

Team Scorecard



RevenueTY Status

83

of Customers

7

of Products

42.5%

GM%

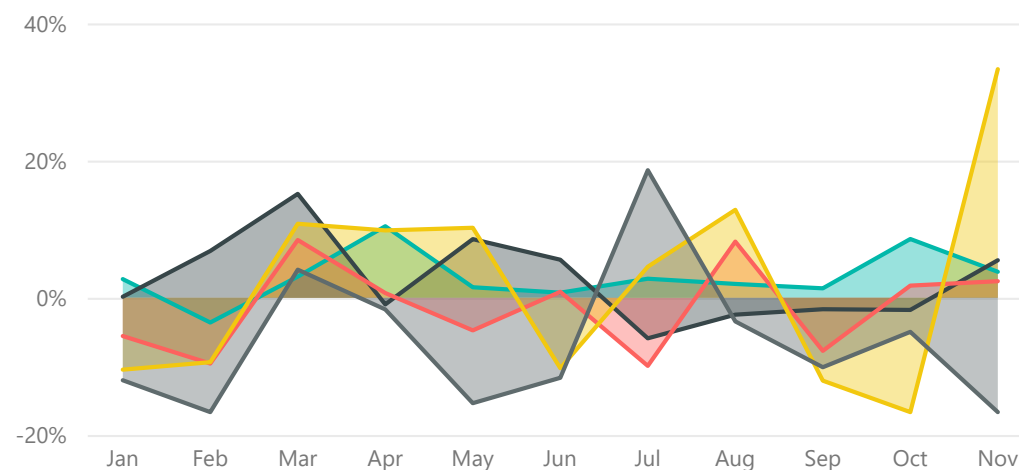
Name



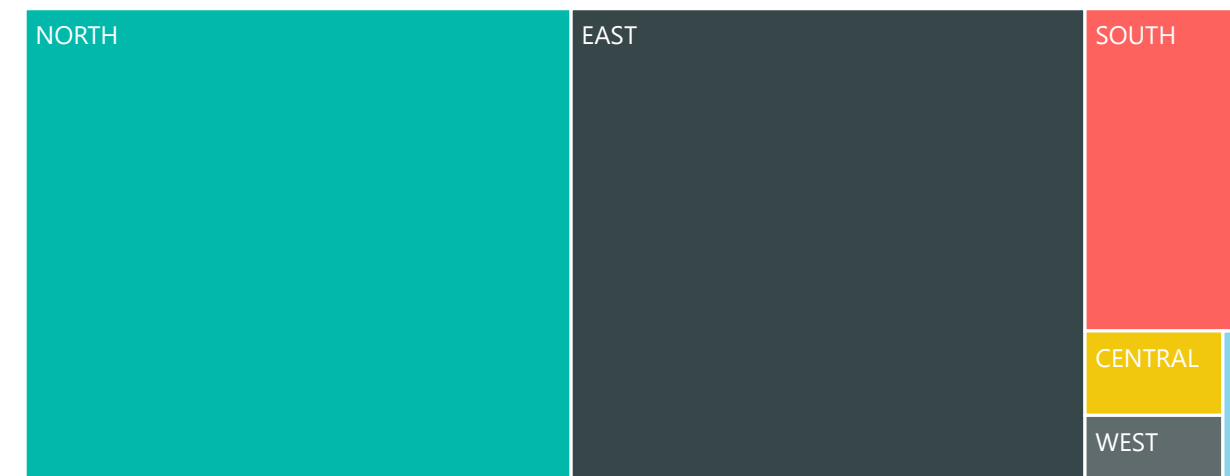
- ☐ Andrew Ma
- ☐ Annelie Zubar
- ☐ Carlos Grilo
- ☐ Tina Lassila
- ☐ Valery Ushakov

