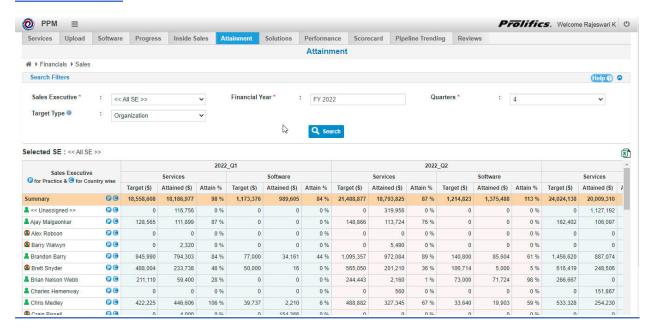
## **Attainment:**



## Filters:

- Sales Executive: In Sales Executive filter there are three types.
  - o 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.



 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 For Practice & For Country wise		2022_Q1							
		Services			Software				
		Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %		
Summary	•	10,553,486	8,785,183	83 %	1,173,376	989,605	84 Att		
< Unassigned >>	•	0	38,442	0 %	0	0	0 %		
Ajay Malgaonkar	•	91,791	90,193	98 %	0	0	0 %		
Alex Robson	•	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 for Practice & for Country wise		2022_Q1							
			Services		Software				
		Target (\$)	Attained (\$)	Attain %	Target (\$)	Attained (\$)	Attain %		
Summary	0	1,089,693	837,067	77 %	1,173,376	989,605	84 %		
■ << Unassigned >>	0	0	67,898	0 %	0	0	0 %		
Alex Robson	0	0	0	0 %	0	0	0 %		
Brandon Barry	0	0	0	0 %	77,000	34,161	44 %		
•									

## **Services:**

- Target: Targets provided at sales executive, practice & country level in services
- Attained (\$):
  - o for past quarter: we consider recognized revenue.
  - o 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 %: (Attained/Target)\*100.