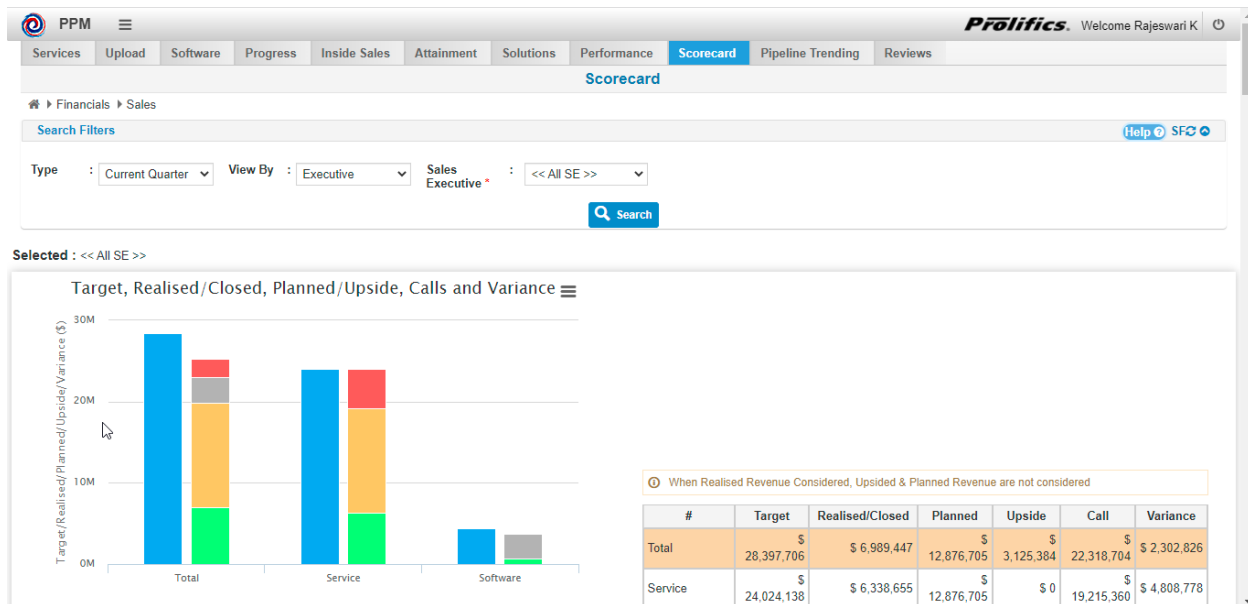## Scorecard:

A performance scorecard is a **graphical representation of the progress over time of some entity**, such as an enterprise, an employee or a business unit, toward some specified goal or goals. The integral concepts of scorecards are targets and key performance indicators (KPIs).
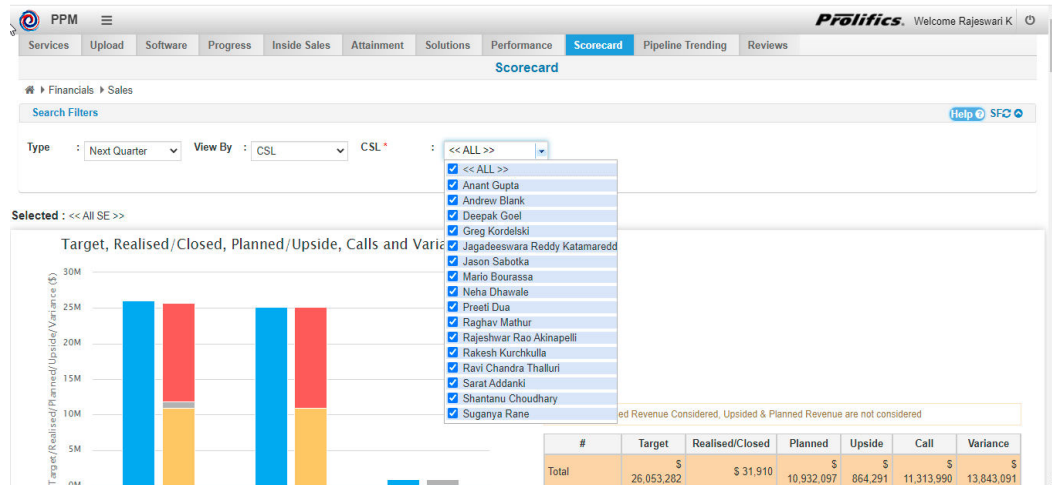

Filters:

- **Type:** There are three types of Quarters to get data.
    - Current Quarter: we get Current Quarter services & Software (Target, Planned/Realized Upside and call) will get.
    - Feature Quarter: we get Feature Quarter services & Software (Target, Planned, Closed, Upside and call) will get.
    - Historical Trend: we get past Quarter services & Software (Target, Planned/Realized Upside and call) will get.