Revenue Var % to Budget by Month and Name

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

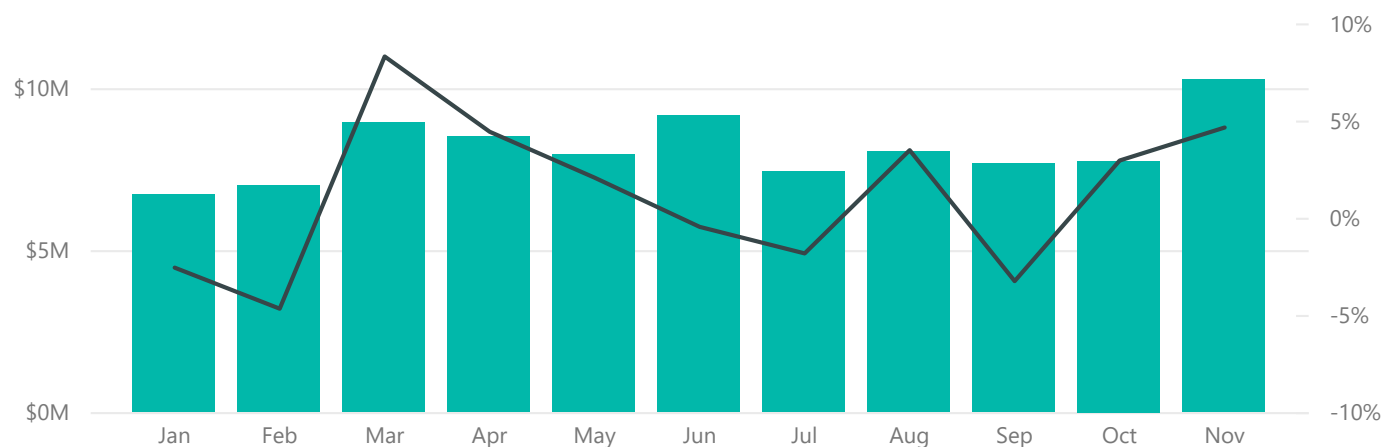


Total Revenue by Region

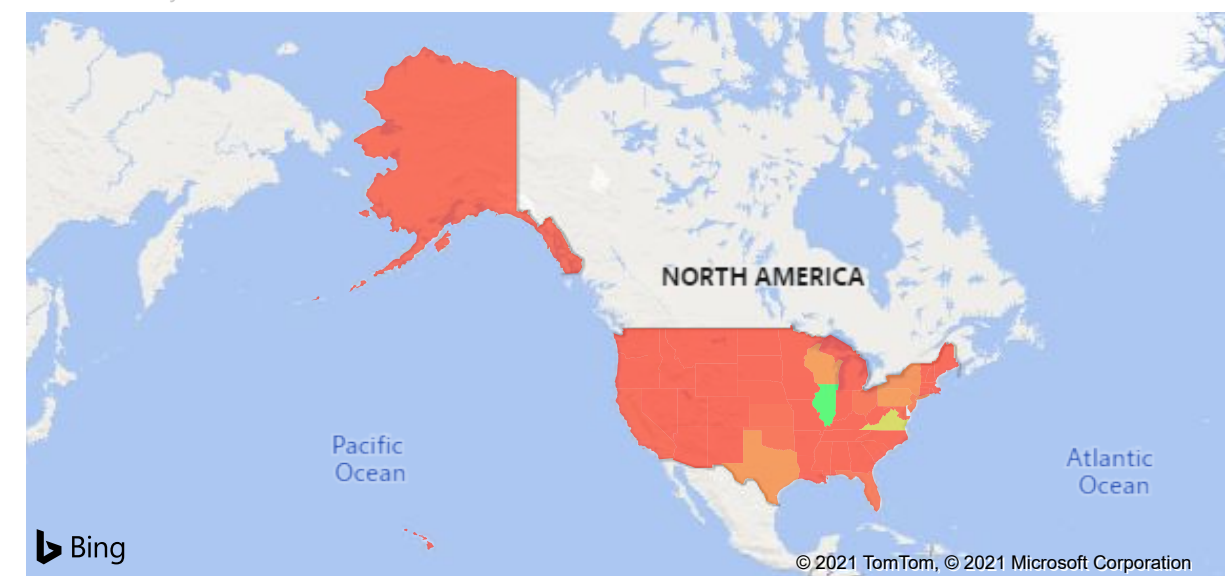


RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget



RevenueTY by State



Industry Margin Analysis

RevenueTY Status

80

