		Target (\$)	Amount (\$)	Calls (\$)	Upside (\$)	Gap (\$)	Closed Amt (\$
Summary			4,437,473	9,808,187	4,442,575	5,643,180	5,648,282	986,21
* 2022-Q3			3,713,157	5,511,345	3,073,645	4,152,024	3,512,512	797,96
	Brandon Barry	1	575,000	1,099,044	678,294	2,411,000	2,514,294	88,33
	Brian Nelson Webb	1	282,000	135,815	20,288	132,000	-129,712	
	Chris Medley	1	63,842	26,534	17,979	23,785	-22,078	2,74
	Darryl Zack	1	155,000	214,016	168,516	47,000	60,516	115,14
	▲ Debbie Marcet	1	55,000	430,833	80,255	247,924	273,179	3,86
	Faiz Ahmad	1	0	3,447	0	265	265	
	Gunjan Goel	1	0	80,000	0	10,000	10,000	
	A Heather Marie Richard	1	0	78,717	10,865	0	10,865	5,66
	▲ James Mangus	1	150,000	3,268	3,268	0	-146,732	3,26
	Jason Sabotka	1	0	2,253	2,253	0	2,253	1,50
	Jeanette Wareham	1	180,000	295,880	110,880	266,000	196,880	47
	Jennifer Okey	1	0	132,105	112,105	20,000	132,105	112,10
	Jonathan Sharland	1	116,213	68,392	26,179	37,876	-52,158	26,17
	▲ Kirsten Craft	1	215,000	288,843	238,843	50,000	73,843	59,59
	Lakshmi Reddy Mula	•	0	1	0	0	0	
	▲ Megan Paschen	•	98,065	213,567	79,991	56,782	38,708	49,32
	▲ Neha Dhawale	•	112,267	133,149	25,000	107,495	20,228	
	Patrick Thyne	1	317,000	519,524	429,524	90,000	202,524	8,37
	A Preeti Dua	1	500,000	635,000	350,000	285,000	135,000	
	Raghav Mathur	1	22,310	7,806	7,806	100,000	85,496	
	Srikanth Palusa	•	0	25,000	0	25,000	25,000	
	▲ Stephen Cox	•	111,460	320,337	116,617	203,720	208,877	116,61
	▲ Steven Aiello	1	360,000	682,452	517,797	0	157,797	202,58
	Steven Livingstone	1	400,000	100,000	75,000	25,000	-300,000	
	▲ Tim Pellegrino	1	0	15,362	2,185	13,177	15,362	2,18
2022-Q4			724,316	2,139,251	460,145	975,360	711,189	31,91
2022 04				4 447 002	446,724	E4E 70¢	022 547	46.34

Calls of Selected Executives for 2022-Q3:

• When user click on Sales Executive user able to view detailed Opportunity's Add to Call.



Wow (Week of Week):

- Action: when you selected Wow in Action field based on sales executive Calls will show.
- Sales Executive: In Sales Executive filter there are three types.
 - o All SE: It shows combination of Active and Inactive Sales Executives.
 - o Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select one or multiple sales executive.
- **Vendor:** in Vendor filter there is vendors, Every Software having one vendor based on that software calls will show
- **Owner Division:** Sales Executive will tag to division, when search with sales executive data will get based on owner division.
- **Financial Year:** In default current financial year is selected and also can select past and feature years to get data.

NOTE: In Vendor, we have to always uncheck Jam/Panther Prolifics

Summary table is cumulated at Week level, can further be sliced to SE level. It presents summarized and Graphical of Targets, Software total amount, Calls, Upside, Gap and Closed amount

