

Team Scorecard

Revenue Status (Total Year)



83

Number of Customers

7

Number of Products

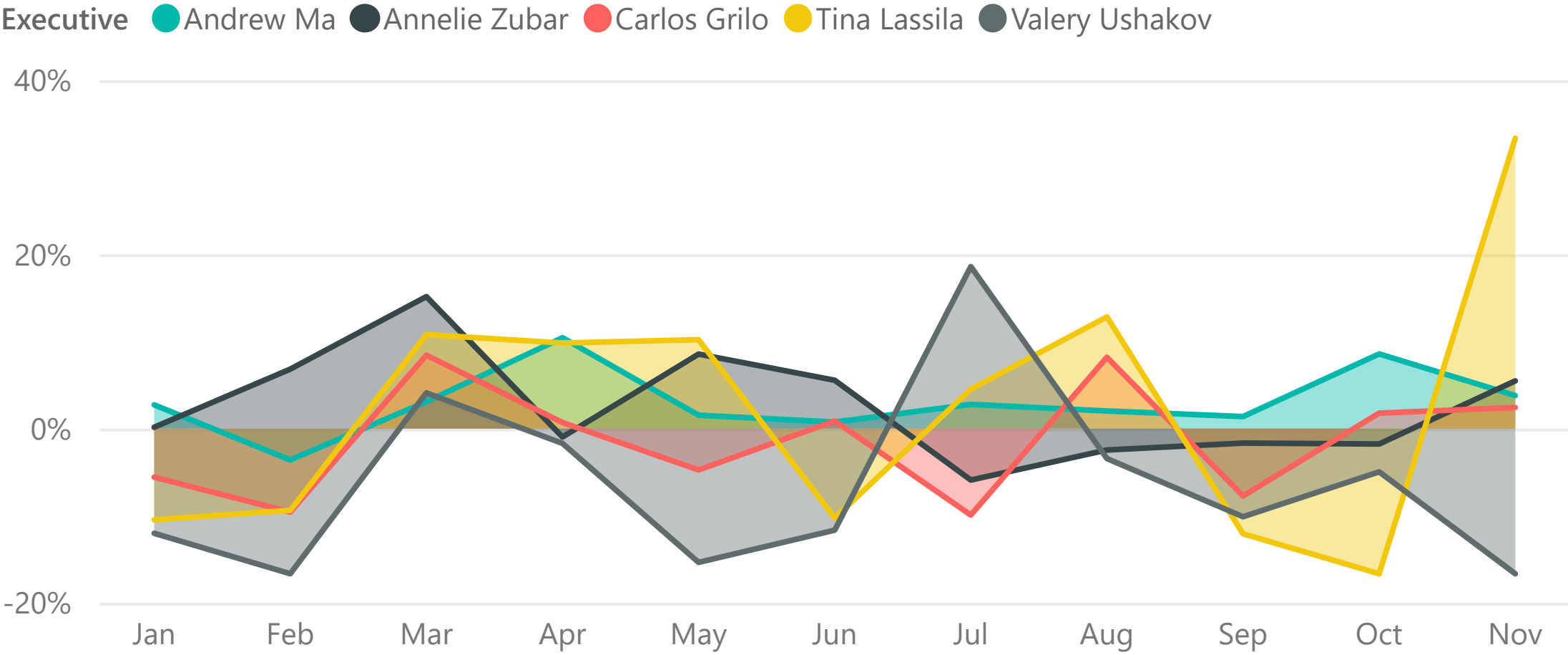
42.5%

Gross Margin %

Executive

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

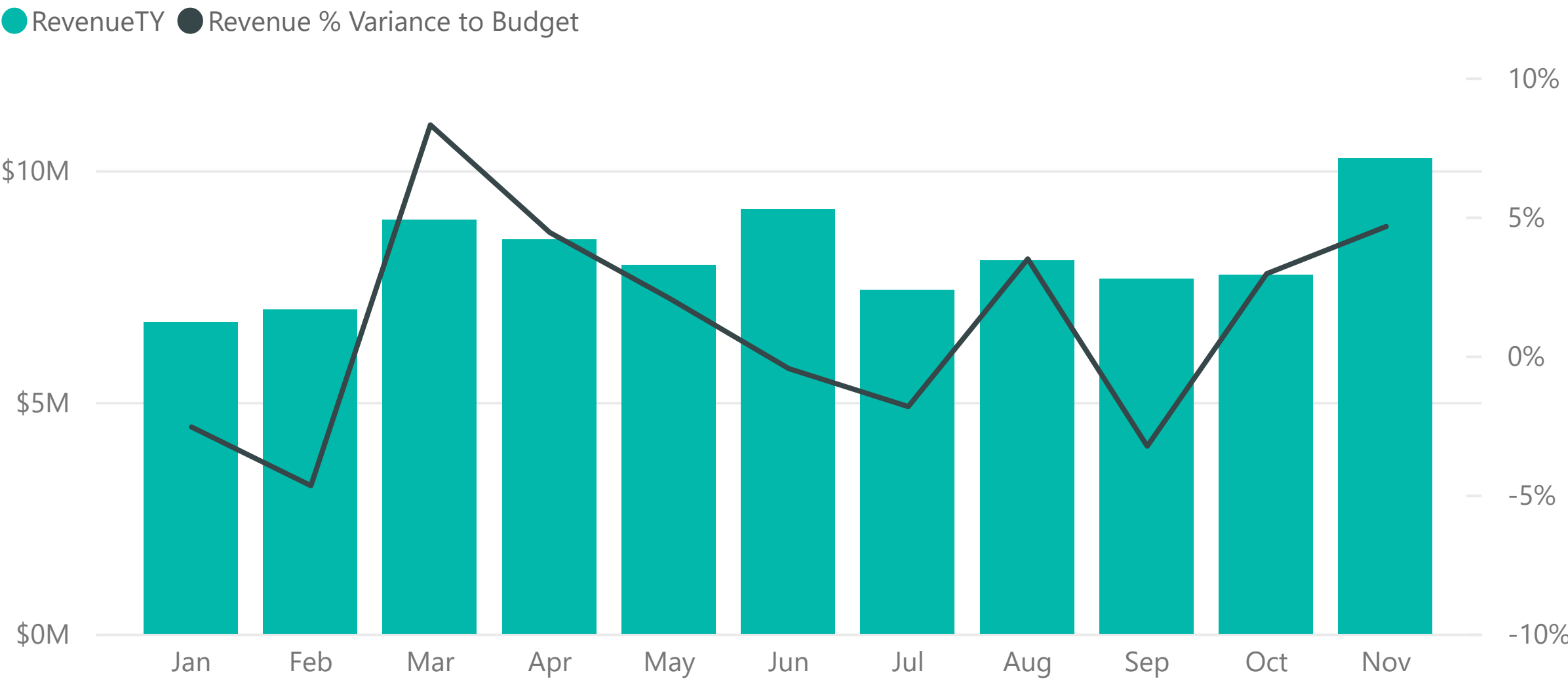
Revenue % Variance to Budget by Month and Executive



Total Revenue by Region



RevenueTY and Revenue % Variance to Budget by Month



Map and filled map visuals aren't enabled for your org. Contact your tenant admin to fix this. [See details](#)

Industry Margin Analysis

Revenue Status (Total Year)