of Customers

5

of Products

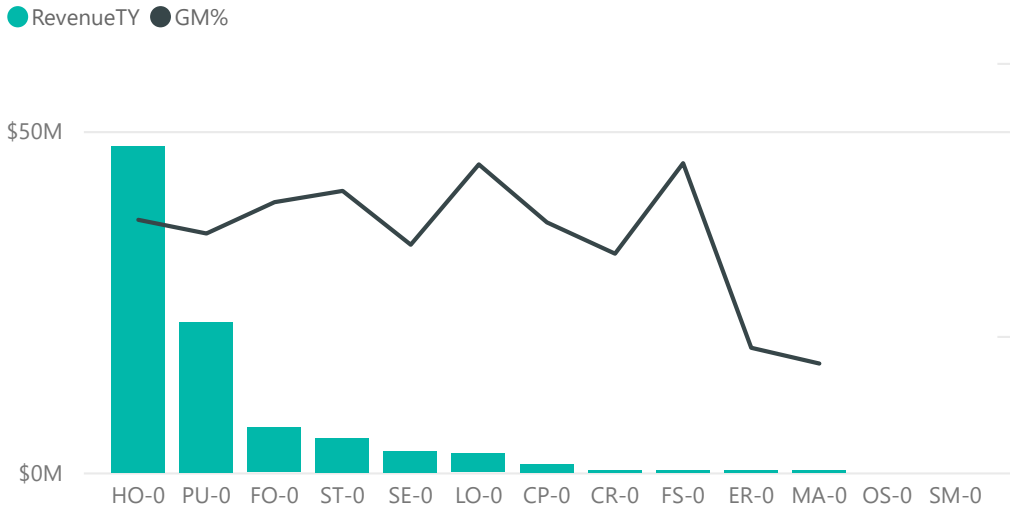
42.5%

GM%

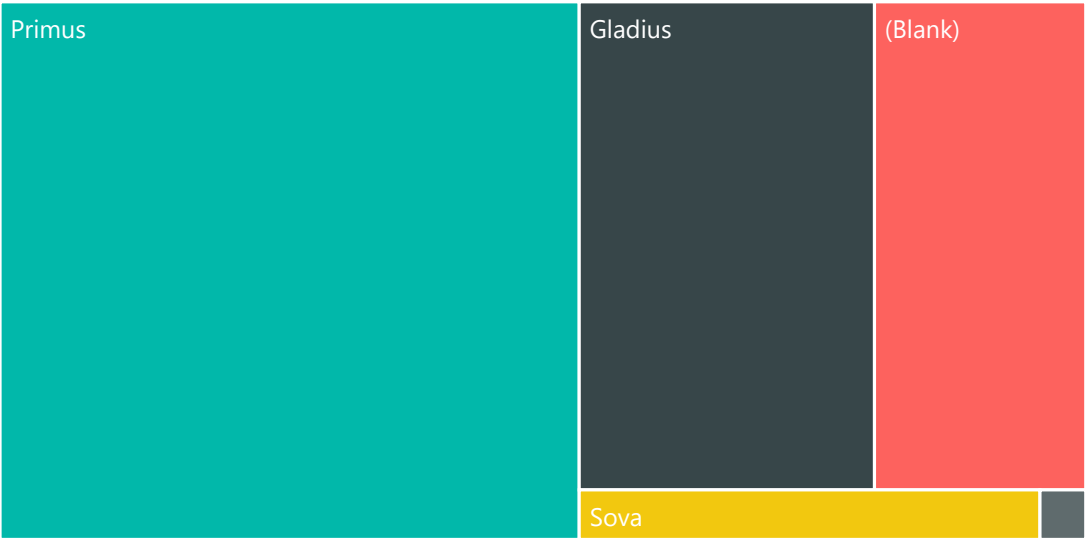
- Industry
- (Blank)
- CPG
- Distribution
- Energy
- Federal-Civilian
- Federal-DOD
- High Tech
- Industrial
- Insurance
- Metals
- Oil & Gas
- Paper
- Pharma
- Retail
- Services
- Telecom
- Transportation
- Utilities