- **View By:**

  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 executive.
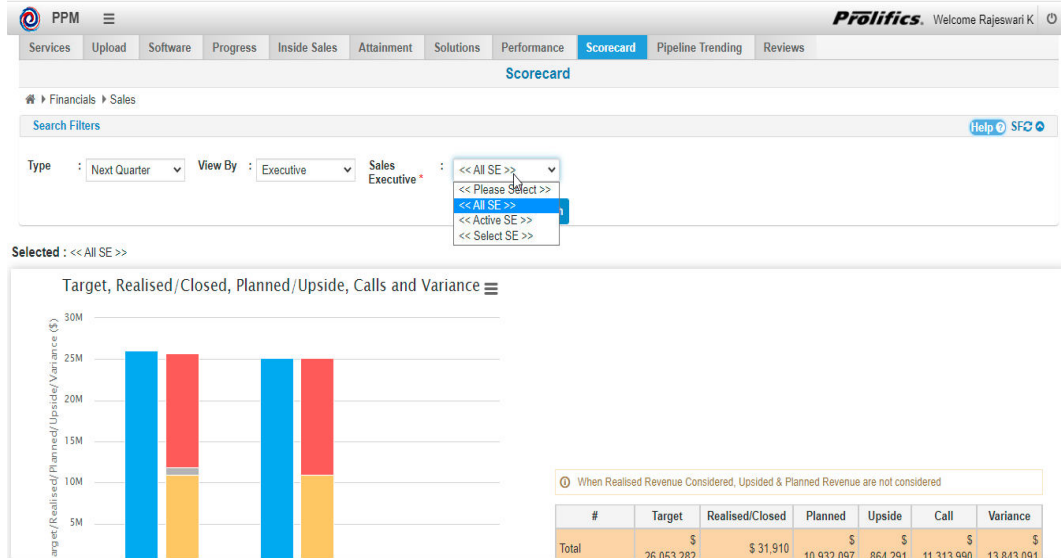
- **CSL:**
  - When we select CSL you can find CSL filter field in that, we can select one or more CSL and Based on CSL (customer successful lead) we get data.

