**EVALUATE**

**VAR vAccount =**

**ADDCOLUMNS(**

**SUMMARIZECOLUMNS (**

**Account[AE Region],**

**Account[Account Owner Name],**

**Account[Account Owner Domain Name],**

**Account[Annual Revenue],**

**Account[Assigned Date],**

**Account[Address1],**

**Account[City],**

**Account[Company Name],**

**Account[Company ID],**

**Account[Parent Company ID],**

**Account[Deemed Parent Company ID],**

**Account[Deemed Parent Company Name],**

**Account[State],**

**Account[Country],**

**Account[CSP for Azure],**

**Account[CSP for O365],**

**Account[Duns],**

**Account[EA],**

**Account[EAS],**

**Account[Employee Range],**

**Account[Customer Type],**

**Account[Account Type],**

**Account[Is GAM],**

**Account[Account Region],**

**Account[HQ Region],**

**Account[Manager Name],**

**Account[Market Sector],**

**Account[MPSA],**

**Account[MSA],**

**Account[Number of Locations],**

**Account[No of Employees],**

**Account[Organization Size],**

**Account[PK Flag],**

**Account[Reporting Div],**

**Account[Sales Channel],**

**Account[SCE],**

**Account[Seat Size Range],**

**Account[Segment],**

**Account[Sub\_Segment],**

**Account[Sic Code],**

**Account[Supplier Diversity Program],**

**Account[Ultimate Parent Company ID],**

**Account[Ultimate Parent Company Name],**

**Account[VPA],**

**Account[AE Tenure],**

**Account[Zip],**

**Account[ITSpend],**

**Account[AE Assignment Duration],**

**Account[Account Owner Segment],**

**"EA Flag",IGNORE(IF(MAXA(EA\_info[EA Flag])=1,TRUE,BLANK())),**

**"Last Order Date", IGNORE(MAX('Order'[Ship Date]))**

**),**

**"IsParent",IF(Account[Company ID] = Account[Deemed Parent Company ID],1,0)**

**)**

**VAR vAccountPar =**

**FILTER(**

**SUMMARIZECOLUMNS (**

**'Account'[Ultimate Parent Company ID],**

**"Max No of Employees (Parent)",IGNORE(MAX(Account[No of Employees])),**

**"MBE (Parent)",IGNORE(MAXA('Account'[Supplier Diversity Program])),**

**"EA (Parent)",IGNORE(MAX('Account'[EA])),**

**"EAS (Parent)",IGNORE(MAX('Account'[EAS])),**

**"MPSA (Parent)",IGNORE(MAX('Account'[MPSA])),**

**"SCE (Parent)",IGNORE(MAX('Account'[SCE])),**

**"EA Flag (Parent)",IGNORE(MAXA('EA\_info'[EA Flag])),**

**"IsManaged",IF(MAX('Account'[AE Tenure])>0 || MAXA('EA\_info'[EA Flag]) = 1 || YEAR(MAX('Account'[Lost Date])) = YEAR(TODAY()),1,0)**

**),**

**[IsManaged] = 1**

**)**

**VAR vAccountCustomerTypePar =**

**SELECTCOLUMNS (**

**FILTER(addcolumns**

**SUMMARIZE(Account,**

**Account[Ultimate Parent Company ID],**

**Account[Customer Type]**

**),"Rank"**

**RANKX(FILTER(Account,Account[Ultimate Parent Company ID]=EARLIER(Account[Ultimate Parent Company ID])),SWITCH(Account[Customer Type],"Prospect",1,"Customer",2)) = 1**