- Product
- (Blank)
- Gladius
- MI-72
- Primus
- Sova

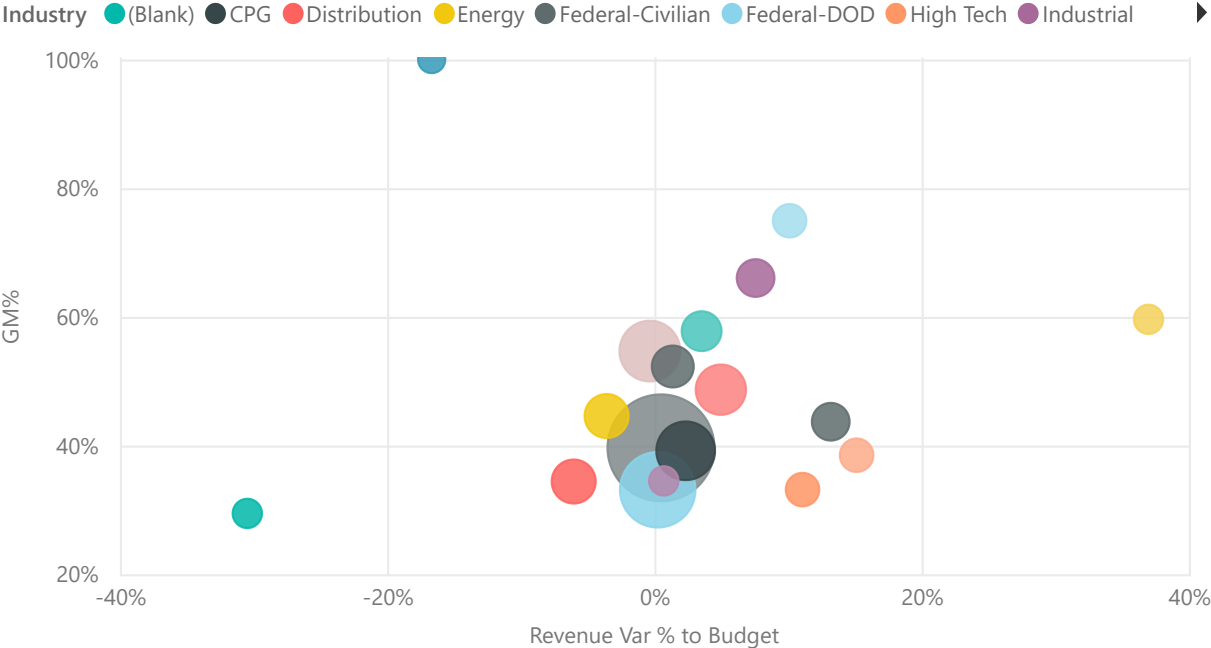
RevenueTY and GM% by BU



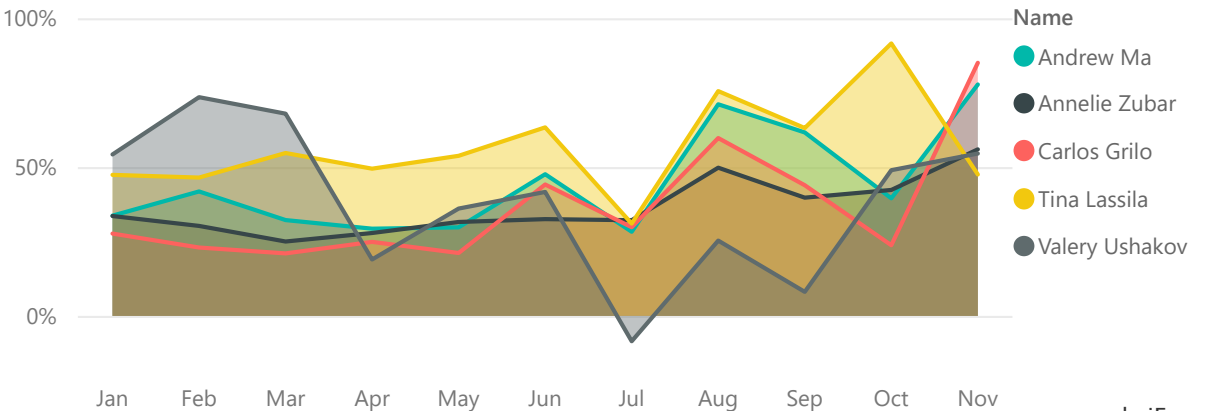
Total Revenue by Product



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



GM% by Month and Name



Scorecard

for

5

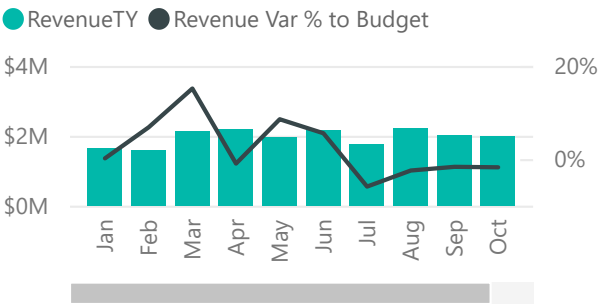


16

RevenueTY Status

of Customers

RevenueTY and Revenue Var % to Budget by Month



Total Revenue by Region