- **DP:**
  - When we select DP you can find DP filter field in that, we can select one or more DP and Based on DP (Delivery Partner) we get data.
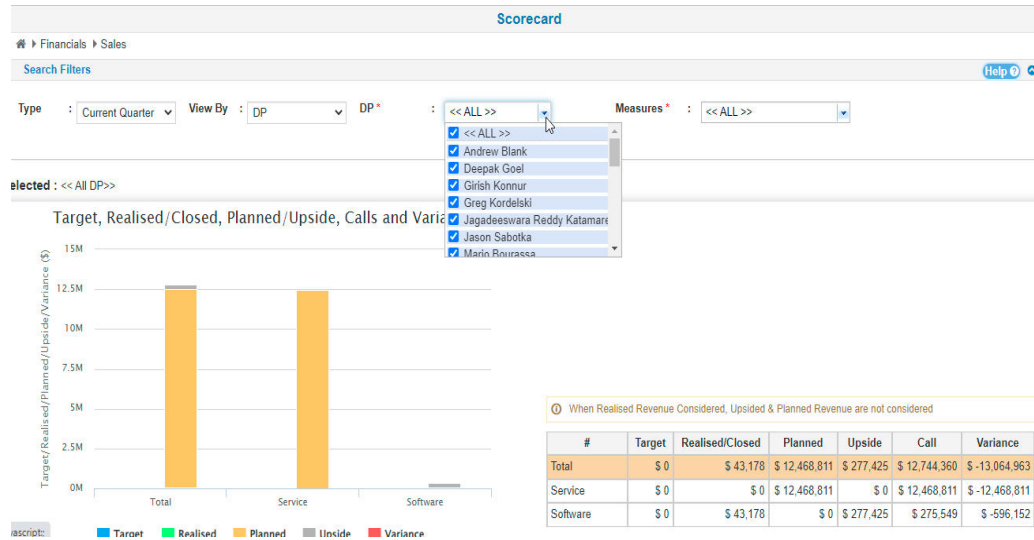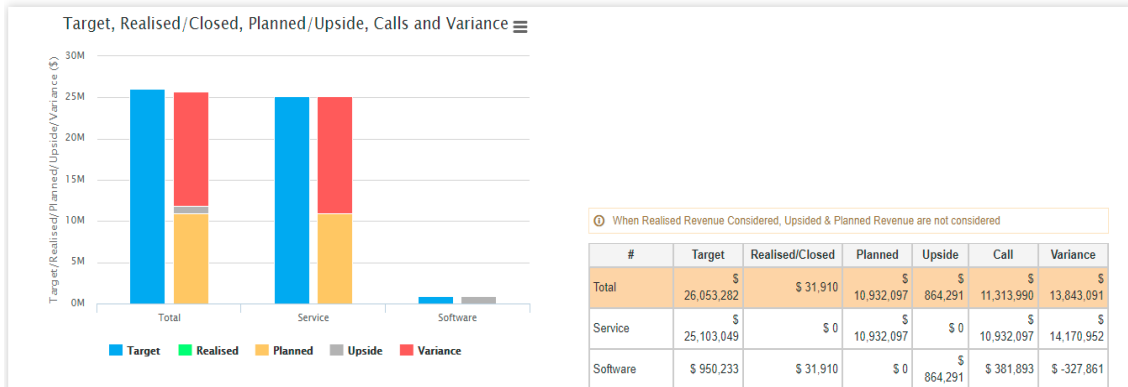
- **Customer:**
  - o When we select Customer you can find Customer filter field in that, we can select any Customer and Based on Customer we get data**.**
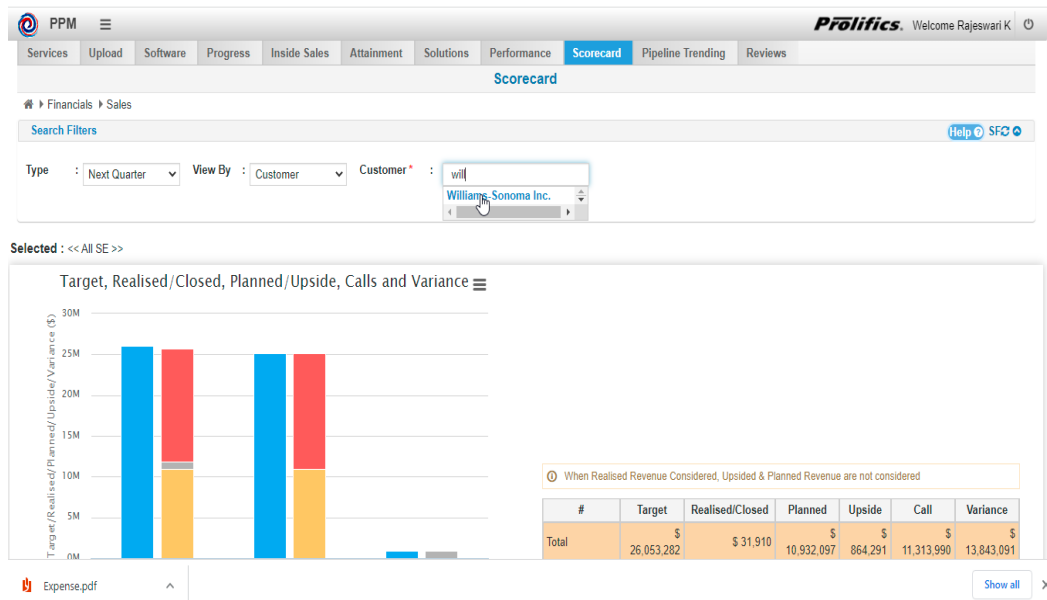
Services/Software:

- We are showing **Target, Realised/Closed, Planned, Upside, Calls & Variance** in software and Services.

Target, Realised/Closed, Planned/Upside, Calls and Variance ≡

ℹ When Realised Revenue Considered, Upsided & Planned Revenue are not considered

#	Target	Realised/Closed	Planned	Upside	Call	Variance
Total	$ 26,053,282	$ 31,910	$ 10,932,097	$ 864,291	$ 11,313,990	$ 13,843,091
Service	$ 25,103,049	$ 0	$ 10,932,097	$ 0	$ 10,932,097	$ 14,170,952
Software	$ 950,233	$ 31,910	$ 0	$ 864,291	$ 381,893	$ -327,861

FORMULA:

Service:

- Targets taken from Services.
- Upside & Planned taken from Services.
- Call = Upside + Planned + Realized
- Variance = Target – Call (Upside + Planned + Realized)

Software:

- Targets taken from Software.
- Upside & Closed taken from Software.
- Variance = Target – (Call + Upside + Closed).

Services:

- Realised, Planned, Upside and Calls we will get based Customer, Project and their Opportunity.

Services

Customer/● Proj/● Oppt	Realised	Planned	Upside	Call
▼ Total	$ 6,339,678	$ 12,818,362	$ 152,015	$ 19,310,054
▼ Adena Service Ltd Monsoon ...	$ 13,669	$ 47,462	$ 0	$ 61,131
● (P) Monsoon Accessorize-Ass...	$ 0	$ 6,613	$ 0	$ 0
● (P) Monsoon Accessorize-SO...	$ 8,484	$ 14,606	$ 0	$ 0
● (P) Monsoon-IP Inception-MO...	$ 0	$ 24,361	$ 0	$ 0
● (P) Monsoon-MERCATUS Inc...	$ 5,185	$ 1,882	$ 0	$ 0
▶ Advance Auto Parts	$ 4,710	$ 19,476	$ 0	$ 24,186

Formulas:

- (Realised + Planned + Upside) = Call

Software:

- Closed Amt, Upside and Call we will get based Customer and their Opportunity.

