



Billing to Cash Metrics

Reporting Date: Jun 5, 2023

Business Partners	Contract Accounts	Units Count	\$ Billed to Date	\$ Remaining to Bill	\$ Open A/R	\$ Free Months	\$ Other Fees
33,010	31,618	34,928	\$3,466.1 k	-3,466.1 k	\$124.4 k	1,004.7 k	0.0 k

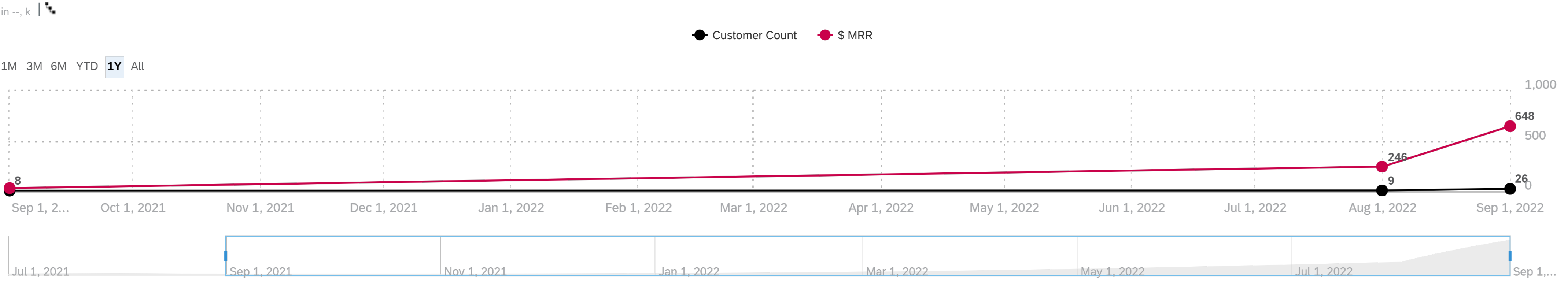
MoM Portfolio Variance			YoY Portfolio Variance		
Customers	Active Units	\$ MRR	Customers	Active Units	\$ MRR
28 (0, 0%) current month customers	77,956 (+62,742, +412%) Current Month units	648 k (+401, +163%) \$ MRR Current Month	28 (0, 0%) current month customers	77,956 (+28,689, +58%) Current Month units	647.5 k (+536.6, +483.6%) \$ MRR Current Month
28 previous month customers	15,214 Previous Month units	246 k \$ MRR Previous Month	28 current month prev. year customers	49,267 Previous YCM Units	504.5 k \$MRR Previous YCM

Billing Data		Adjustment Data		Net Adds Data		Equipment Data	
Customer Count	Invoice Count	Customer Count	Invoice Count	Customer Count	Invoice Count	Units Pending Install	Units Installed
0	0	0	0	3,378	1,958	62	54
\$ Amount Invoiced		\$ Adjusted Amount		Units Count	\$ MRR	Units Pending Install	Units Pending Shipment
-		-		991	155 k	62	62

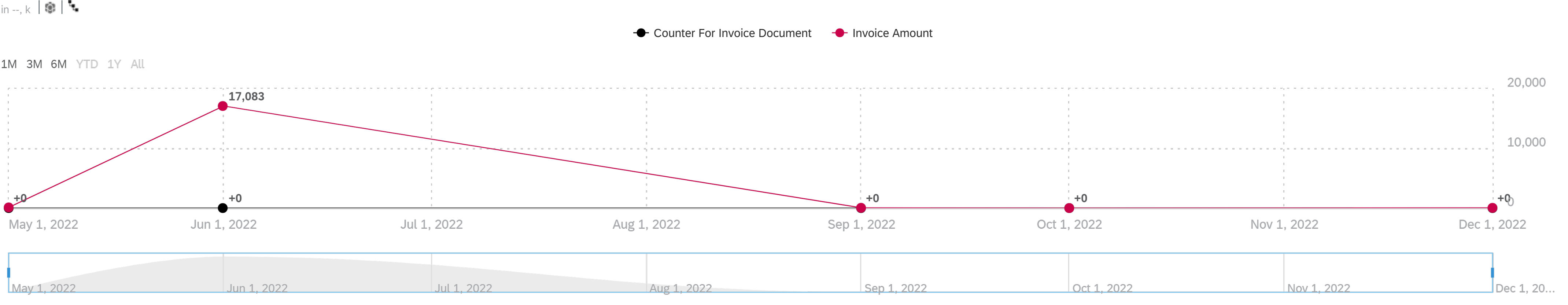
Billing Variance				Net Adds Variance			
MoM Variance		YoY Variance		MoM Variance		YoY Variance	
Invoice Count	\$ Invoice Amount	Invoice Count	\$ Invoice Amount	Customer Count	\$ MRR	Customer Count	\$ MRR
-18	-36.3 k	-6	-26,457.6 k	+331	+2.6 k	+353	+10.0 k

Adjustment Variance				Equipment Variance			
MoM Variance		YoY Variance		MoM Variance		YoY Variance	
Invoices	\$ Amount Adjusted	Invoices	\$ Amount Adjusted	Units Installed	Units Ordered	Units Installed	Units Ordered
-	-	-	-	+5	+31	+6	+43

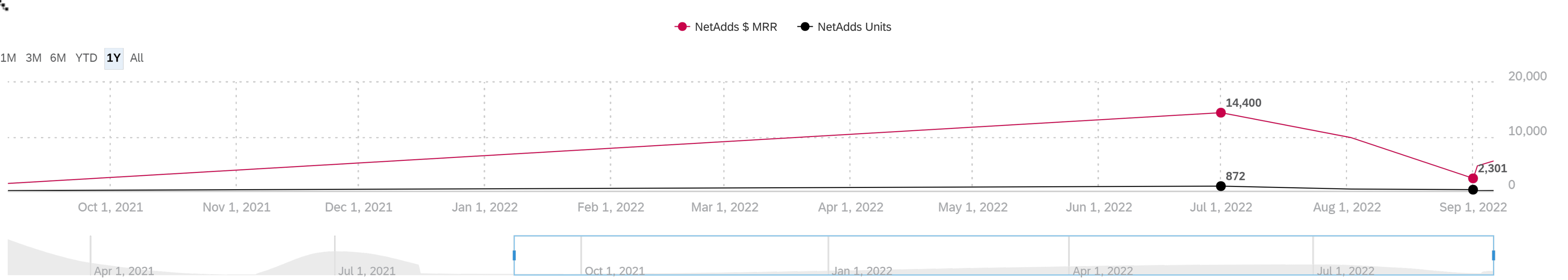
13 Month Portfolio Trend: \$ MRR, Customer Count per Month Year



