

1. SALES OVERVIEW:		
Sum of Units Sold	Sum of Gross Sales	Sum of net sales
1,125,806.0	\$ 127,931,598.50	\$ 118,726,350.26

2. TOP 3 PRODUCTS:

Sum of Profit PRODUCTS	Column Labels	
	2013	2014
Amarilla	\$ 781,949.53	\$ 2,032,154.53
Carretera	\$ 38,768.86	\$ 1,788,036.03
Montana	\$ 457,758.04	\$ 1,656,996.84
Paseo	\$ 1,099,853.09	\$ 3,697,584.86
Velo	\$ 621,949.76	\$ 1,684,042.71
VTT	\$ 878,185.23	\$ 2,156,422.79
Grand Total	\$ 3,878,464.51	\$ 13,015,237.75

REGIONAL INSIGHTS

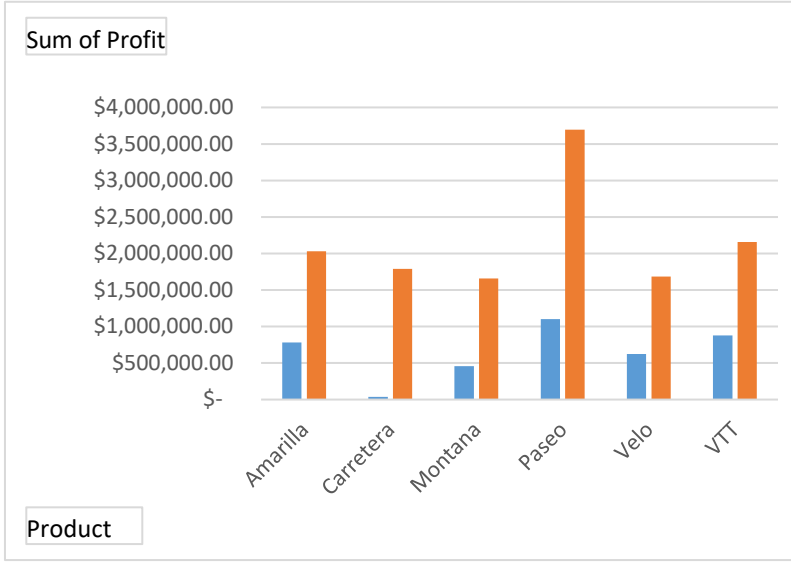
Countries	Sum of Gross Sales	Sum of net sales
Canada	\$ 26,932,163.50	\$ 24,887,654.89
France	\$ 26,081,674.50	\$ 24,354,172.28
Germany	\$ 24,921,467.50	\$ 23,505,340.82
Mexico	\$ 22,726,935.00	\$ 20,949,352.11
United States of America	\$ 27,269,358.00	\$ 25,029,830.17
Grand Total	\$ 127,931,598.50	\$ 118,726,350.26

Discount Impact

Segments	Sum of net sales	Sum of Discounts Amount
Goverments	\$ 52,504,260.67	\$ 3,898,805.83
Small Business	\$ 42,427,918.50	\$ 3,513,781.50
Enterprise	\$ 19,611,694.38	\$ 1,457,305.63
MidMarket	\$ 2,381,883.08	\$ 200,786.93
Channel Partners	\$ 1,800,593.64	\$ 134,568.36
Grand Total	\$ 118,726,350.26	\$ 9,205,248.24

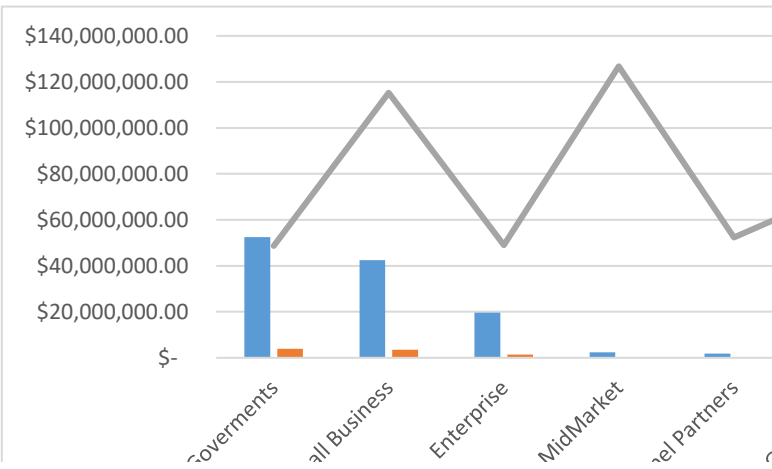
	Calculations:
Sum of Profit	profit margin based on gross sales
\$ 16,893,702.26	13.21%
	profit margin bades on net sales
	14.23%
	Discount Explicity
\$	9,205,248.24

