This workbook and related data is provided by Obvience.

Obvience is an ISV and an Intellectual Property (IP) Incubator focused on Microsoft Business Intelligence. obviEnce works closely with Microsoft to develop best practices and thought leadership for jump-starting and deploying Microsoft Business Intelligence solutions.

Team Scorecard

RevenueTY Status 🟢

83
# of Customers
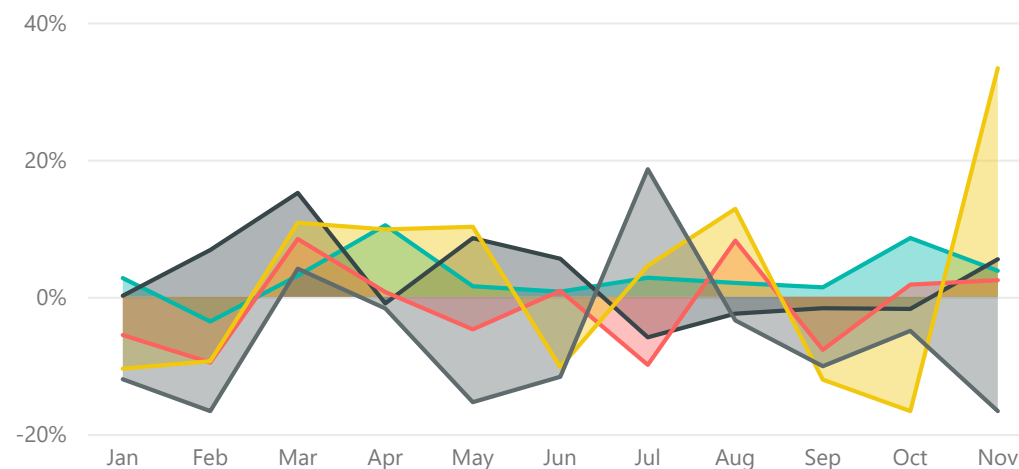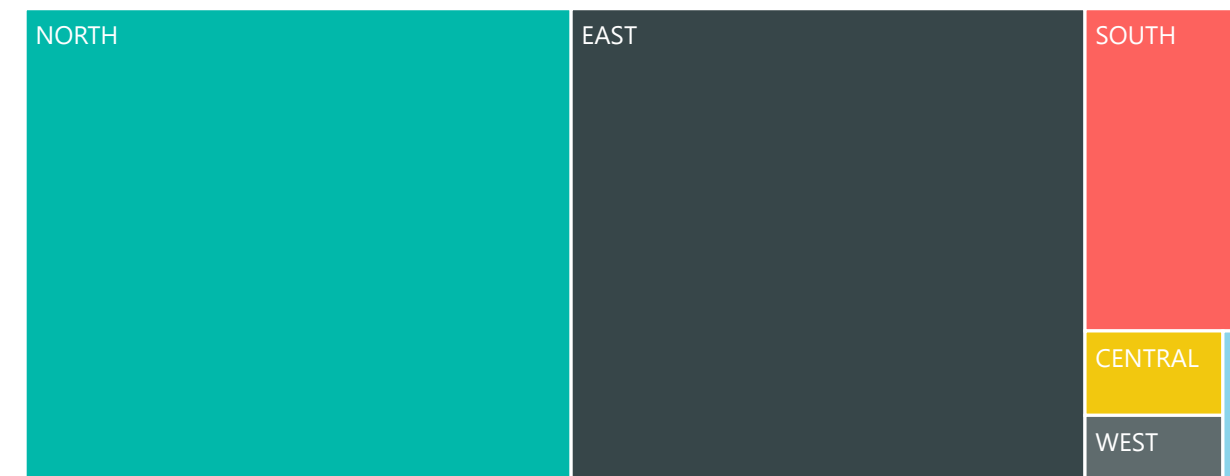
7
# of Products

42.5%
GM%

Name

- [ ] Andrew Ma
- [ ] Annelie Zubar
- [ ] Carlos Grilo
- [ ] Tina Lassila
- [ ] Valery Ushakov