13 Month Billing Trend: Invoice Document Count, Invoice Amount per Month Year



13 Months Net Adds Trend: Units and \$MRR per Month Year



Portfolio Overview

Reporting Date Jun 5, 2023

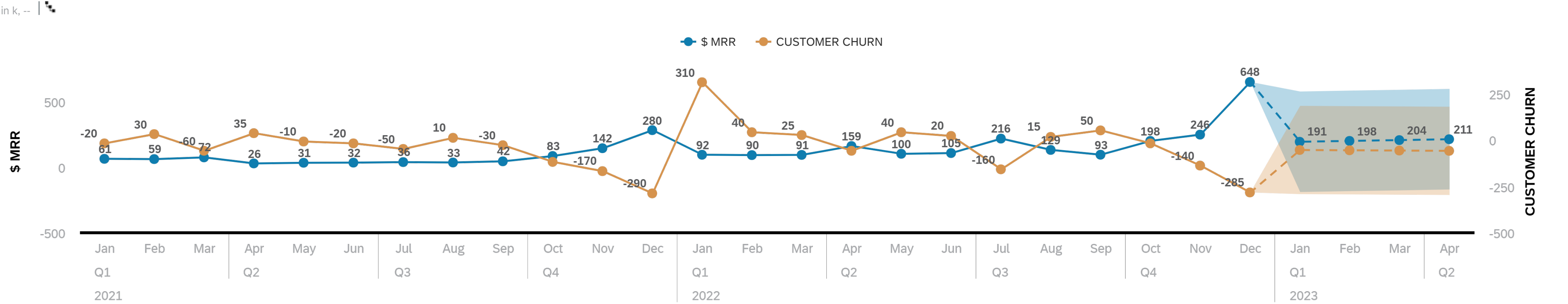
Active business partners	Active contract account	\$ Bill to date	\$ Remaining to bill	\$ Open AR
2	2	\$3,466.1 k	-3,466.1 k	\$124.4 k

MoM Portfolio Variance

YoY Portfolio Variance

Customer Count	\$ MRR	Customer Count	\$ MRR
28 (0, 0%) current month customers	648 k (+401, +163%) \$ MRR Current Month	28 (0, 0%) current month customers	648 k (+537, +484%) \$ MRR Current Month
28 previous month customers	246 k \$ MRR Previous Month	28 current month prev. year customers	505 k \$MRR Previous YCM

MRR, Customer Churn Forecast



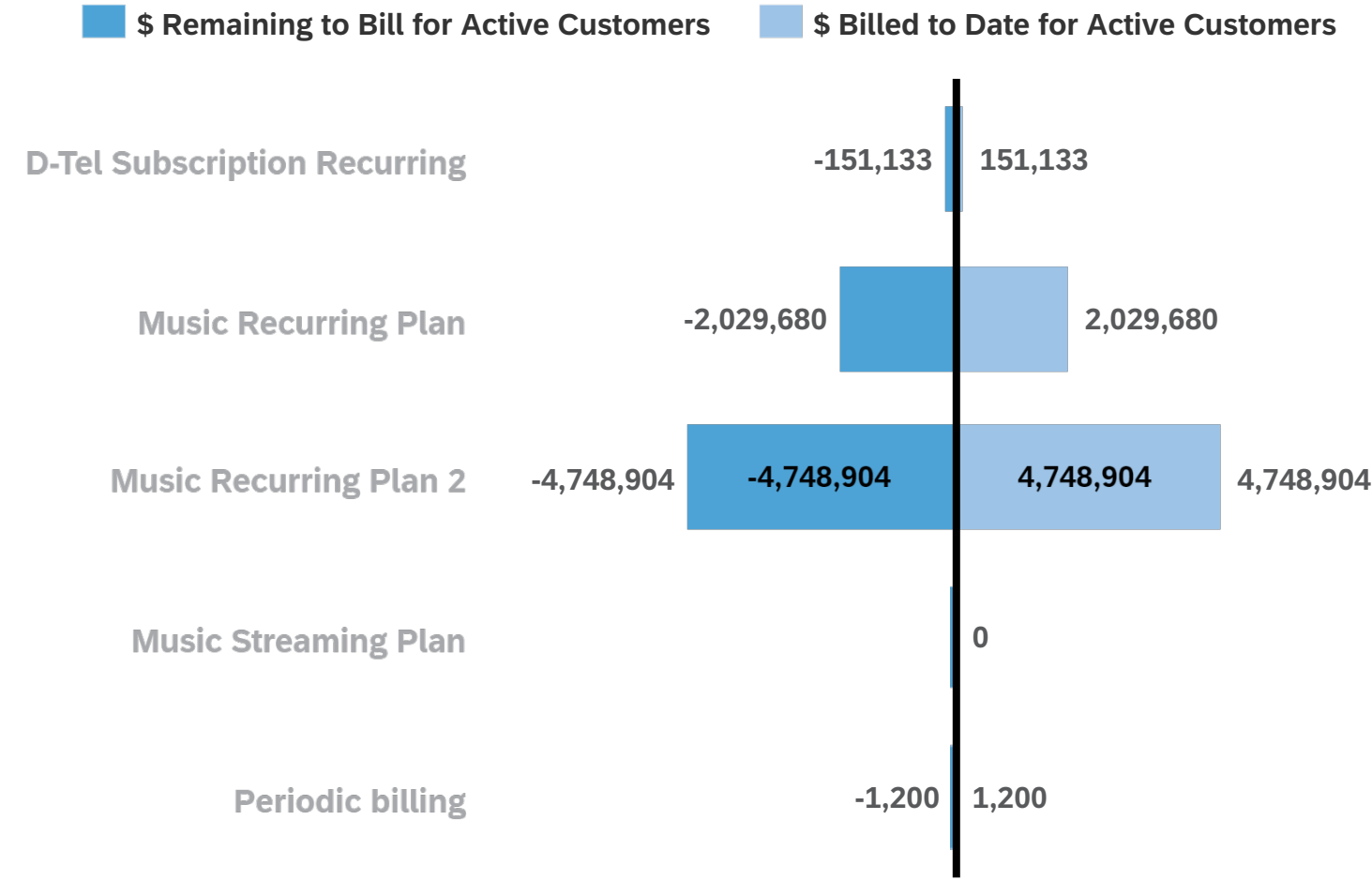
\$ MRR Price per Region

in k | [Top 5 - All Dimensions](#)