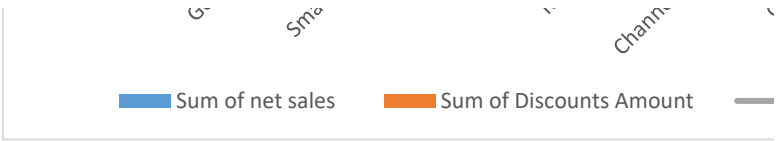
Grand Total	
\$	2,814,104.06
\$	1,826,804.89
\$	2,114,754.88
\$	4,797,437.95
\$	2,305,992.47
\$	3,034,608.02
\$	16,893,702.26



Sum of Profit	Sum of Units Sold
\$ 3,529,228.89	247428.5
\$ 3,781,020.78	240931
\$ 3,680,388.82	201494
\$ 2,907,523.11	203325
\$ 2,995,540.67	232627.5
\$ 16,893,702.26	1125806

calculation	7.43%
	8.28%
	7.43%
	8.43%
	7.47%
	7.75%





	MONTHLY TRENDS	
	Row Labels	Sum of net sales
	Jan	\$ 6,607,761.68
	2014	\$ 6,607,761.68
	Feb	\$ 7,297,531.39
	2014	\$ 7,297,531.39
	Mar	\$ 5,586,859.87
	2014	\$ 5,586,859.87
	Apr	\$ 6,964,775.07
	2014	\$ 6,964,775.07
	Jun	\$ 9,518,893.82
	2014	\$ 9,518,893.82
	Jul	\$ 8,102,920.18
	2014	\$ 8,102,920.18
	Aug	\$ 5,864,622.42
	2014	\$ 5,864,622.42
	Sep	\$ 10,882,697.27
	2013	\$ 4,484,000.03
	2014	\$ 6,398,697.24
	Oct	\$ 21,671,431.02
	2013	\$ 9,295,611.10
	2014	\$ 12,375,819.92
	Nov	\$ 12,651,417.50
	2013	\$ 7,267,203.30
	2014	\$ 5,384,214.20
	Dec	\$ 17,367,228.98
	2013	\$ 5,368,441.08
	2014	\$ 11,998,787.90
	May	\$ 6,210,211.06
	2014	\$ 6,210,211.06
	Grand Total	\$ 118,726,350.26