Software

Customer	Oppt	Closed Amt	Upside	Call
Total		$ 783,744	$ 2,476,471	$ 3,130,929
AAA Life [Total] ce...	AAA Life 7114256 ...	$ 470	$ 0	$ 470
AAA Life Insurance...	AAA Life Guardium...	$ 0	$ 0	$ 0
Acuity	Acuity Additional C...	$ 0	$ 30,000	$ 0
Acuity	Acuity InfoSphere ...	$ 0	$ 30,000	$ 0
Acuity	Acuity Data Replic...	$ 0	$ 30,000	$ 0
Acuity	SWO - Acuity - Add...	$ 0	$ 0	$ 0

Formulas:

- (Closed Amt + Upside) = Call

Target, Realised, Planned, Calls & Variance by Practice:

- We are showing **Target, Realised/Closed, Planned, Upside, Calls & Variance** based on practice level.

Target, Realised, Planned, Calls and Variance By Practice
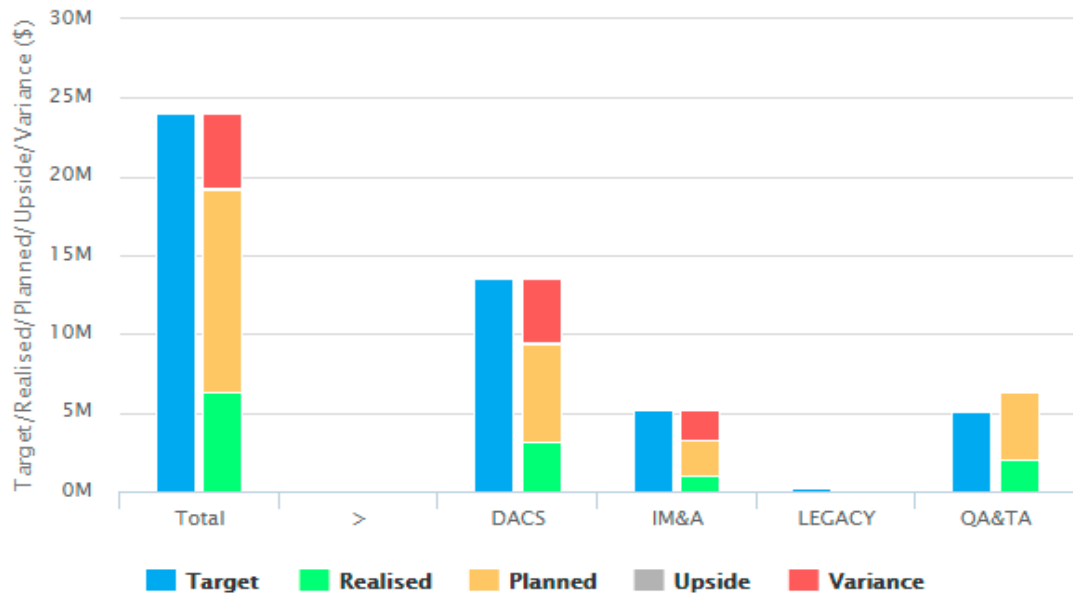
#	Target	Realised	Planned	Upside	Call	Variance
Total	$ 24,024,138	$ 6,339,678	$ 12,818,362	$ 152,014	$ 19,310,054	$ 4,714,084
<< Others >>	$ 0	$ 0	$ 0	$ 47,603	$ 47,603	$ -47,603
DACS	$ 13,487,638	$ 3,202,165	$ 6,213,623	$ 51,437	$ 9,467,225	$ 4,020,413
IM&A	$ 5,184,440	$ 1,017,518	$ 2,212,148	$ 52,675	$ 3,282,341	$ 1,902,099
LEGACY	$ 268,563	$ 78,156	$ 149,594	$ 0	$ 227,750	$ 40,813
QA&TA	$ 5,083,497	$ 2,041,839	$ 4,242,997	$ 299	$ 6,285,135	$ -1,201,638

FORMULA:
- Call = Upside + Planned + Realized
- Variance = Target – Call (Upside + Planned + Realized)

Target, Realised, Planned, Calls & Variance By Location:
- We are showing **Target, Realised/Closed, Planned, Upside, Calls & Variance** based on Location.