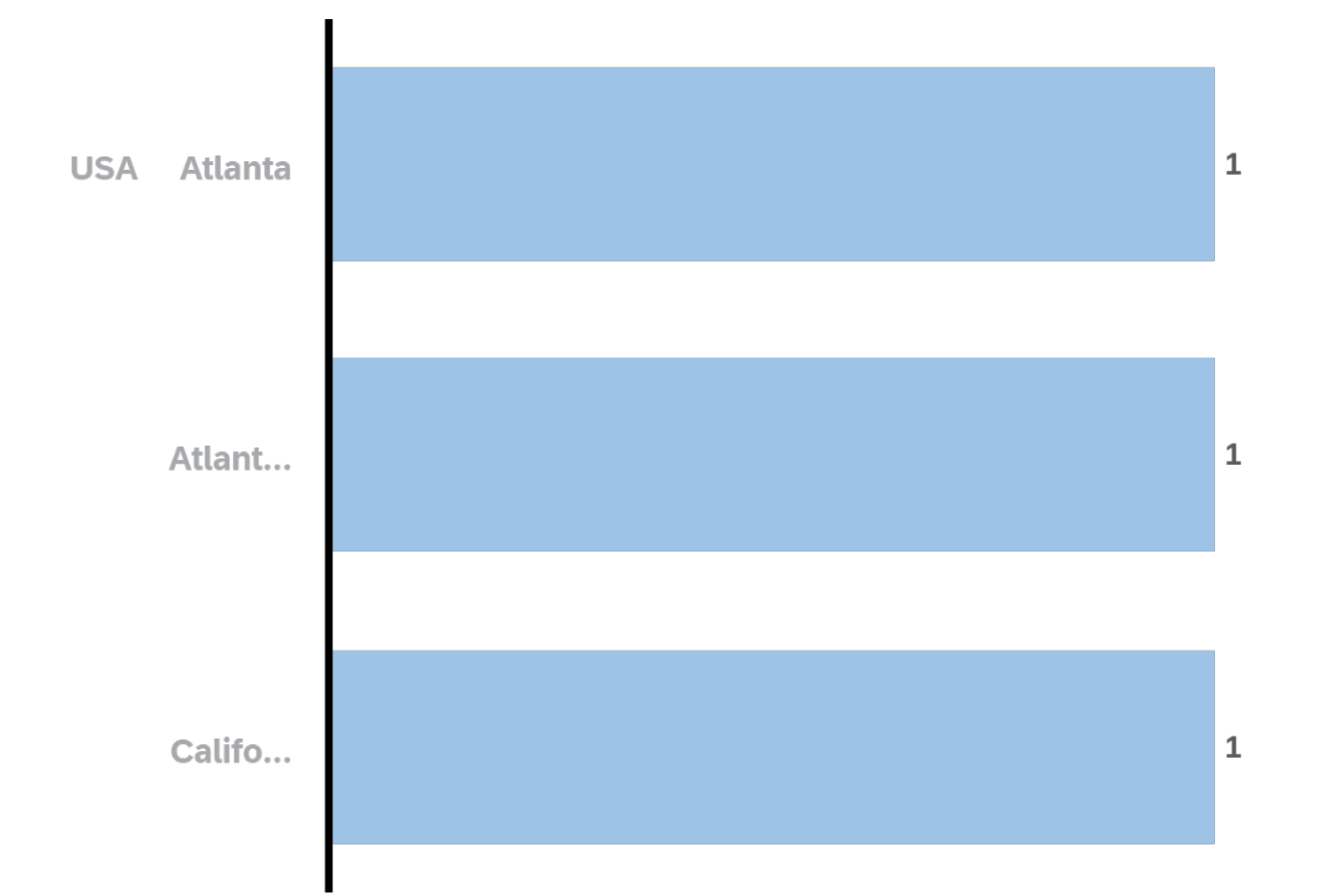


Billed & To Be Billed By Material Group

in USD, --

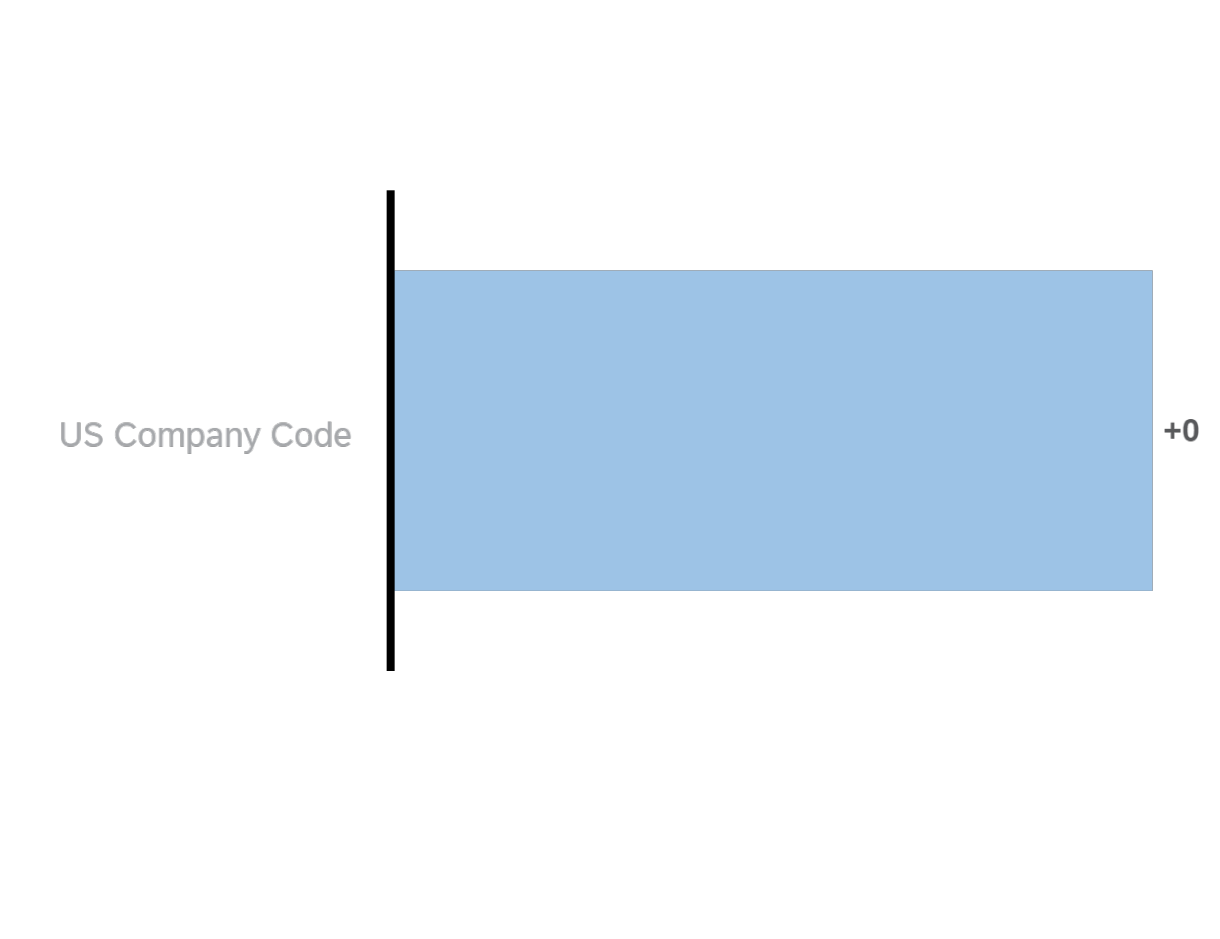


Count of Active Contract Accounts per Seasonal Flag for Country Code and Region