Year

■ 2013

■ 2014

Sum of net sales

\$14,000,000.00

\$12,000,000.00

\$10,000,000.00

\$8,000,000.00

\$6,000,000.00

\$4,000,000.00

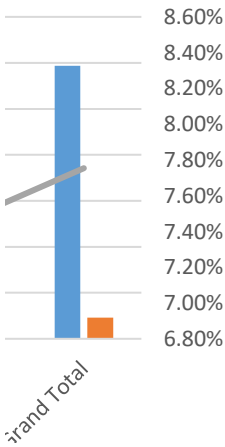
\$2,000,000.00

\$-

2014 2013

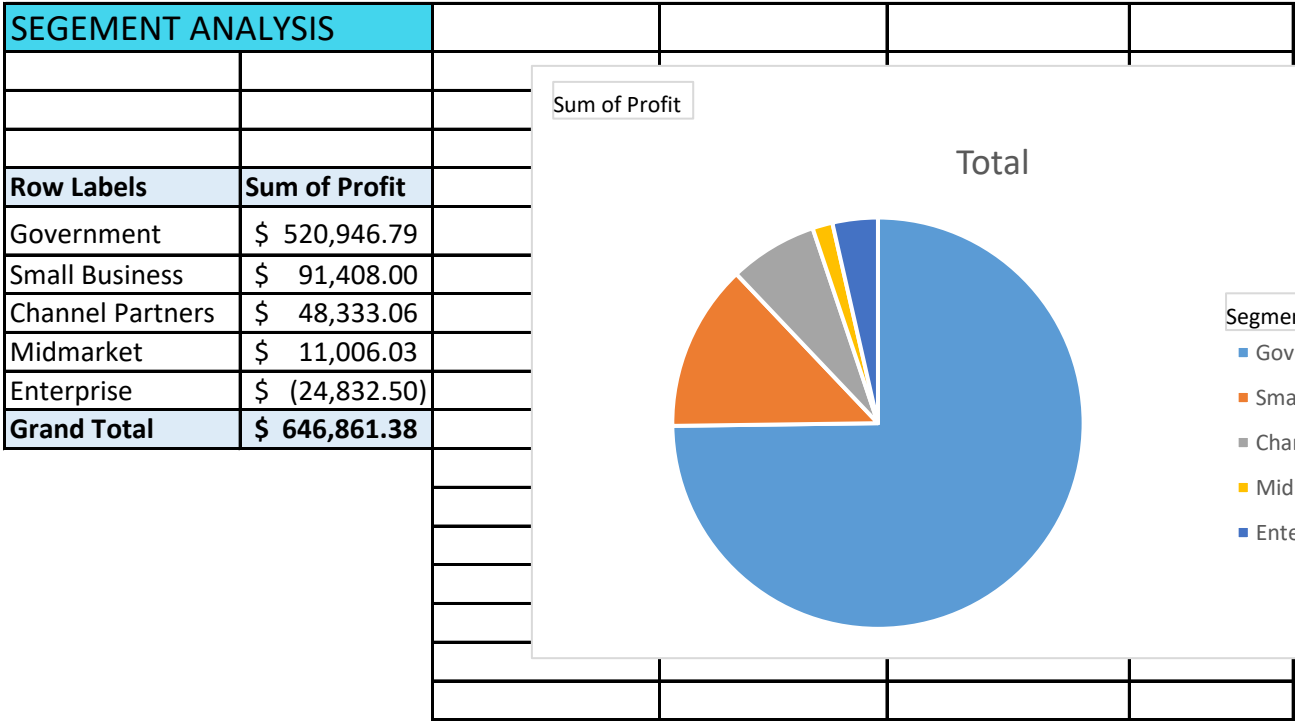
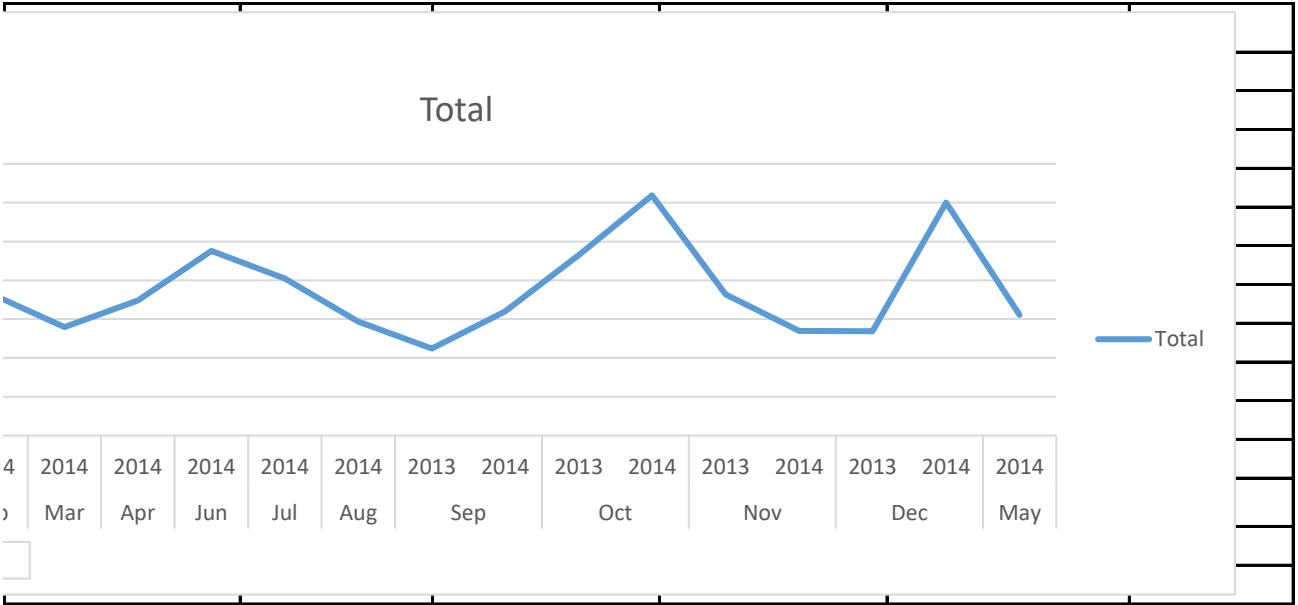
Jan Feb