**),**

**Account[Ultimate Parent Company ID], Account[Ultimate Parent Company ID],**

**"Customer Type (Parent)", Account[Customer Type]**

**)**

**VAR vAccountMaxRangePar =**

**SELECTCOLUMNS (**

**FILTER(**

**SUMMARIZECOLUMNS(**

**Account[UltimateParent Company ID],**

**Account[Employee Range]**

**),**

**RANKX(**

**FILTER(Account,Account[UltimateParent Company ID]=EARLIER(Account[UltimateParent Company ID])),**

**SWITCH(**

**Account[Employee Range],**

**"Over 100,000",15,**

**"50,000-99,999",14,**

**"30,000-49,999",13,**

**"10,000-29,999",12,**

**"5000-9999",11,**

**"2500-4999",10,**

**"1000-2499",9,**

**"500-999",8,**

**"250X",7,**

**"250-499",6,**

**"100-249",5,**

**"50-99",4,**

**"20-49",3,**

**"10-19",2,**

**"1-9",1**

**)**

**) = 1**

**),**

**Account[UltimateParent Company ID], Account[UltimateParent Company ID],**

**"Employee Range (Parent)", Account[Employee Range]**

**)**

**VAR vOpportunity =**

**SUMMARIZECOLUMNS (**

**Account[Company Id],**

**--"Opportunity Count", [Opportunity Count],**

**--"Opportunity Revenue", [Estimated Revenue],**

**"Opportunity Count (Open)", SUMX(FILTER(Opportunity,Opportunity[Status]="Open"),[Opportunity Count]),**

**"Opportunity Revenue (Open)", SUMX(FILTER(Opportunity,Opportunity[Status]="Open"),[Estimated Revenue])**

**)**

**VAR vEA\_info =**

**SUMMARIZECOLUMNS(**

**Account[Company ID],**

**"EA Revenue", [Monthly Direct Incentive Amount],**

**"EA GM", [Monthly Direct Revenue],**

**"Annual Direct Incentive Amount", CALCULATE([Monthly Direct Incentive Amount],FILTER(EA\_info,DATEDIFF(DATEVALUE(EA\_info[Month No]&"/1/"&EA\_info[Year Name]),NOW(),MONTH) <= 12)),**

**"Annual DirectEA Revenue", CALCULATE([Monthly Direct Revenue],FILTER(EA\_info,DATEDIFF(DATEVALUE(EA\_info[Month No]&"/1/"&EA\_info[Year Name]),NOW(),MONTH) <= 12))**

**)**

**VAR vDiscover\_Org\_Company =**

**SUMMARIZECOLUMNS(**

**Account[Company ID],**

**"IT Budget Mil", [Company IT Budget Mil]**

**)**

**VAR vAccountTeam =**

**ADDCOLUMNS (**

**SUMMARIZECOLUMNS (**

**Account[Company ID],**

**AccountTeam[Group ID],**

**AccountTeam[Contact Name],**

**AccountTeam[Manager],**

**AccountTeam[Contact Domain Name],**

**AccountTeam[Team Role],**

**AccountTeam[Tenure],**

**AccountTeam[Start Date],**

**AccountTeam[End Date],**

**AccountTeam[Hierarchy Start Date],**

**--AccountTeam[Segment],**

**FILTER(AccountTeam,AccountTeam[Remove Access]=False && AccountTeam[Start Date] <= NOW() && AccountTeam[End Date] >= NOW())**

**),**

**"RankValue",**

**(YEAR(AccountTeam[Start Date])\*1000 + MONTH(AccountTeam[Start Date])\*100 + DAY(AccountTeam[Start Date]))\*10000 +**

**YEAR(AccountTeam[Hierarchy Start Date])\*1000 + MONTH(AccountTeam[Hierarchy Start Date])\*100 + DAY(AccountTeam[Hierarchy Start Date]) + RAND()**

**)**

**VAR vAccountTeamRanked =**

**ADDCOLUMNS(**

**vAccountTeam,**

**"Rank",RANKX(FILTER(vAccountTeam,Account[Company ID]=EARLIER(Account[Company ID]) && AccountTeam[Group ID]=EARLIER(AccountTeam[Group ID])),[RankValue]) --Uses RankValue here to determine rank within a company and group id**

**)**

**VAR vAT\_AssociatedAM =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]= "Associated AM"),**

**"Account[Company ID]", Account[Company ID],**

**"Associated AE", AccountTeam[Contact Name]**

**)**

**//EVALUATE**

**//--VAR vAccountTeam =**

**// SUMMARIZECOLUMNS (**

**// AccountTeam[CompanyID],**

**// --FILTER(AccountTeam,AccountTeam[Remove Access]=False && AccountTeam[CompanyID] = "1676297"),**

**// FILTER(AccountTeam,AccountTeam[Remove Access]=False),**

**// Associated AE,CALCULATE(CONCATENATEX(DISTINCT(AccountTeam[Contact Name]),[Contact Name],","),AccountTeam[Group ID]="Associated AM"),**