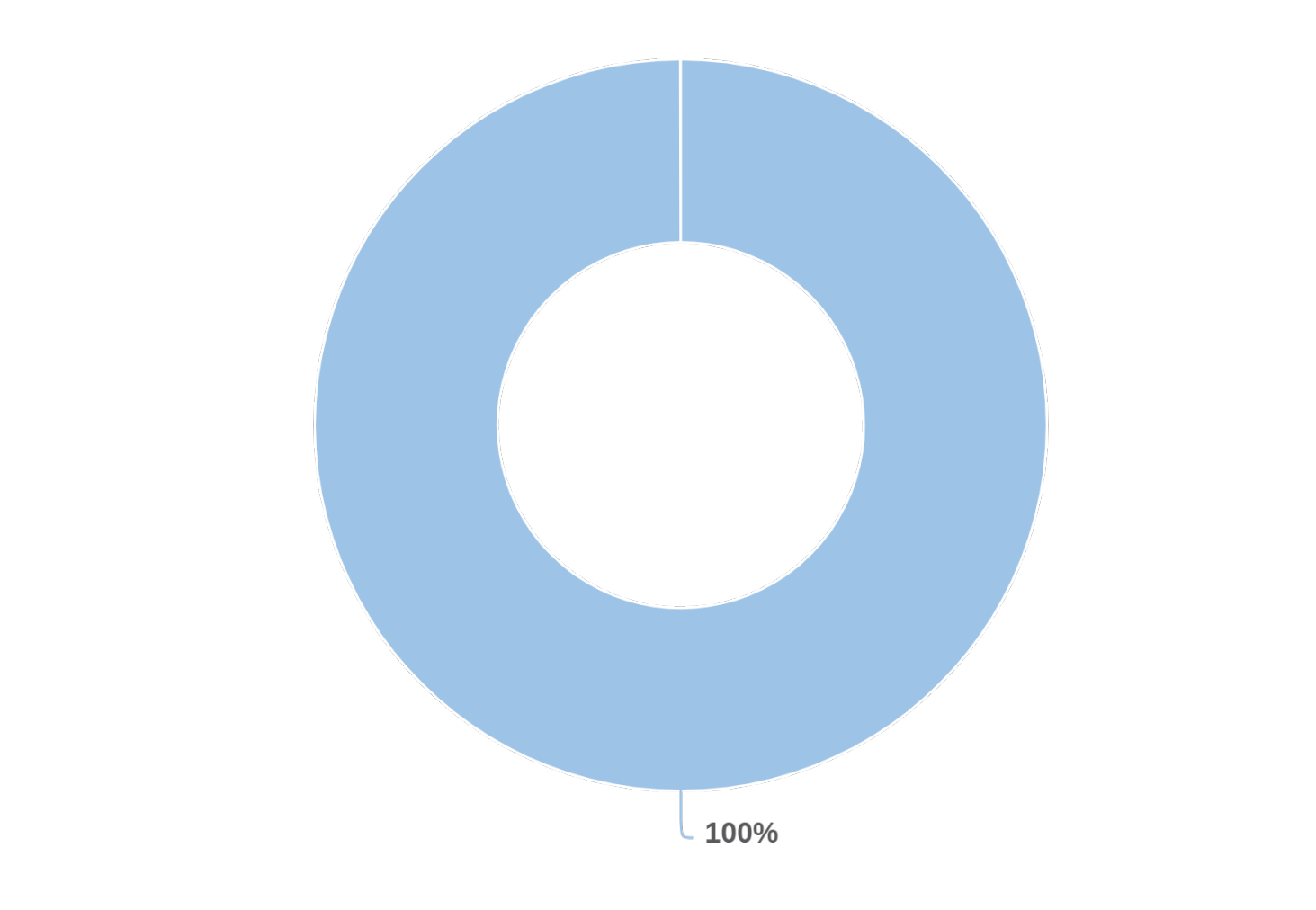


Invoice Document Count per Company code

in Thousand

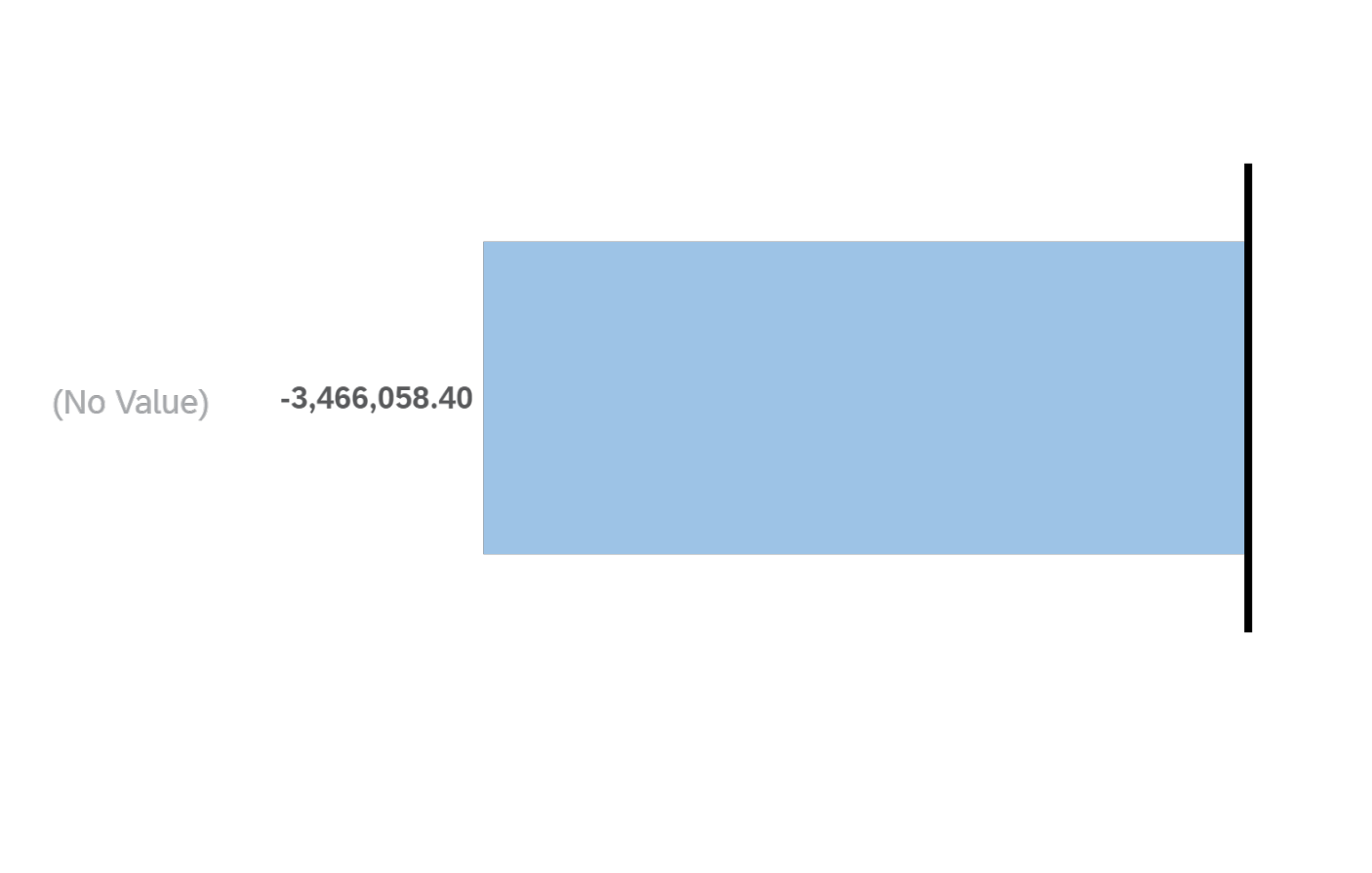


Invoice Document Count per Customer Classification