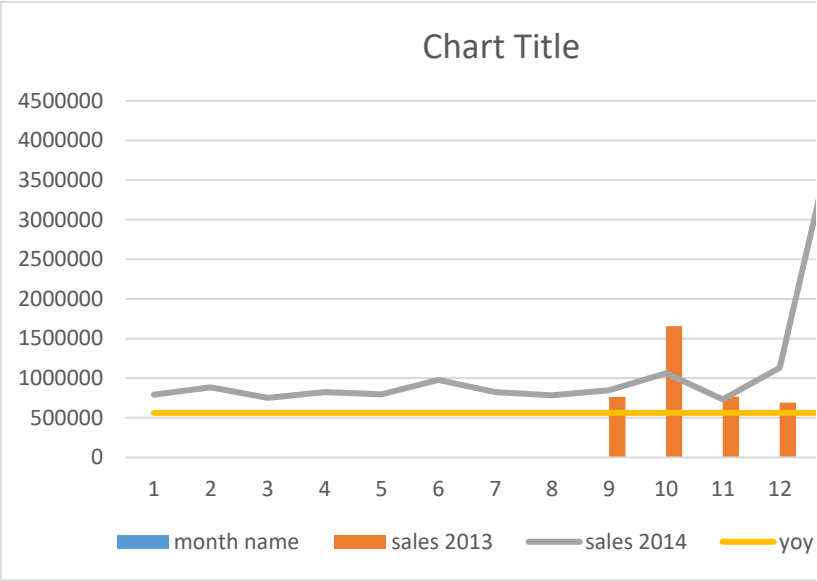
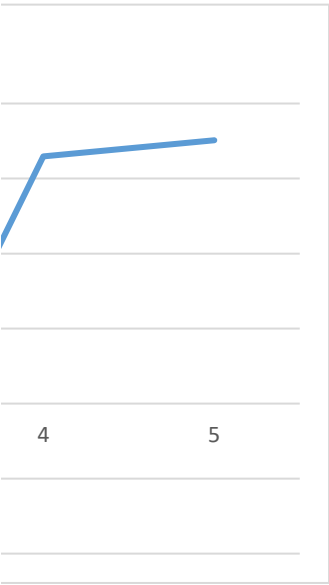
Month Name Years (Date)



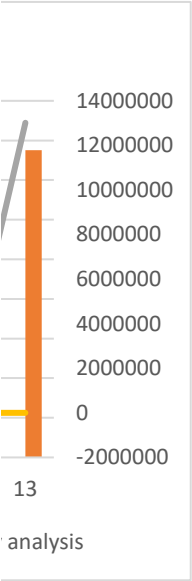
2

— calculation





month name	sales 2013	sales 2014
jan	0	814028.68
feb	0	1148547.39
mar	0	669866.87
apr	0	929984.57
may	0	828640.06
jun	0	1473753.82
jul	0	923865.68
aug	0	791066.42
sep	763603.03	1023132.24
oct	1657795.1	1781985.92
nov	765502.3	604600.2
dec	691564.08	2025765.9
	3878464.51	13015237.75



yoy analysis
25.37%
6.97%
-26.61%
65.86%
70.20%