Revenue Var % to Budget by Month and Name

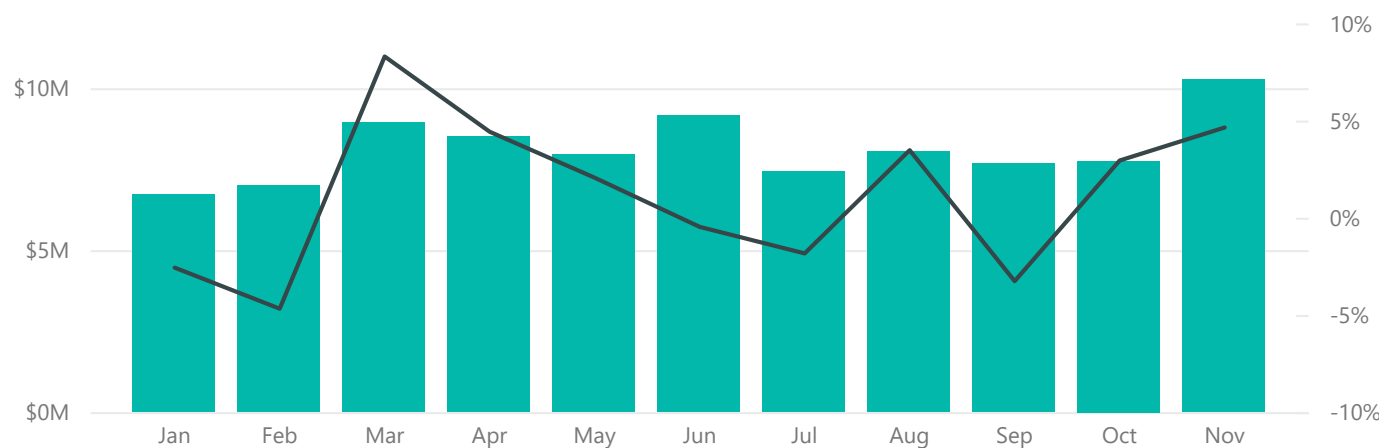Name ● Andrew Ma ● Annelie Zubar ● Carlos Grilo ● Tina Lassila ● Valery Ushakov

Total Revenue by Region

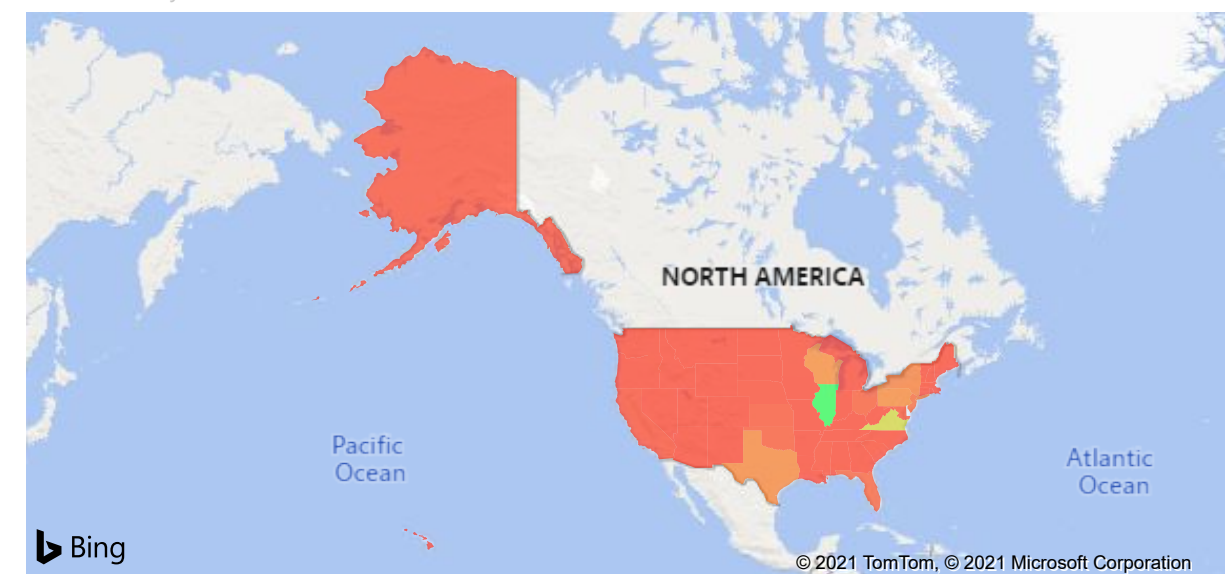NORTH | EAST | SOUTH | CENTRAL | WEST

RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget

RevenueTY by State

NORTH AMERICA

Pacific Ocean

Atlantic Ocean

Bing

© 2021 TomTom, © 2021 Microsoft Corporation

obviEnce ©

Industry Margin Analysis

RevenueTY Status 🟢

# of Customers 80

# of Products 5

GM% 42.5%

Industry ⌄
- [ ] (Blank)
- [ ] CPG
- [ ] Distribution
- [ ] Energy
- [ ] Federal-Civilian
- [ ] Federal-DOD
- [ ] High Tech
- [ ] Industrial
- [ ] Insurance
- [ ] Metals
- [ ] Oil & Gas
- [ ] Paper
- [ ] Pharma
- [ ] Retail
- [ ] Services
- [ ] Telecom
- [ ] Transportation
- [ ] Utilities