80

Number of Customers

5

Number of Products

42.5%

Gross Margin %

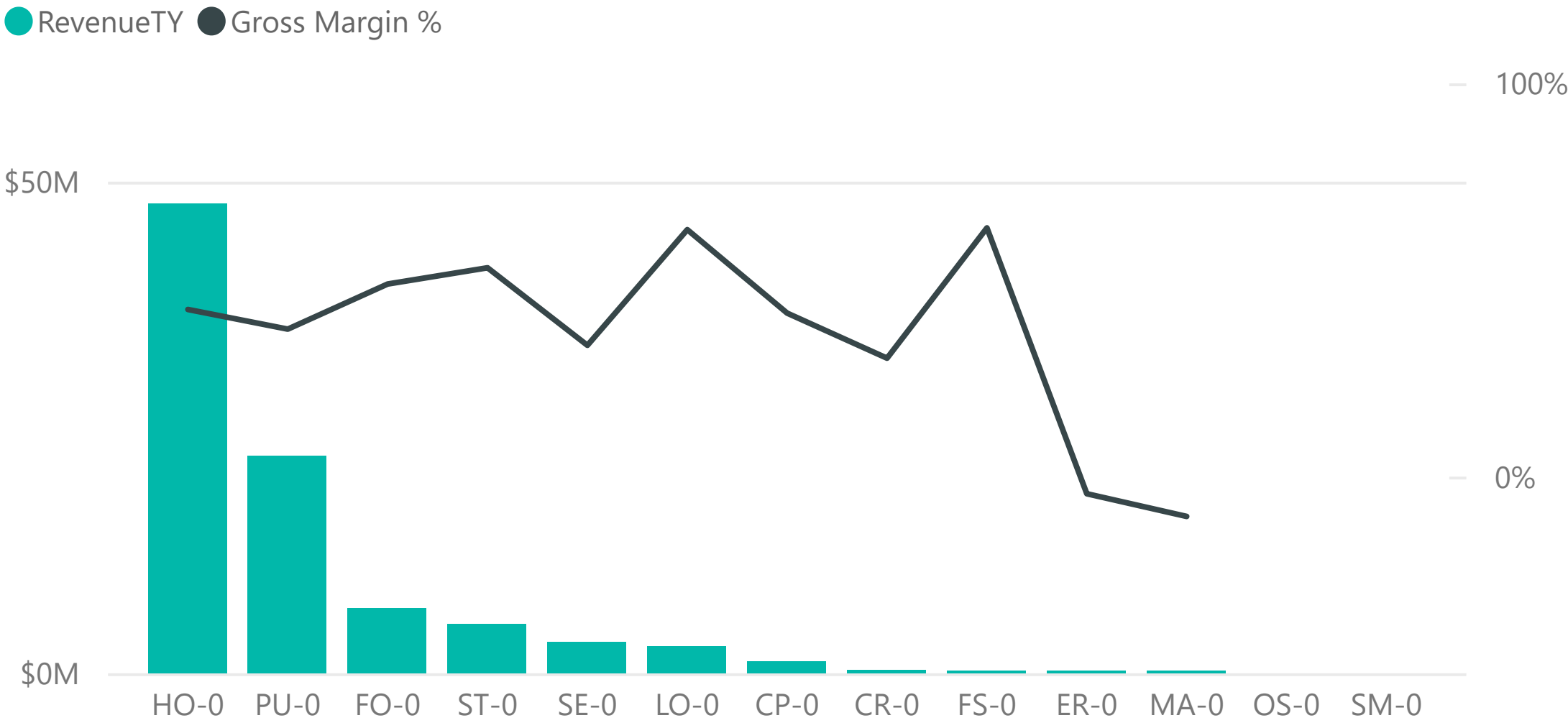
Industry

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