Target, Realised, Planned, Calls and Variance By Location
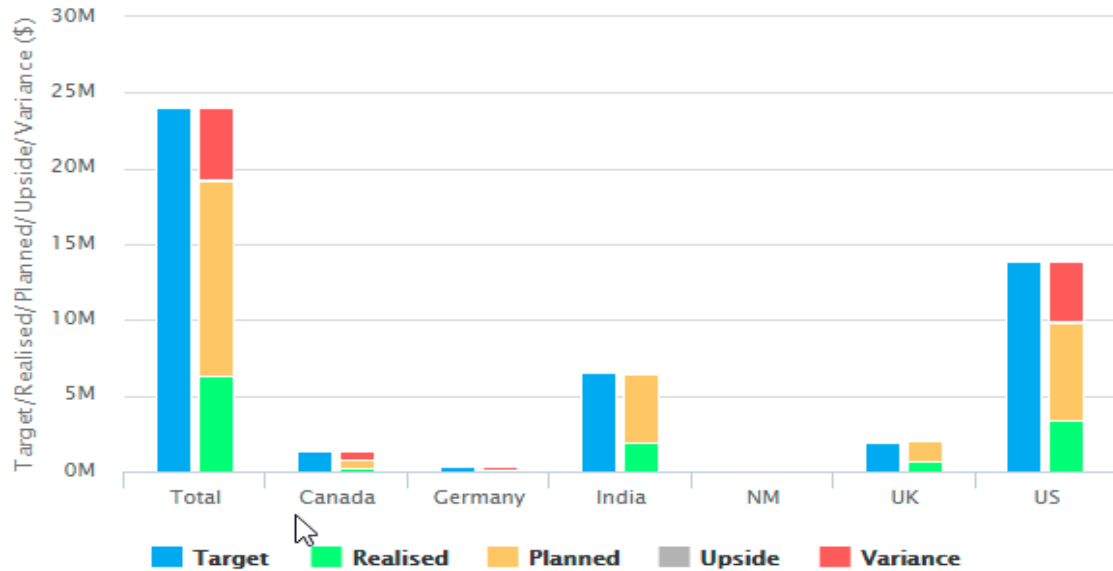
#	Target	Realised	Planned	Upside	Call	Variance
Total	$ 24,024,138	$ 6,339,678	$ 12,818,362	$ 152,014	$ 19,310,054	$ 4,714,084
Canada	$ 1,376,457	$ 230,329	$ 571,551	$ 0	$ 801,880	$ 574,577
Germany	$ 328,800	$ 83,261	$ 0	$ 0	$ 83,261	$ 245,539
India	$ 6,506,588	$ 1,967,726	$ 4,445,563	$ 75,122	$ 6,488,411	$ 18,177
NM	$ 0	$ 0	$ 0	$ 24,897	$ 24,897	$ -24,897
UK	$ 1,912,516	$ 664,945	$ 1,371,392	$ 0	$ 2,036,337	$ -123,821

FORMULA:
- Call = Upside + Planned + Realized
- Variance = Target – Call (Upside + Planned + Realized).

Customer Realized Revenue by Category:
- Realized, Planned, Upside and Calls we will get based on Category.

Customer Realised Revenue By Category

≡

Existing & Existing:
$ 0 (0.0%)

New & New:
$ 9,075,562 (47.0%)

Existing & New:
$ 10,234,492 (53.0%)

■ Existing & Existing   ■ Existing & New   ■ New & New
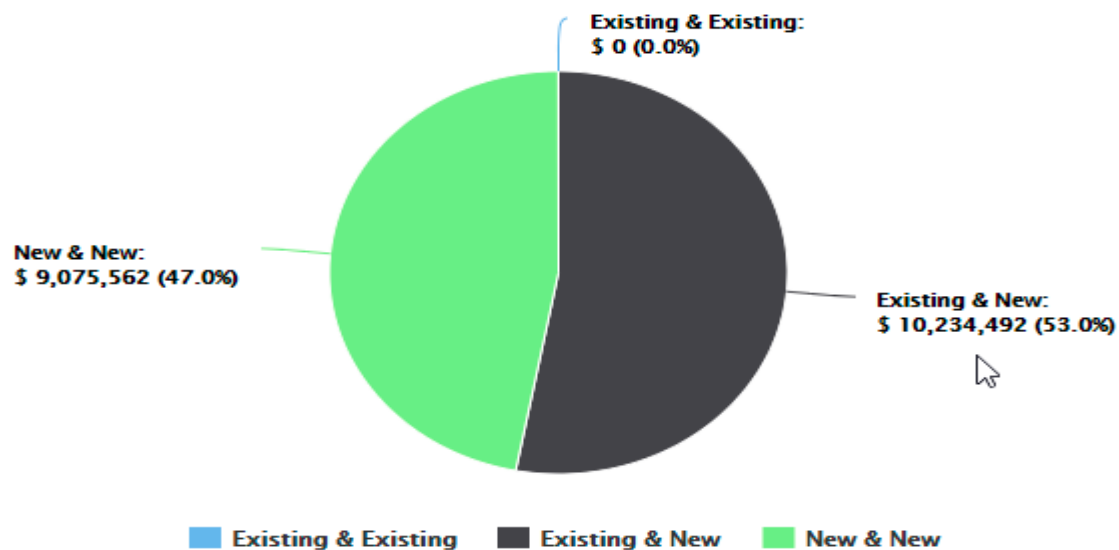
Customer	Realised	Planned	Upside	Call
▸ All Customers	$ 6,339,678	$ 12,818,362	$ 152,015	$ 19,310,054
▸ Existing & Existing	$ 759,620	$ 2,075,032	$ 0	$ 0
▸ Existing & New	$ 2,549,576	$ 5,320,844	$ 79,374	$ 10,234,492
▸ New & New	$ 2,727,638	$ 4,399,237	$ 72,641	$ 9,075,562