Product ⌄
- [ ] (Blank)
- [ ] Gladius
- [ ] MI-72
- [ ] Primus
- [ ] Sova

RevenueTY and GM% by BU
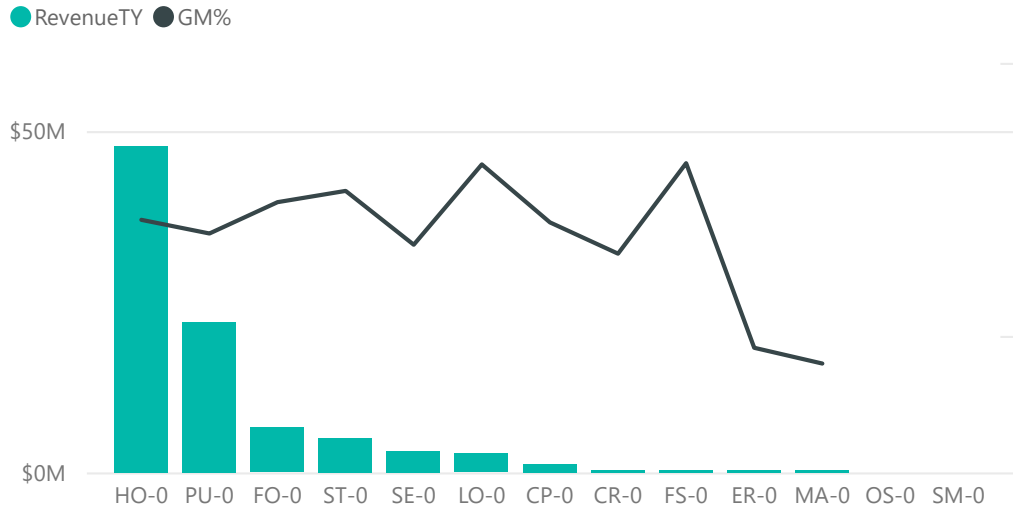
● RevenueTY ● GM%

Total Revenue by Product
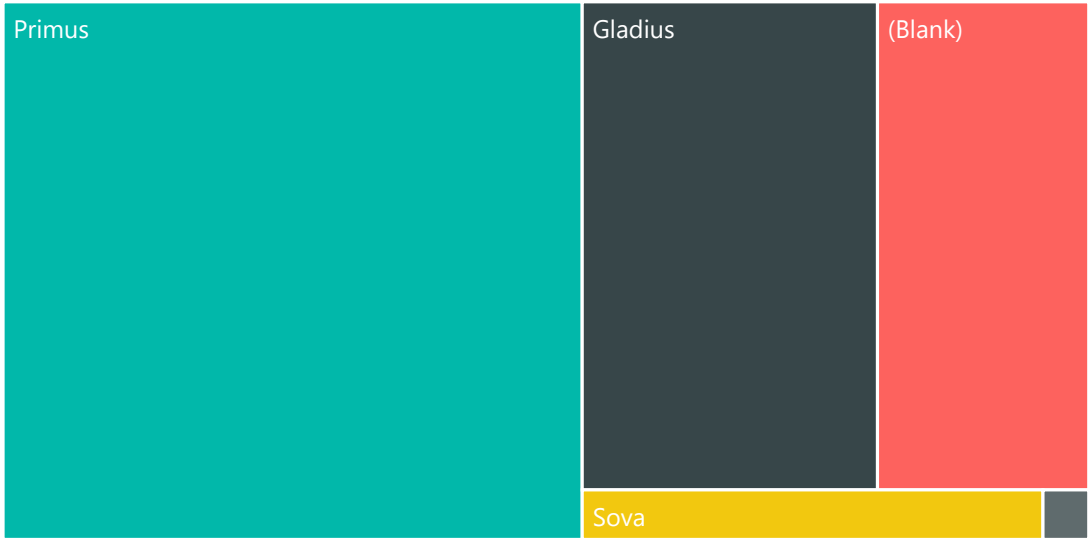
Revenue Var % to Budget, GM% and RevenueTY by Industry and Industry

Industry ● (Blank) ● CPG ● Distribution ● Energy ● Federal-Civilian ● Federal-DOD ● High Tech ● Industrial

GM% by Month and Name

Name
● Andrew Ma
● Annelie Zubar
● Carlos Grilo
● Tina Lassila
● Valery Ushakov

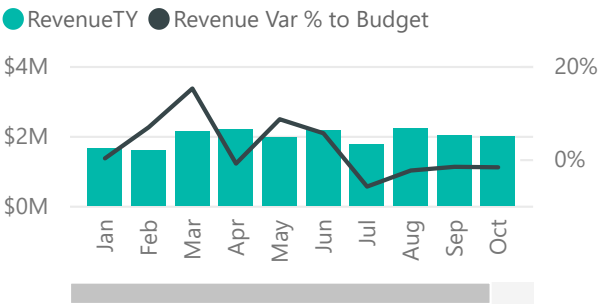obviEnce ©

Scorecard

for

5	⌄

RevenueTY Status

16

# of Customers

RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct

$4M — 20%
$2M — 0%
$0M

Total Revenue by Region

EAST

NO...