**// Associated AM GAM,CALCULATE(CONCATENATEX(DISTINCT(AccountTeam[Contact Name]),[Contact Name],","),AccountTeam[Group ID]="Associated AM (GAM)"),**

**// ATE,CALCULATE(DISTINCT(AccountTeam[Contact Name]),AccountTeam[Group ID]="ATE"),**

**// ATE Manager,CALCULATE(DISTINCT(AccountTeam[Manager]),AccountTeam[Group ID]="ATE"),**

**// ATE AE ID,CALCULATE(DISTINCT(AccountTeam[Contact Domain Name]),AccountTeam[Group ID]="ATE"),**

**// ATE Tenure,CALCULATE(CONCATENATEX(DISTINCT(AccountTeam[Tenure]),[Tenure],","),AccountTeam[Group ID]="ATE")**

**// --"ATE Tenure",CALCULATE(DISTINCT(AccountTeam[Tenure]),AccountTeam[Group ID]="ATE")**

**// )**

**VAR vAT\_AssociatedAMGAM =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="Associated AM (GAM)"),**

**"Account[Company ID]", Account[Company ID],**

**"Associated AM GAM", AccountTeam[Contact Name]**

**)**

**VAR vAT\_ATE =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="ATE"),**

**"Account[Company ID]", Account[Company ID],**

**"ATE", AccountTeam[Contact Name],**

**"ATE Manager", AccountTeam[Manager],**

**"ATE AE ID", AccountTeam[Contact Domain Name],**

**"ATE Tenure", AccountTeam[Tenure]**

**)**

**VAR vAT\_ATE2 =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="ATE 2"),**

**"Account[Company ID]", Account[Company ID],**

**"ATE2", AccountTeam[Contact Name]**

**)**

**VAR vAT\_BDM =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="BDM"),**

**"Account[Company ID]", Account[Company ID],**

**"BDM", AccountTeam[Contact Name],**

**"BDM Manager", AccountTeam[Manager],**

**"BDM AE ID", AccountTeam[Contact Domain Name],**

**"BDM Tenure (Months)", AccountTeam[Tenure]**

**)**

**VAR vAT\_CSS =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="CSS"),**

**"Account[Company ID]", Account[Company ID],**

**"CSS", AccountTeam[Contact Name],**

**"CSS Manager", AccountTeam[Manager],**

**"CSS AE ID", AccountTeam[Contact Domain Name],**

**"CSS Type", AccountTeam[Team Role],**

**"CSS Tenure", AccountTeam[Tenure]**

**)**

**VAR vAT\_FAE =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="FAE"),**

**"Account[Company ID]", Account[Company ID],**

**"FAE", AccountTeam[Contact Name],**

**"FAE Manager", AccountTeam[Manager],**

**"FAE AE ID", AccountTeam[Contact Domain Name],**

**"FAE Tenure", AccountTeam[Tenure]**

**)**

**VAR vAT\_GATE =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="GATE"),**

**"Account[Company ID]", Account[Company ID],**

**"GATE", AccountTeam[Contact Name],**

**"GATE Manager", AccountTeam[Manager],**

**"GATE AE ID", AccountTeam[Contact Domain Name],**

**"GATE Tenure", AccountTeam[Tenure]**

**)**

**VAR vAT\_ISA =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="ISA"),**

**"Account[Company ID]", Account[Company ID],**

**"ISA", AccountTeam[Contact Name],**

**"ISA Manager", AccountTeam[Manager],**

**"ISA AE ID", AccountTeam[Contact Domain Name],**

**"ISA Type", AccountTeam[Team Role],**

**"ISA Tenure", AccountTeam[Tenure]**

**)**

**VAR vAT\_FieldCSS =**

**SELECTCOLUMNS (**

**FILTER(vAccountTeamRanked,[Rank]=1 && AccountTeam[Group ID]="Field CSS"),**

**"Account[Company ID]", Account[Company ID],**

**"Field CSS", AccountTeam[Contact Name],**

**"Field CSS Manager", AccountTeam[Manager],**

**"Field CSS AE ID", AccountTeam[Contact Domain Name],**

**"Field CSS Type", AccountTeam[Team Role],**

**"Field CSS Tenure", AccountTeam[Tenure]**

**)**

**VAR vOrder =**

**SUMMARIZECOLUMNS(**

**Account[Company ID],**

**"Revenue",[Net Sales Amount],**

**"12 Month Rev",[Last 12 Month Revenue],**

**"PY 12 Month Rev", [PY Last 12 Month Revenue],**

**"PY Rev Jan-Dec", [PY Net Sales Amount],**

**"CY YTD Rev", [CY YTD NetSales Amount],**

**"PY YTD Rev",[PY YTD NetSales Amount],**

**"PY-1 YTD Rev",[PY-1 YTD NetSales Amount],**

**"CY MTD Rev",[CY MTD NetSales Amount],**

**"AT Products Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="AT Products"),**

**"Cloud IaaS Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"Cloud SaaS Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"Datacenter Software Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"Lifecycle Services Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"Lifecycle Services Rev Core",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"Lifecycle Services Rev Data Centre",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"Prof Svcs Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Professional Services"),**

**"Workplace Devices Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"Workplace Software Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Workplace Software"),**

**"Managed Services Rev",CALCULATE([Last 12 Month Revenue],'Product'[categoryManagerGroup]="Managed Services"),**

**--YTD% Rev**