Formulas:
- (Realized + Planned + Upside) = Call

Top customers By Realized Revenue:
- Realized, Planned, Upside and Calls we will get based on Top 10 Customers.

Top Customers By Realised Revenue
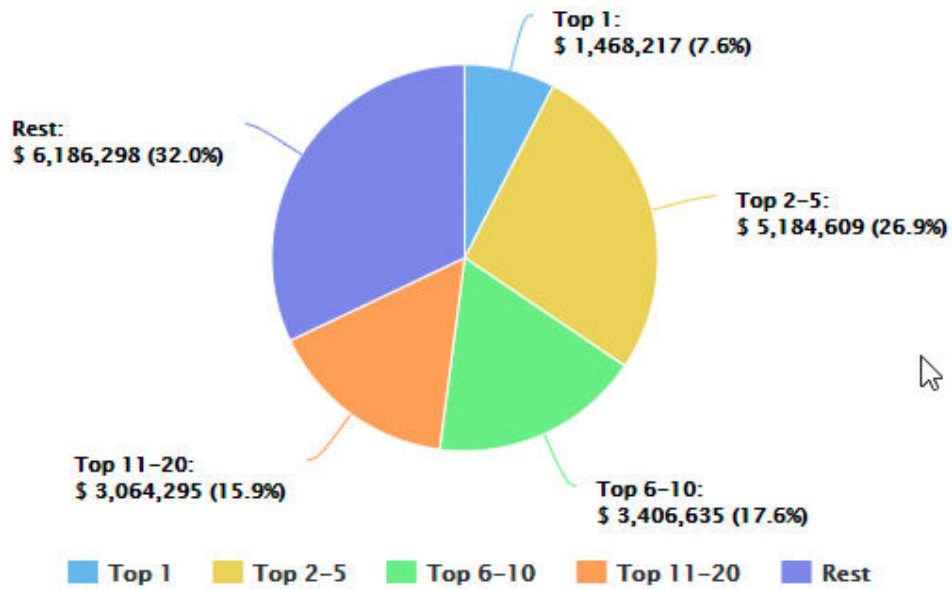
Rank	Customer	Realised	Planned	Upside	Call
1	FleetCor Technologi...	$ 441,669	$ 1,026,548	$ 0	$ 1,468,217
2	Cincinnati Bell Tech...	$ 490,432	$ 861,420	$ 21,083	$ 1,372,935
3	Morgan Stanley	$ 463,473	$ 908,027	$ 0	$ 1,371,500
4	McKesson	$ 439,589	$ 913,531	$ 0	$ 1,353,120
5	Williams-Sonoma Inc.	$ 381,288	$ 705,766	$ 0	$ 1,087,054
6	DTE Energy Co	$ 289,098	$ 654,269	$ 0	$ 943,367

Formulas:
- (Realized + Planned + Upside) = Call

Realised Revenue By Contract Terms:
- Realized and planned we will get based on Project Contract Terms.

Realised Revenue By Contract Terms

Customer	Project	Realised	Planned	Total
▸ Total		$ 6,339,678	$ 12,626,485	$ 18,966,163
▸ FP		$ 888,144	$ 1,720,796	$ 2,608,940
▸ BTM		$ 3,459,762	$ 7,158,088	$ 10,617,850
▸ BNE		$ 75,950	$ 114,298	$ 190,248
▸ BMS		$ 470,977	$ 882,393	$ 1,353,370
▸ BSA		$ 1,444,845	$ 2,750,910	$ 4,195,755

FTE & SUBK Realized, planned by Location:

- We are showing **Realised & Planned amount** based on Location.