Remaining to Bill for Active Customer per Customer Classification

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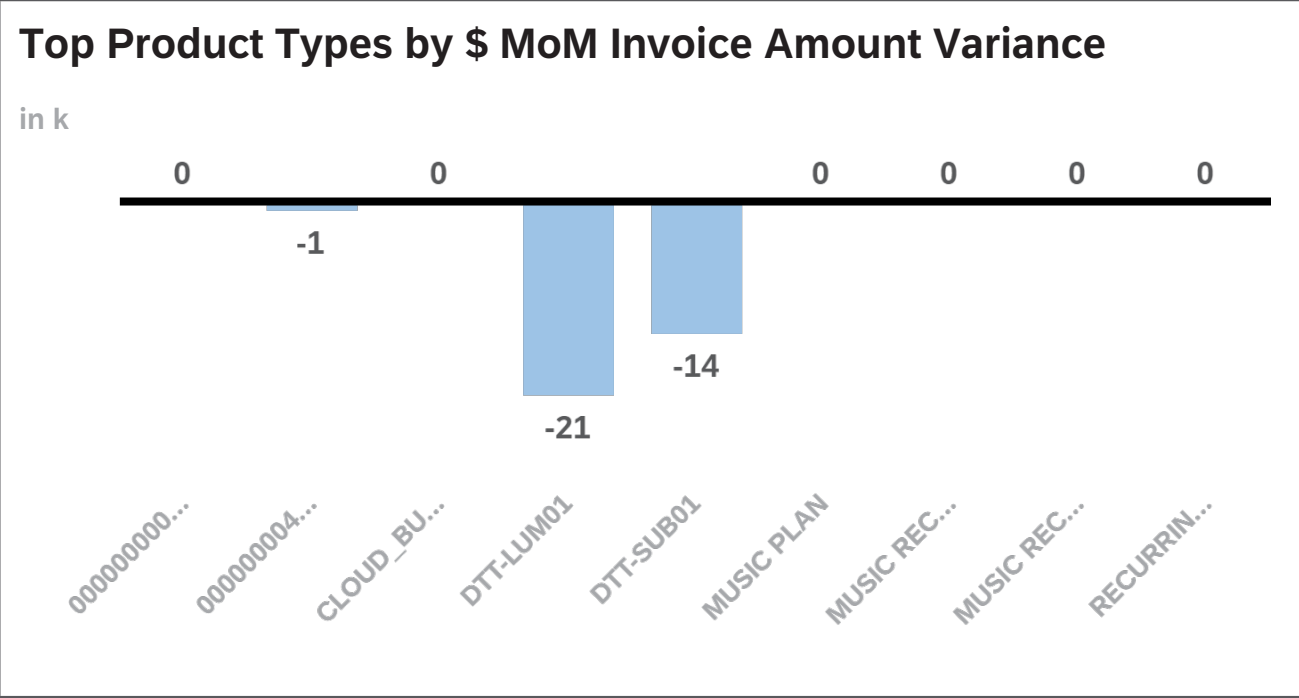
