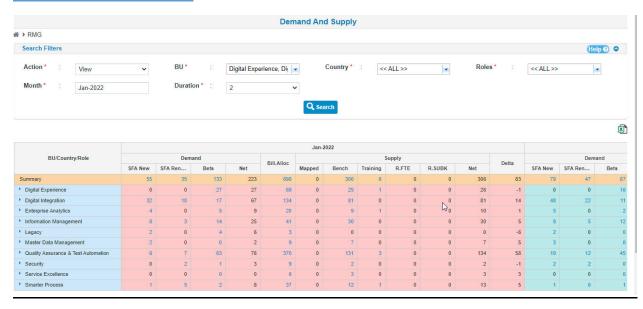
DEMAND AND SUPPLY:



- Demand: The number of resources required for a certain project
 - SFA New: The number of people in pipeline or projects entered in salesforce with probability is greater than or equal to 50%. It is checked as new project.
 - SFA Renewals: The number of people in pipeline or projects entered in salesforce with probability is greater than or equal to 50% and is not checked.
 - Bets: When there is an opportunity or project, we can add resource from bench based on the start & end date
 - o Net: It is the sum of SFA new & SFA renewal
- Bill Allocations: If resource is available for more than 50%
- Supply: The number of resources assigned based on the project demand
 - Mapped: When resources are mapped or put into certain projects
 - Bench: When resources are under the supply type bench
 - Training: Resources who were in bench are put into training when they are assigned to a project
 - o R.FTE: Resources who are full time employees
 - R.SUBK: Resources who are on contract basis
 - Net: The sum of resources who are in bench, training, R.FTE,
 R.SUBK

Delta: The difference between supply & demand (Supply Net – Demand Net)	