FTE Realised, Planned By Location

#	Realised	Planned
Total	$ 3,463,263	$ 6,892,762
Canada	$ 24,118	$ 67,230
Germany	$ 83,261	$ 0
India	$ 1,573,106	$ 3,281,730
UK	$ 411,039	$ 889,890
US	$ 1,371,739	$ 2,653,912

SUBK Realised, Planned By Location

#	Realised	Planned
Total	$ 2,876,415	$ 5,733,723
Canada	$ 206,211	$ 498,200
India	$ 394,620	$ 1,063,295
UK	$ 253,906	$ 443,940
US	$ 2,021,678	$ 3,728,288

Progress of software & Services:

- In Progress of software & Services that shows Software/Services Opportunities Created, Closed and Lost data will on Week wise.

ic

Progress of Services/Software

Services	Created		Closed		Lost	
WeeK	Services	Software	Services	Software	Services	Software
Total	$ 60,687,628 (207)	$ 2,981,697 (142)	$ 8,003,393 (102)	$ 785,168 (55)	$ 269,800 (2)	$ 100,378 (3)
01-Oct-21	$ 195,000 (3)	$ 444,804 (2)	$ 586,482 (5)	$ 1,122 (1)	$ 0 (0)	$ 0 (0)
04-Oct-21	$ 845,482 (17)	$ 337,404 (13)	$ 399,786 (10)	$ 15,279 (4)	$ 0 (0)	$ 92,500 (1)
11-Oct-21	$ 1,697,695 (23)	$ 331,206 (15)	$ 1,137,955 (17)	$ 5,266 (5)	$ 250,000 (1)	$ 7,878 (2)
18-Oct-21	$ 32,700,267 (23)	$ 166,691 (15)	$ 533,774 (12)	$ 38,248 (5)	$ 0 (0)	$ 0 (0)
25-Oct-21	$ 2,336,065 (24)	$ 377,237 (16)	$ 1,344,300 (13)	$ 252,552 (7)	$ 19,800 (1)	$ 0 (0)
01-Nov-21	$ 2,296,826 (17)	$ 76,518 (11)	$ 623,507 (11)	$ 5,614 (5)	$ 0 (0)	$ 0 (0)
08-Nov-21	$ 4,165,060 (35)	$ 182,602 (15)	$ 305,485 (8)	$ 120,067 (5)	$ 0 (0)	$ 0 (0)
15-Nov-21	$ 11,088,867 (20)	$ 604,312 (20)	$ 1,205,311 (8)	$ 63,914 (6)	$ 0 (0)	$ 0 (0)
22-Nov-21	$ 1,057,528 (12)	$ 126,497 (9)	$ 148,455 (6)	$ 350 (1)	$ 0 (0)	$ 0 (0)
29-Nov-21	$ 3,810,918 (32)	$ 319,126 (23)	$ 498,880 (7)	$ 149,136 (12)	$ 0 (0)	$ 0 (0)
06-Dec-21	$ 493,920 (1)	$ 15,300 (3)	$ 0 (0)	$ 1,425 (2)	$ 0 (0)	$ 0 (0)
13-Dec-21	$ 0 (0)	$ 0 (0)	$ 240,538 (1)	$ 0 (0)	$ 0 (0)	$ 0 (0)

Customer CSAT Project list:

- Whatever the customers completed CSAT survey for selected quarter, Here is shows customer CSAT details for Projects.

Customer CSAT Projt List

Customer	Customer Email	Project	Project Mgr	CSAT Month	Initiated Dt	Proj St. Dt	Proj End Dt	Status	Result
				No Data Found					

Project Risks:

- Here we showing Projects Risks and Complete risks details for selected this quarter.

Projct Risks

Customer	Project	Risk Name	Risk Type	Risk Source	Risk Impact	Prob. of Occ.	Risk Value	Assigned To	Risk Occurred	Risk Status	Occurred Dt.	Mitigation Dt.	Creat
DTE Energy ...	(P) DTE Ene...	4 new interfa...	Scope	Requirements	3-Medium	3-Medium	9	Syed Siddique	No	Mitigated		24-Mar-2020	Kishan
IBM Middle ...	Sheryan App...	Licensing Iss...	Quality	Business	3-Medium	3-Medium	9	NA	Yes	Mitigated			Varun !
Selfridges (U...	(P) Selfridge...	Saugato Res...	Resource	Infrastructure	3-Medium	5-Very High	15	Sanil Sukum...	No	Mitigated	16-Feb-2021	24-Feb-2021	Sanil S
Ralph Laure...	(P) Ralph La...	Identify repla...	Resource	Business	4-High	4-High	16	NA	Yes	Identified	07-Apr-2022	08-Apr-2022	Venkat
Boyd Gamin...	(P) Boyd Ga...	Inability to su...	Resource	Operations	4-High	5-Very High	20	NA	No	Identified			Debasi
Ralph Laure...	(P) Ralph La...	Gaps with Te...	Resource	Business	4-High	4-High	16	NA	Yes	Identified	21-Mar-2022		Venkat
Ralph Laure...	(P) Ralph La...	Signed Contr...	Scope	Business	1-Least Impact	1-Least	1	Venkata Cha...	No	Mitigated		31-Mar-2022	Venkat

Customer QBR List:

- Here we showing Customer QBR complete details for selected this quarter.