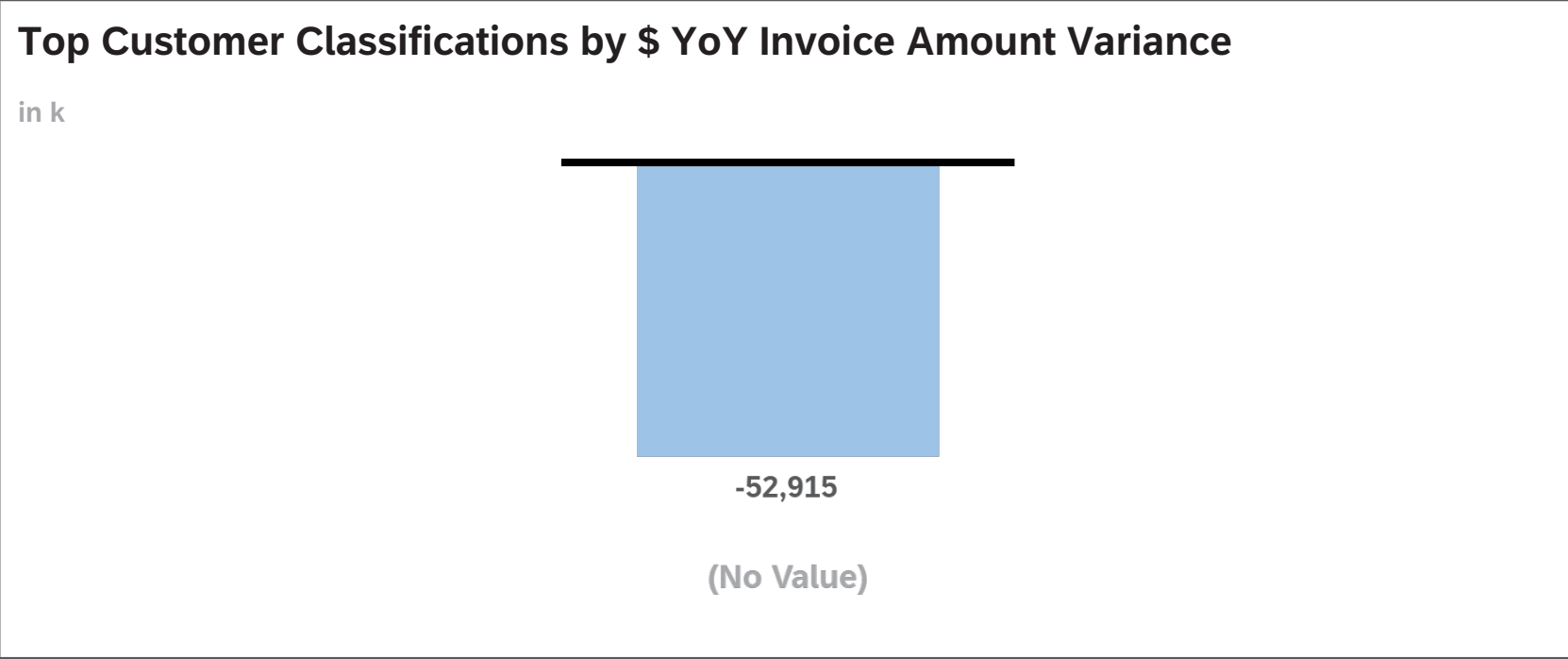
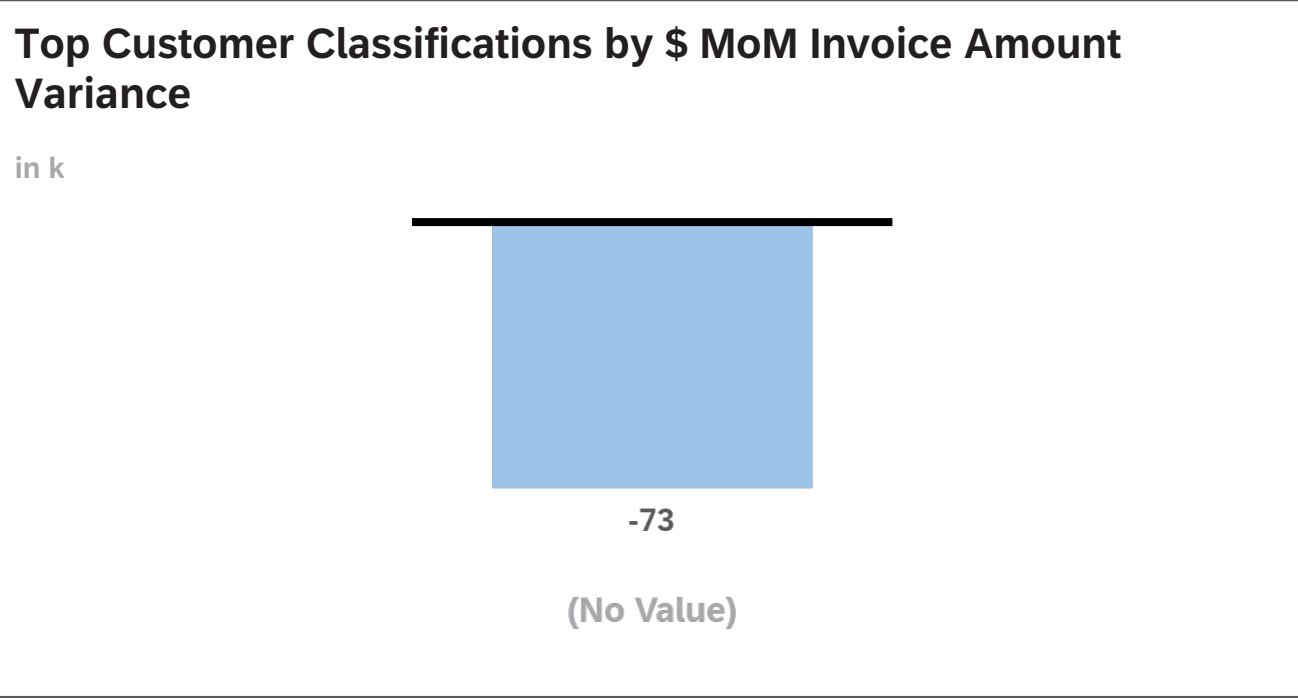
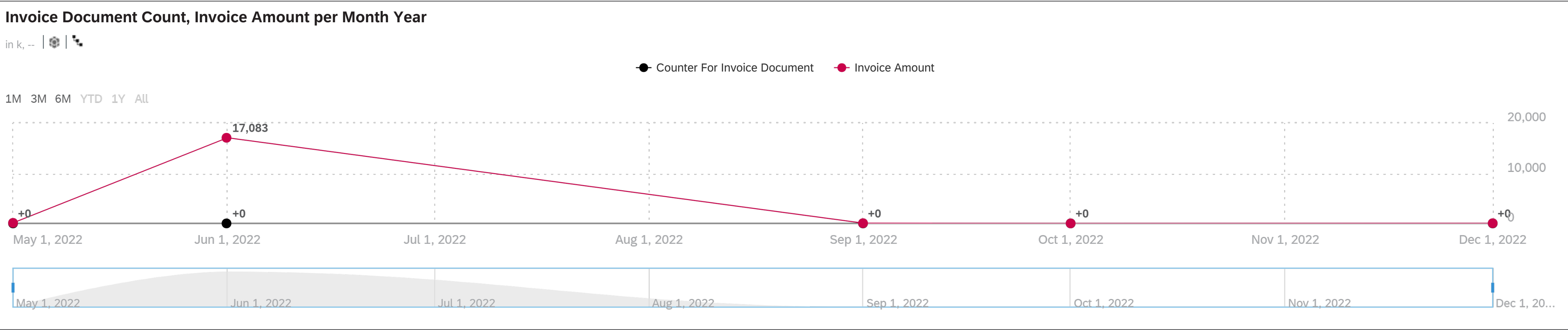
Billing Overview

Reporting Date: Jun 5, 2023

[Detailed Report](#) [MoM](#) [YoY](#)