**"YTD% Rev",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1))),**

**"YTD% Rev AT Products",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YTD% Rev Cloud IaaS",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YTD% Rev Cloud SaaS",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YTD% Rev Datacenter Software",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YTD% Rev Lifecycle Services",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YTD% Rev Lifecycle Services Core",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YTD% Rev Lifecycle Services Data Centre",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YTD% Rev Prof Svcs",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YTD% Rev Workplace Devices",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YTD% Rev Workplace Software",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YTD% Rev Managed Services",CALCULATE(if([CY YTD NetSales Amount]=0,0,if([PY YTD NetSales Amount]=0,0,([CY YTD NetSales Amount]/[PY YTD NetSales Amount])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**--YOY% Rev**

**"YOY% Rev",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1))),**

**"YOY% Rev AT Products",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YOY% Rev Cloud IaaS",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YOY% Rev Cloud SaaS",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YOY% Rev Datacenter Software",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YOY% Rev Lifecycle Services",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YOY% Rev Lifecycle Services Core",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YOY% Rev Lifecycle Services Data Centre",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YOY% Rev Prof Svcs",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YOY% Rev Workplace Devices",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YOY% Rev Workplace Software",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YOY% Rev Managed Services",CALCULATE(if([Last 12 Month Revenue]=0,0,if([PY Last 12 Month Revenue]=0,0,([Last 12 Month Revenue]/[PY Last 12 Month Revenue])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**"AT Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Advanced Technology"),**

**"Core Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Core"),**

**"Hardware Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Hardware"),**

**"Professional Services Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Professional Services"),**

**"Software Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Software"),**

**"Subscription Billing Rev",CALCULATE([Last 12 Month Revenue],'Order'[Item Group Name]="Subscription Billing"),**

**"GM",[GM incl OSR],**

**"12 Month GM",[Last 12 Month Gross Margin],**

**"PY 12 Month GM", [PY Last 12 Month Gross Margin],**

**"PY GM Jan-Dec", [PY Gross Margin],**

**"CY YTD GM", [CY YTD GM incl OSR],**

**"PY YTD GM",[PY YTD GM incl OSR],**

**"PY-1 YTD GM",[PY-1 YTD GM incl OSR],**

**"CY MTD GM",[CY MTD GM incl OSR],**

**"AT Products GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="AT Products"),**

**"Cloud IaaS GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"Cloud SaaS GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"Datacenter Software GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"Lifecycle Services GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"Lifecycle Services GM Core",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"Lifecycle Services GM Data Centre",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"Prof Svcs GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Professional Services"),**

**"Workplace Devices GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"Workplace Software GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Workplace Software"),**

**"Managed Services GM",CALCULATE([Last 12 Month Gross Margin],'Product'[categoryManagerGroup]="Managed Services"),**

**"QTD AT Products GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="AT Products"),**

**"QTD Cloud IaaS GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"QTD Cloud SaaS GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"QTD Datacenter Software GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"QTD Lifecycle Services GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"QTD Lifecycle Services GM Core",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"QTD Lifecycle Services GM Data Centre",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"QTD Prof Svcs GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Professional Services"),**

**"QTD Workplace Devices GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"QTD Workplace Software GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Software"),**