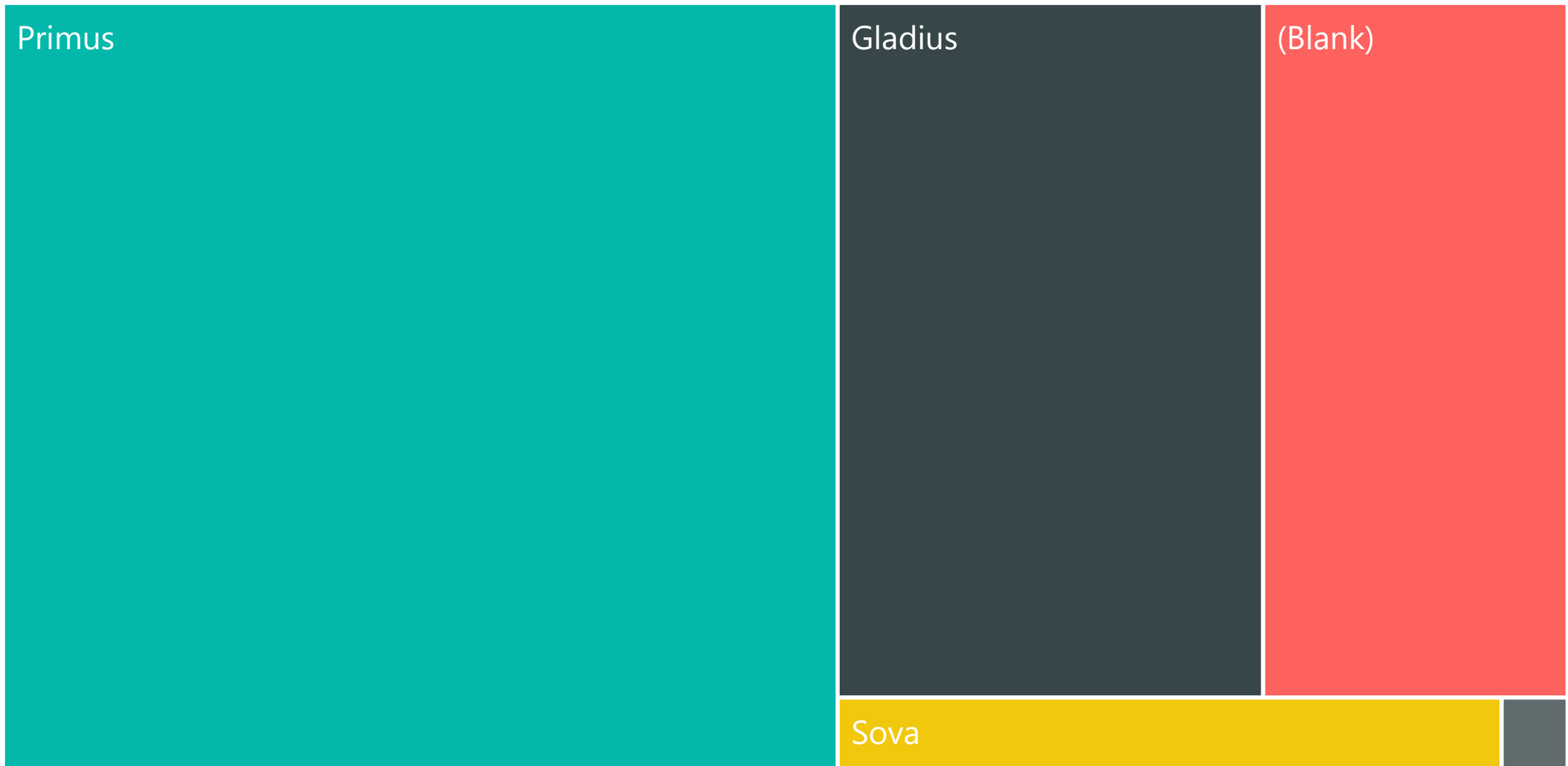
Product

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

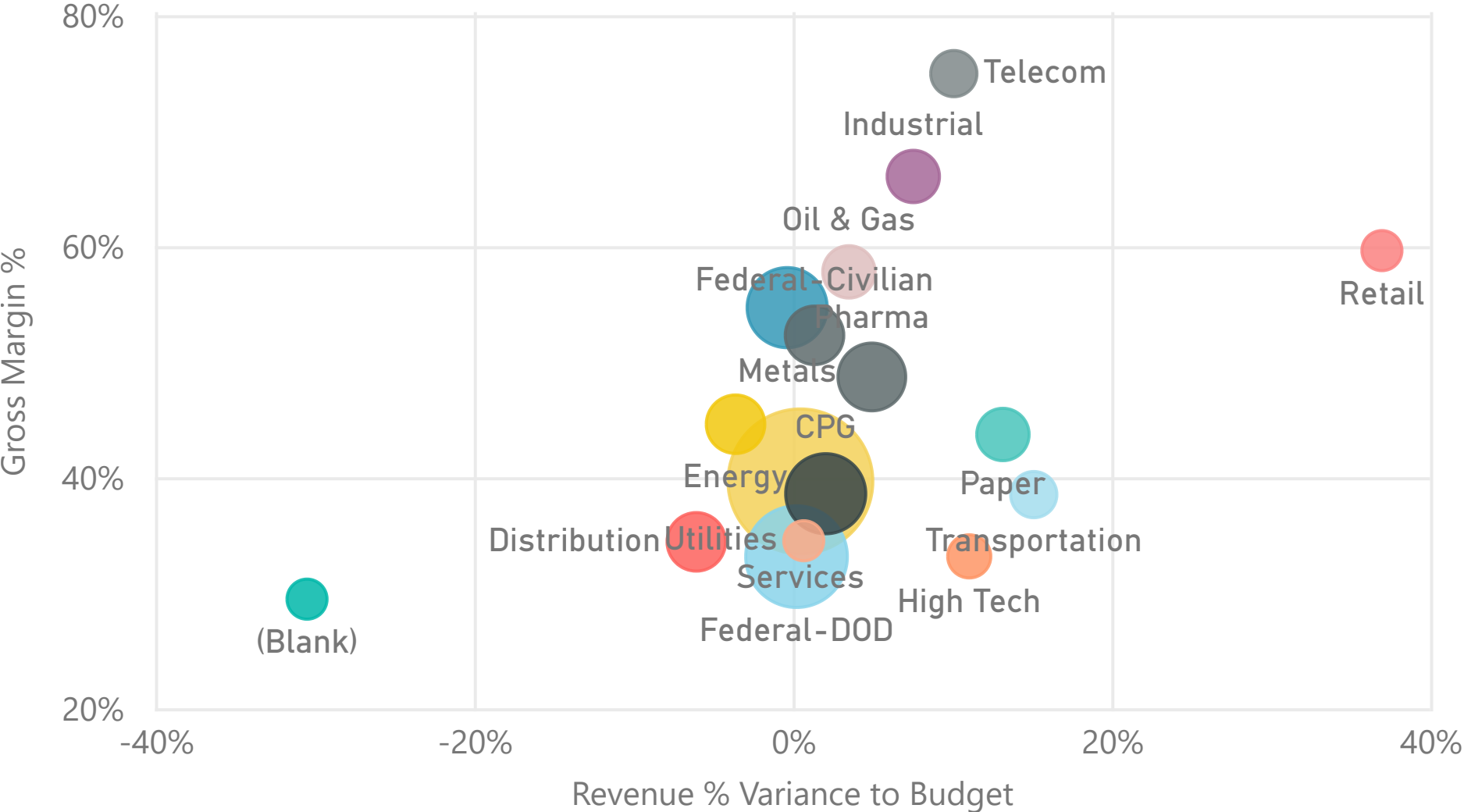
RevenueTY and Gross Margin % by Business Unit