Customer Count	Invoice Count	Units	\$ Amount Invoiced
0	0	59,594.1 k	-

MoM Billing Variance		YoY Billing Variance	
Invoice Count	\$ Invoice Billed	Invoice Count	\$ Invoice Billed
0 <small>(-18, -100%)</small> Current Month Invoice Count	0.00 k <small>(-36.30, -100.00%)</small> Current Month Invoice \$ Amount	0 <small>(-6, -100%)</small> Current Month Invoice Count	0.00 k <small>(-26,457.57, -100.00%)</small> Current Month Invoice \$ Amount
18 Prior Month Invoice Count	36.30 k Prior Month Invoice Amount	6 Prior Year Month Invoice Count	26,457.57 k Prior Year Month Invoice \$ Amount



[Click to see Detailed Billing Report](#)

[Click to see Detailed Billing MoM Variance](#)

[Click to see Detailed Billing YoY Variance](#)



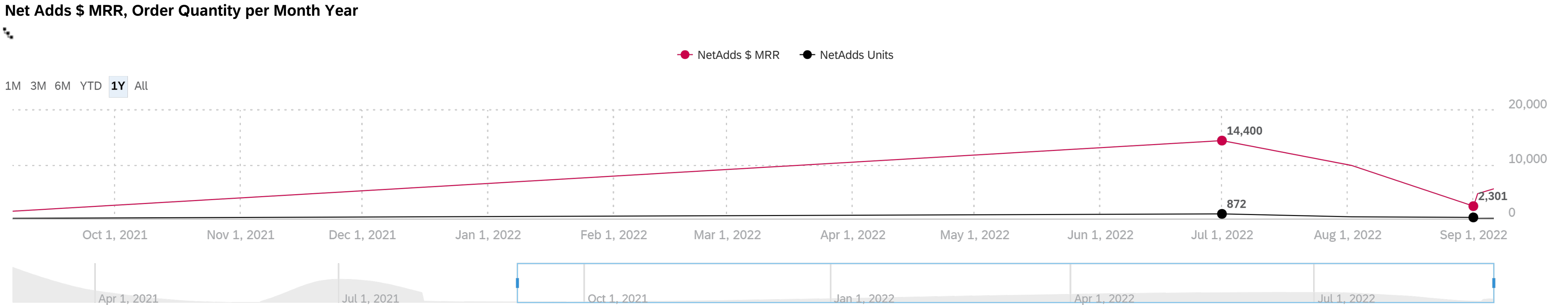
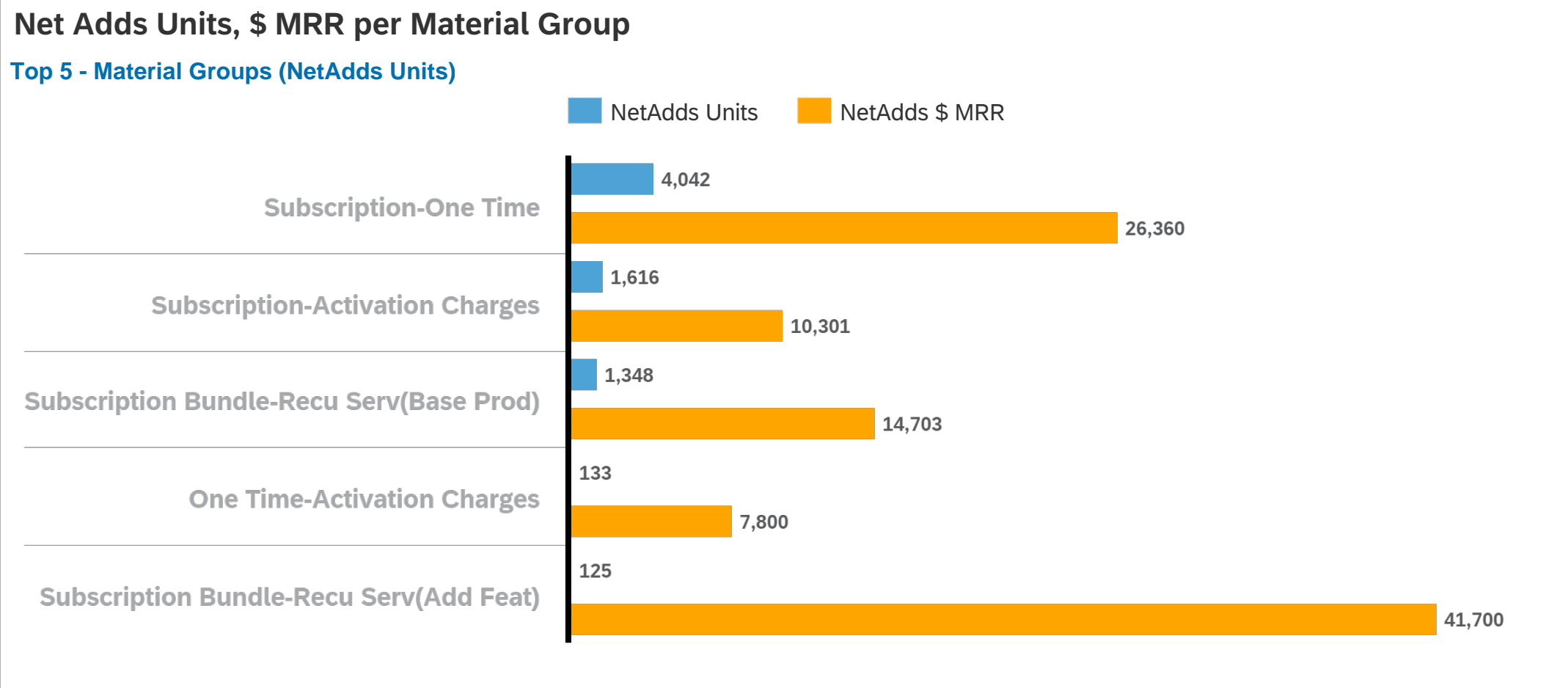
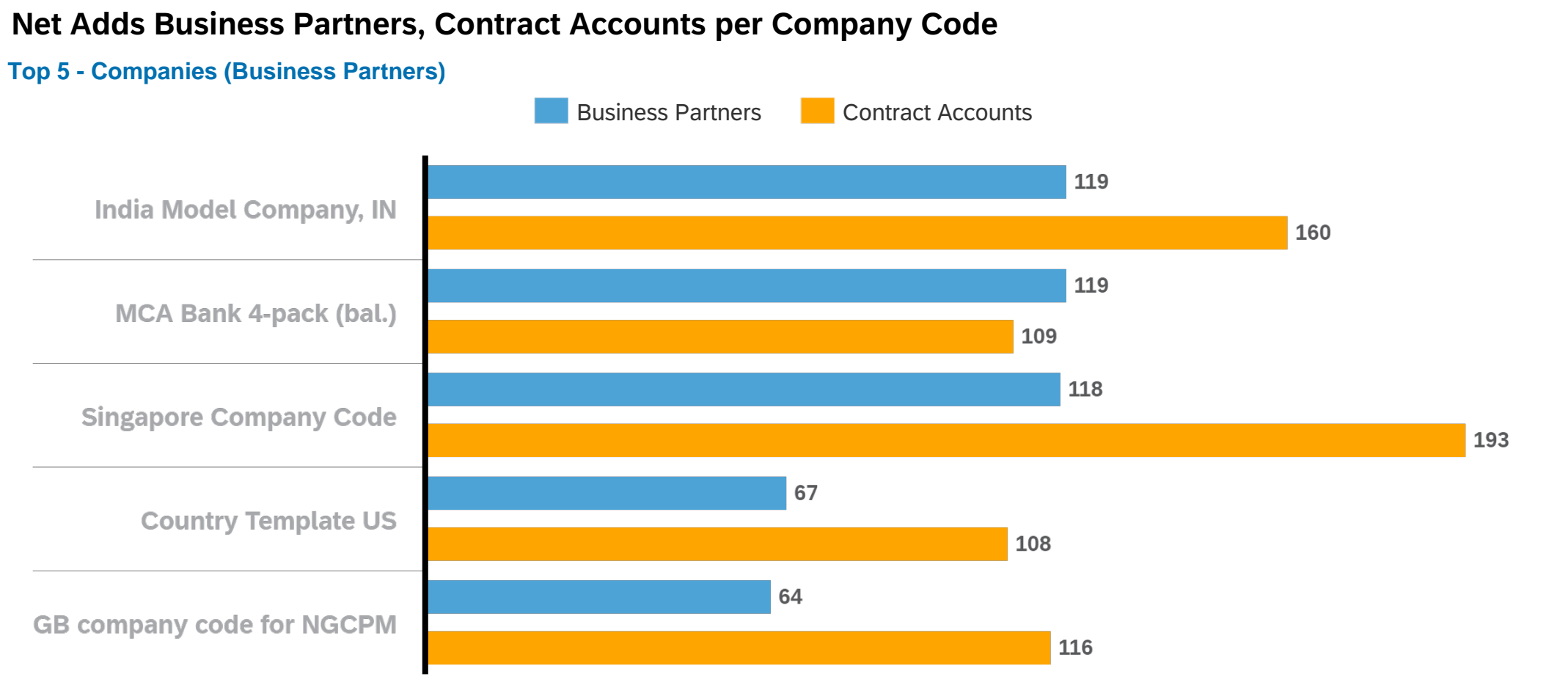
# Net Adds Overview