**"QTD Managed Services GM",CALCULATE([CY QTD GM incl OSR],'Product'[categoryManagerGroup]="Managed Services"),**

**"PY YTD AT Products GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="AT Products"),**

**"PY YTD Cloud IaaS GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"PY YTD Cloud SaaS GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"PY YTD Datacenter Software GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"PY YTD Lifecycle Services GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"PY YTD Lifecycle Services GM Core",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"PY YTD Lifecycle Services GM Data Centre",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"PY YTD Prof Svcs GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Professional Services"),**

**"PY YTD Workplace Devices GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"PY YTD Workplace Software GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Software"),**

**"PY YTD Managed Services GM",CALCULATE([PY YTD GM incl OSR],'Product'[categoryManagerGroup]="Managed Services"),**

**"CY YTD AT Products GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="AT Products"),**

**"CY YTD Cloud IaaS GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"CY YTD Cloud SaaS GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"CY YTD Datacenter Software GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"CY YTD Lifecycle Services GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"CY YTD Lifecycle Services GM Core",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"CY YTD Lifecycle Services GM Data Centre",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"CY YTD Prof Svcs GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Professional Services"),**

**"CY YTD Workplace Devices GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"CY YTD Workplace Software GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Workplace Software"),**

**"CY YTD Managed Services GM",CALCULATE([CY YTD GM incl OSR],'Product'[categoryManagerGroup]="Managed Services"),**

**--YTD% GM**

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**"YTD% GM AT Products",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YTD% GM Cloud IaaS",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YTD% GM Cloud SaaS",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YTD% GM Datacenter Software",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YTD% GM Lifecycle Services",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YTD% GM Lifecycle Services Core",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YTD% GM Lifecycle Services Data Centre",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YTD% GM Prof Svcs",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YTD% GM Workplace Devices",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YTD% GM Workplace Software",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YTD% GM Managed Services",CALCULATE(if([CY YTD GM incl OSR]=0,0,if([PY YTD GM incl OSR]=0,0,([CY YTD GM incl OSR]/[PY YTD GM incl OSR])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**--YOY% GM**

**"YOY% GM",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1))),**

**"YOY% GM AT Products",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YOY% GM Cloud IaaS",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YOY% GM Cloud SaaS",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YOY% GM Datacenter Software",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YOY% GM Lifecycle Services",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YOY% GM Lifecycle Services Core",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YOY% GM Lifecycle Services Data Centre",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YOY% GM Prof Svcs",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YOY% GM Workplace Devices",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YOY% GM Workplace Software",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YOY% GM Managed Services",CALCULATE(if([Last 12 Month Gross Margin]=0,0,if([PY Last 12 Month Gross Margin]=0,0,([Last 12 Month Gross Margin]/[PY Last 12 Month Gross Margin])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**"AT GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Advanced Technology"),**

