

Attainment:

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Sales Executive *

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Financial Year *

FY 2022

Quarters *

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Target Type

Organization

Q Search

Selected SE : << All SE >>

Sales Executive <div>for Practice & for Country wise</div>	2022_Q1						2022_Q2							
	Services			Software			Services			Software			Services	
	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)
Summary	18,558,608	18,186,977	98 %	1,173,376	989,605	84 %	21,488,877	18,793,825	87 %	1,214,823	1,375,488	113 %	24,024,138	20,009,310
<< Unassigned >>	0	116,756	0 %	0	0	0 %	0	319,956	0 %	0	0	0 %	0	1,127,192
Ajay Malgaonkar	128,565	111,899	87 %	0	0	0 %	148,866	113,724	76 %	0	0	0 %	162,402	106,097
Alex Robson	0	0	0 %	0	0	0 %	0	0	0 %	0	0	0 %	0	0
Barry Walwyn	0	2,320	0 %	0	0	0 %	0	5,490	0 %	0	0	0 %	0	0
Brandon Barry	945,990	794,303	84 %	77,000	34,161	44 %	1,095,357	972,084	89 %	140,800	85,604	61 %	1,456,620	887,074
Brett Snyder	488,004	233,738	48 %	50,000	16	0 %	565,050	201,210	36 %	106,714	5,000	5 %	616,419	248,506
Brian Nelson Webb	211,110	59,400	28 %	0	0	0 %	244,443	2,160	1 %	73,000	71,724	98 %	266,667	0
Charles Hemenway	0	0	0 %	0	0	0 %	0	560	0 %	0	0	0 %	0	151,867
Chris Medley	422,225	446,606	106 %	39,737	2,210	6 %	488,882	327,345	67 %	33,640	19,903	59 %	533,328	254,230
Chris Ricculli	0	0	0 %	0	0	0 %	0	0	0 %	0	0	0 %	0	0

Filters:

- Sales Executive:** In Sales Executive filter there are three types.
 - All SE: It shows combination of Active and Inactive Sales Executives.
 - Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select multiple sales executives
- Financial year and Quarters:** Default current financial year will be selected in quarter's field can select number of quarters data should show.
- Target Type:** In target type filter there are three types based on selection will get data.
 - Organization:** when we select organization and search services and software (targets and attained) will get, in summary able to see **practice** and **country** symbol when click on that you can able to find data based on practice and country.

Selected SE : << All SE >>

Sales Executive for Practice & for Country wise	2022_Q1					
	Services			Software		
	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %
Summary	18,558,608	18,186,977	98 %	1,173,376	989,605	84 %
<< Unassigned >>	0	116,756	0 %	0	0	0 %
Ajay Malgaonkar	128,565	111,899	87 %	0	0	0 %
Alex Robson	0	0	0 %	0	0	0 %

- **Practice:** when you select practice you can see practice field, in that field can select practice individually to get data, in summary able to see **country** symbol when click on that you can able to find data based on country.

Sales Executive P for Practice & C for Country wise	2022_Q1					
	Services			Software		
	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %
Summary C	10,553,486	8,785,183	83 %	1,173,376	989,605	84 %
<< Unassigned >> C	0	38,442	0 %	0	0	0 %
Ajay Malgaonkar C	91,791	90,193	98 %	0	0	0 %
Alex Robson C	0	0	0 %	0	0	0 %

- **Country:** when you select Country you can see country field, in that field can select country individually to get data, in summary able to see **Practice** symbol when click on that you can able to find data based on practice.

Selected SE : << All SE >>

Sales Executive P for Practice & C for Country wise	2022_Q1					
	Services			Software		
	Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %
Summary P	1,089,693	837,067	77 %	1,173,376	989,605	84 %
<< Unassigned >> P	0	67,898	0 %	0	0	0 %
Alex Robson P	0	0	0 %	0	0	0 %
Brandon Barry P	0	0	0 %	77,000	34,161	44 %

Services:

- **Target:** Targets provided at sales executive, practice & country level in services
- **Attained (\$):**
 - for past quarter: we consider recognized revenue.
 - for future quarter: we consider SF revenue + planned revenue.
 - for current Quarter: If the Previous month lies before half of current month, we take SF revenue + Planned revenue else Recognized revenue.
- **Attain %:** (Attained/Target)*100.

Software:

- **Target:** Software targets provided at sales executive level in software, software targets are divided in to three types.
 - **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).
- **Attained (\$):** For past quarter we take closed amount & for future quarter we take (CALL +Upside).
- **Attain %:** $(\text{Attained}/\text{Target}) \times 100$.