Reporting Date: Jun 5, 2023

[NetAdds MoM](#)[NetAdds YoY](#)

Business Partners	Contract Accounts	Units	\$ MRR
650	957	991	155.5 k

MoM Net Adds Variance				YoY Net Adds Variance			
Customers	Units	Invoices	\$ MRR	Customers	Units	Invoices	\$ MRR
376 (+331, +736%) Customers of Current month	207 (+196, +1,782%) Current Units	130 (+85, +189%) Current month Invoices	12.4 k (+2.6, +26.5%) Current Month \$MRR Value	376 (+353, +1,535%) Customers of Current month	207 (+182, +728%) Current Units	130 (+66, +103%) Current month Invoices	12.4 k (+10.0, +416.7%) Current Month \$MRR Value
45 Customers of Previous Month	11 Units of Prev Month	45 Previous month Invoices	9.8 k Previous month \$MRR Value	23 Customer of Previous YCM	25 Units of Prev YCM	64 Previous YCM Invoices	2.4 k Previous YCM \$MRR Value







# Adjustments Overview

Reporting Date: Jun 5, 2023

[Adjustments MoM](#) [Adjustments YOY](#)

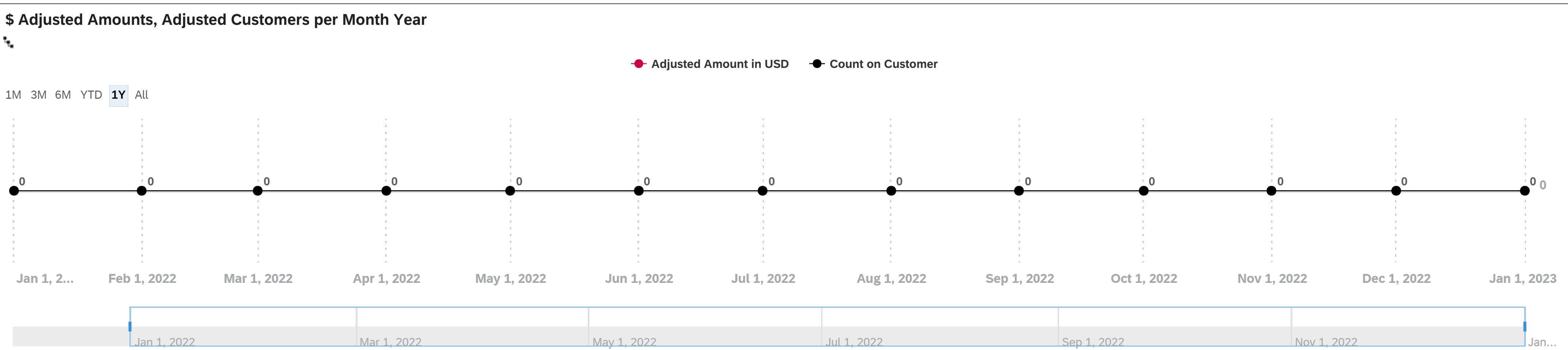
Count of Customers 0			Invoices 0			\$ Amount Adjusted -					
MoM Adjustments Variance					YoY Adjustments Variance						
Customers		Invoices		\$ Amount Adjusted		Customers		Invoices		\$ Amount Adjusted	
- (-, -) Customers Adjusted Current Month		- (-, -) Invoices Adjusted Current Month		- (-, -) Amount Adjusted - Current Month		- (-, -) Customers Adjusted Current Month		- (-, -) Invoices Adjusted Current Month		- (-, -) Amount Adjusted - Current Month	
- Customers Adjusted Prior Month		- Invoices Adjusted Prior Month		- Amount Adjusted - Prior Month		- Customers Adjusted Prior YCM		- Invoices Adjusted Prior YCM		- Prior Year Month Adjustment \$ Amount	

### \$ Adjusted Amount, Invoices Adjusted per Adjustment Reason

Loading insights...

### ZC3\_BIL\_BILLMTRCSADJUSTMENTS

		Measures
Contract Account Name		Adjustment Reason



[Click to see Detailed Billing Adjustments MoM Variance](#)

[Click to see Detailed Billing Adjustments YOY Variance](#)