**"Core GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Core"),**

**"Hardware GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Hardware"),**

**"Professional Services GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Professional Services"),**

**"Software GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Software"),**

**"Subscription Billing GM",CALCULATE([Last 12 Month Gross Margin],'Order'[Item Group Name]="Subscription Billing")**

**)**

**VAR vParentLevel =**

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**Account[Company ID],**

**FILTER(Account,Account[Company ID]=Account[Deemed Parent Company ID]), --Only populate for Parent accounts**

**"12 Month Rev (Parent)",[Last 12 Month Revenue Parent Level],**

**"PY 12 Month Rev (Parent)", [PY Last 12 Month Revenue Parent Level],**

**"PY Rev Jan-Dec (Parent)", [PY Net Sales Amount Parent Level],**

**"CY YTD Rev (Parent)", [CY YTD NetSales Amount Parent Level],**

**"PY YTD Rev (Parent)",[PY YTD NetSales Amount Parent Level],**

**"PY-1 YTD Rev (Parent)",[PY-1 YTD NetSales Amount Parent Level],**

**"CY MTD Rev (Parent)",[CY MTD NetSales Amount Parent Level],**

**"AT Products Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"Cloud IaaS Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"Cloud SaaS Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"Datacenter Software Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"Lifecycle Services Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"Lifecycle Services Rev Core (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"Lifecycle Services Rev Data Centre (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"Prof Svcs Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"Workplace Devices Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"Workplace Software Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"Managed Services Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"QTD AT Products Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"QTD Cloud IaaS Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"QTD Cloud SaaS Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"QTD Datacenter Software Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"QTD Lifecycle Services Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"QTD Lifecycle Services Rev Core (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"QTD Lifecycle Services Rev Data Centre (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"QTD Prof Svcs Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"QTD Workplace Devices Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"QTD Workplace Software Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"QTD Managed Services Rev (Parent)",CALCULATE([CY QTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"PY YTD AT Products Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"PY YTD Cloud IaaS Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"PY YTD Cloud SaaS Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"PY YTD Datacenter Software Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"PY YTD Lifecycle Services Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"PY YTD Lifecycle Services Rev Core (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"PY YTD Lifecycle Services Rev Data Centre (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"PY YTD Prof Svcs Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"PY YTD Workplace Devices Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"PY YTD Workplace Software Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"PY YTD Managed Services Rev (Parent)",CALCULATE([PY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"CY YTD AT Products Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"CY YTD Cloud IaaS Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"CY YTD Cloud SaaS Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"CY YTD Datacenter Software Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"CY YTD Lifecycle Services Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"CY YTD Lifecycle Services Rev Core (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"CY YTD Lifecycle Services Rev Data Centre (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"CY YTD Prof Svcs Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"CY YTD Workplace Devices Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"CY YTD Workplace Software Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"CY YTD Managed Services Rev (Parent)",CALCULATE([CY YTD NetSales Amount Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**--Parent YTD% Rev**

**"YTD% Rev (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1))),**

**"YTD% Rev AT Products (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YTD% Rev Cloud IaaS (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

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**"YTD% Rev Datacenter Software (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YTD% Rev Lifecycle Services (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YTD% Rev Lifecycle Services Core (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YTD% Rev Lifecycle Services Data Centre (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YTD% Rev Prof Svcs GM (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YTD% Rev Workplace Devices (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YTD% Rev Workplace Software (Parent)",CALCULATE(if([CY YTD NetSales Amount Parent Level]=0,0,if([PY YTD NetSales Amount Parent Level]=0,0,([CY YTD NetSales Amount Parent Level]/[PY YTD NetSales Amount Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

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**--Parent YOY% Rev**

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**"YOY% Rev AT Products (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YOY% Rev Cloud IaaS (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YOY% Rev Cloud SaaS (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YOY% Rev Datacenter Software (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YOY% Rev Lifecycle Services (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YOY% Rev Lifecycle Services Core (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"YOY% Rev Lifecycle Services Data Centre (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YOY% Rev Prof Svcs GM (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YOY% Rev Workplace Devices (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YOY% Rev Workplace Software (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YOY% Rev Managed Services (Parent)",CALCULATE(if([Last 12 Month Revenue Parent Level]=0,0,if([PY Last 12 Month Revenue Parent Level]=0,0,([Last 12 Month Revenue Parent Level]/[PY Last 12 Month Revenue Parent Level])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**"AT Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Parent Level'[ItemGroupName]="Advanced Technology"),**

**"Core Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Parent Level'[ItemGroupName]="Core"),**

**"Hardware Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Parent Level'[ItemGroupName]="Hardware"),**

**"Professional Services Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Parent Level'[ItemGroupName]="Professional Services"),**

**"Software Rev (Parent)",CALCULATE([Last 12 Month Revenue],'Parent Level'[ItemGroupName]="Software"),**

**"Subscription Billing Rev (Parent)",CALCULATE([Last 12 Month Revenue Parent Level],'Parent Level'[ItemGroupName]="Subscription Billing"),**