Customer QBR List

Customer	QBR Date	Lead Presenter	Prolifics Participants	Cust. Participants	Presentation Date	Meeting Notes	Meeting File
				No Data Found			

Open Service Pipeline:

- In Open Service Pipeline Based on Sales Executive their High, Medium and Others opportunities amount is showing.

Open Service Pipeline

Sales Executive	High	Medium	Others
▸ Ajay Malgaonkar	$ 7,621,000 (12)	$ 0 (0)	$ 14,266,380 (34)
▸ Amit Mehta	$ 382,760 (9)	$ 0 (0)	$ 1,543,199 (13)
▸ Anant Gupta	$ 48,600 (1)	$ 0 (0)	$ 0 (0)
▸ Brandon Barry	$ 11,912,949 (47)	$ 4,416,000 (4)	$ 20,377,721 (77)
▸ Brian Webb	$ 17,902,670 (49)	$ 997,000 (5)	$ 12,652,750 (89)
▸ Christopher Medley	$ 14,268,850 (198)	$ 1,643,335 (23)	$ 17,112,985 (237)
▸ Darryl Zack	$ 99,177,989 (757)	$ 6,869,126 (35)	$ 188,430,725 (620)
▸ Debbie Marcet	$ 41,144,129 (373)	$ 2,970,840 (8)	$ 68,805,982 (687)
▸ Deepak Goel	$ 0 (0)	$ 516,160 (6)	$ 0 (0)
▸ Elaine Lau	$ 24,219 (2)	$ 0 (0)	$ 351,000 (7)
▸ Erika Finck	$ 666,680 (7)	$ 0 (0)	$ 1,312,340 (42)
▸ Faz Ahmad	$ 3,574,107 (67)	$ 1,270,064 (10)	$ 58,479,257 (202)
▸ Gunjan Goel	$ 44,332,696 (204)	$ 3,228,880 (9)	$ 79,492,926 (433)
▸ James Mangus	$ 4,122,075 (46)	$ 343,200 (1)	$ 21,652,722 (131)
▸ Jason Sabotka	$ 679,108 (20)	$ 120,000 (1)	$ 1,622,880 (20)

- When you click on Sales Executive it will show opportunity, opportunity type and opportunity belongs to which customer and their country and opportunities closed date, Amount and Probability %.

Open Service Pipeline

Sales Executive		High		Medium		Others			
▾ Ajay Malgaonkar		$ 7,621,000 (12)		$ 0 (0)		$ 14,266,380 (34)			

Customer	Opportunity	Practice	R. Type	R. Amount	Oppt Amount	Close Date	Prob%	Stage	Next Step
SAIB KSA	SAIB middleware development and support	Digital Integra…	Project Mana…	$ 51,840	$ 480,000	31-Mar-18	0	Closed Dead	profiles submi…
Wells Fargo & Company	Wells Fargo_Infosec CRM process POC	Smarter Proc…	Architect	$ 53,815	$ 199,176	31-Oct-17	0	Closed Dead	SOW awaited
Wells Fargo & Company	Wells Fargo_Infosec CRM process POC	Smarter Proc…	Analyst	$ 52,578	$ 199,176	31-Oct-17	0	Closed Dead	SOW awaited
Wells Fargo & Company	Wells Fargo_Infosec CRM process POC	Digital Integra…	Architect	$ 18,557	$ 199,176	31-Oct-17	0	Closed Dead	SOW awaited
Wells Fargo & Company	Wells Fargo_Infosec CRM process POC	Smarter Proc…	Developer/Sp…	$ 31,114	$ 199,176	31-Oct-17	0	Closed Dead	SOW awaited
CGI India	ONEside for Bell Canada			$ 0	$ 300,000	30-Sep-17	0	Closed Dead	proposal sub…
Wells Fargo & Company	Wells Fargo_Infosec CRM process POC	Smarter Proc…	Developer/Sp…	$ 37,114	$ 199,176	31-Oct-17	0	Closed Dead	SOW awaited
GBM (UKDIRECT)	Hukoomi Portal for Ministry of Road & Transport Q…			$ 0	$ 650,000	31-May-16	0	Closed Dead	Proposal review
CGI India	COM for Bell Canada			$ 0	$ 180,000	28-Feb-17	100	Closed Won	proposal sub…
GBM (UKDIRECT)	Legal Document Mgt for KNPC			$ 0	$ 510,000	30-Apr-16	0	Closed Dead	Formal RFP a…
CGI India	CGI-Telia BPM migration			$ 0	$ 170,000	30-Jun-16	0	Closed Lost	Proposal sub…
GBM (UKDIRECT)	CMS implementation for PAAET			$ 0	$ 600,000	10-Jun-16	0	Closed Dead	Competitive bi…