**"12 Month GM (Parent)",[Last 12 Month Gross Margin Parent Level],**

**"PY 12 Month GM (Parent)", [PY Last 12 Month Gross Margin Parent Level],**

**"PY GM Jan-Dec (Parent)", [PY Gross Margin Parent Level],**

**"CY YTD GM (Parent)", [CY YTD GM incl OSR Parent Level],**

**"PY YTD GM (Parent)",[PY YTD GM incl OSR Parent Level],**

**"PY-1 YTD GM (Parent)",[PY-1 YTD GM incl OSR Parent Level],**

**"CY MTD GM (Parent)",[CY MTD GM incl OSR Parent Level],**

**"AT Products GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"Cloud IaaS GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"Cloud SaaS GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"Datacenter Software GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"Lifecycle Services GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"Lifecycle Services GM Core (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"Lifecycle Services GM Data Centre (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"Prof Svcs GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"Workplace Devices GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"Workplace Software GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"Managed Services GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"QTD AT Products GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"QTD Cloud IaaS GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"QTD Cloud SaaS GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"QTD Datacenter Software GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"QTD Lifecycle Services GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"QTD Lifecycle Services GM Core (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"QTD Lifecycle Services GM Data Centre (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"QTD Prof Svcs GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"QTD Workplace Devices GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"QTD Workplace Software GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"QTD Managed Services GM (Parent)",CALCULATE([CY QTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"PY YTD AT Products GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"PY YTD Cloud IaaS GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"PY YTD Cloud SaaS GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"PY YTD Datacenter Software GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"PY YTD Lifecycle Services GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"PY YTD Lifecycle Services GM Core (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"PY YTD Lifecycle Services GM Data Centre (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"PY YTD Prof Svcs GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"PY YTD Workplace Devices GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"PY YTD Workplace Software GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"PY YTD Managed Services GM (Parent)",CALCULATE([PY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**"CY YTD AT Products GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="AT Products"),**

**"CY YTD Cloud IaaS GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"CY YTD Cloud SaaS GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"CY YTD Datacenter Software GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Datacenter Software"),**

**"CY YTD Lifecycle Services GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"CY YTD Lifecycle Services GM Core (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

**"CY YTD Lifecycle Services GM Data Centre (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"CY YTD Prof Svcs GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Professional Services"),**

**"CY YTD Workplace Devices GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Devices"),**

**"CY YTD Workplace Software GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Workplace Software"),**

**"CY YTD Managed Services GM (Parent)",CALCULATE([CY YTD GM incl OSR Parent Level],'Product'[categoryManagerGroup]="Managed Services"),**

**--Parent YTD% GM**

**"YTD% GM (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1))),**

**"YTD% GM AT Products (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YTD% GM Cloud IaaS (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

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**"YTD% GM Datacenter Software (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

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**"YTD% GM Lifecycle Services Data Centre (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services -Advanced Technology"),**

**"YTD% GM Prof Svcs GM (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YTD% GM Workplace Devices (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YTD% GM Workplace Software (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

**"YTD% GM Managed Services (Parent)",CALCULATE(if([CY YTD GM incl OSR Parent Level]=0,0,if([PY YTD GM incl OSR Parent Level]=0,0,([CY YTD GM incl OSR Parent Level]/[PY YTD GM incl OSR Parent Level])-1)),'Product'[categoryManagerGroup]="Managed Services"),**

**--Parent YOY% GM**

**"YOY% GM (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1))),**

**"YOY% GM AT Products (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="AT Products"),**

**"YOY% GM Cloud IaaS (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud IaaS"),**

**"YOY% GM Cloud SaaS (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Cloud SaaS"),**

**"YOY% GM Datacenter Software (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Datacenter Software"),**

**"YOY% GM Lifecycle Services (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup] IN {"Lifecycle Services - Workplace","Lifecycle Services -Advanced Technology"}),**

**"YOY% GM Lifecycle Services Core (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Lifecycle Services - Workplace"),**

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**"YOY% GM Prof Svcs GM (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Professional Services"),**

**"YOY% GM Workplace Devices (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Devices"),**

**"YOY% GM Workplace Software (Parent)",CALCULATE(if([Last 12 Month Gross Margin Parent Level]=0,0,if([PY Last 12 Month Gross Margin Parent Level]=0,0,([Last 12 Month Gross Margin Parent Level]/[PY Last 12 Month Gross Margin Parent Level])-1)),'Product'[categoryManagerGroup]="Workplace Software"),**

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**"AT GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Parent Level'[ItemGroupName]="Advanced Technology"),**

**"Core GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Parent Level'[ItemGroupName]="Core"),**

**"Hardware GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Parent Level'[ItemGroupName]="Hardware"),**

**"Professional Services GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Parent Level'[ItemGroupName]="Professional Services"),**

**"Software GM (Parent)",CALCULATE([Last 12 Month Gross Margin],'Parent Level'[ItemGroupName]="Software"),**

**"Subscription Billing GM (Parent)",CALCULATE([Last 12 Month Gross Margin Parent Level],'Parent Level'[ItemGroupName]="Subscription Billing")**

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