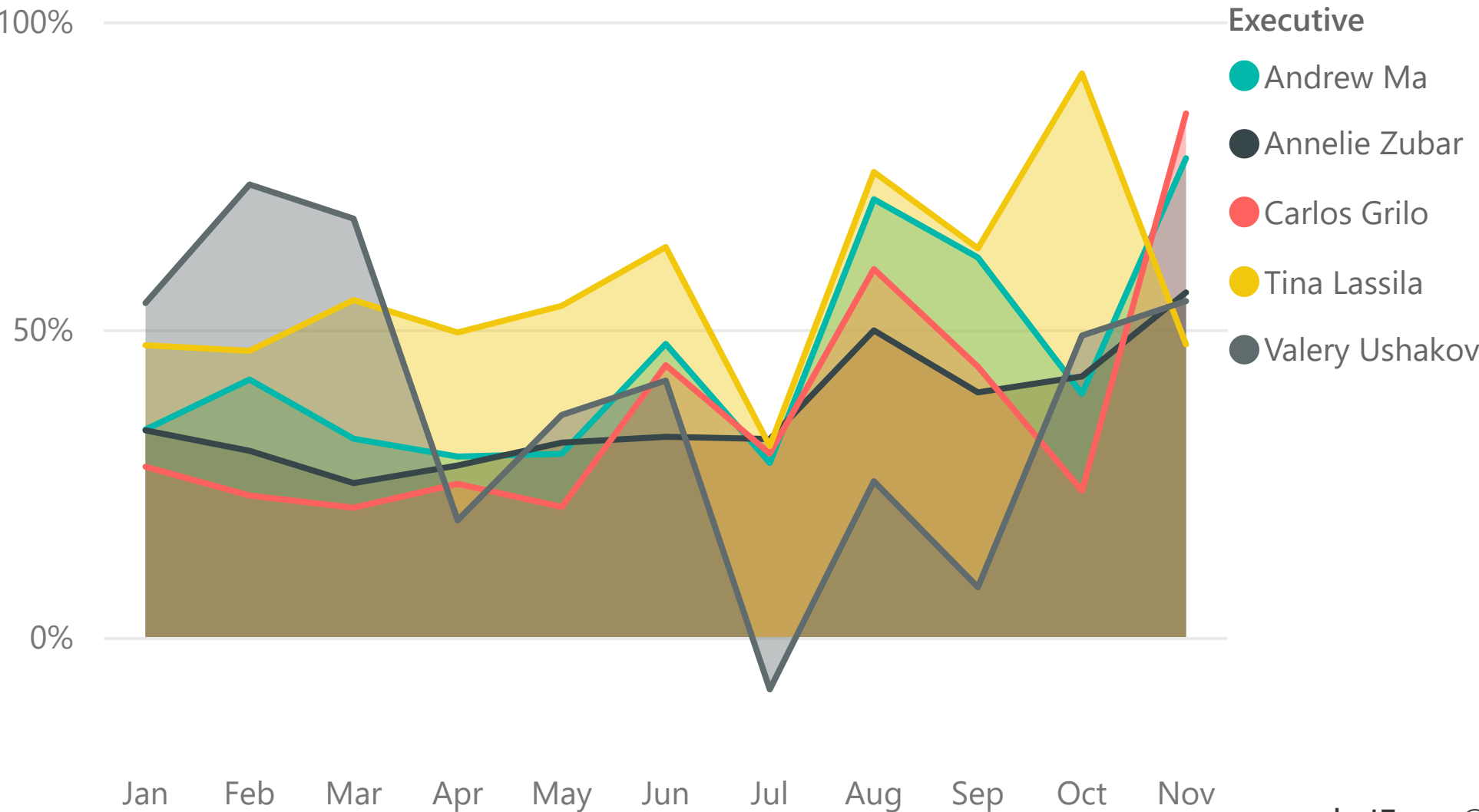
Total Revenue by Product



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



Gross Margin % by Month and Executive



Scorecard

for

Allan Guinot

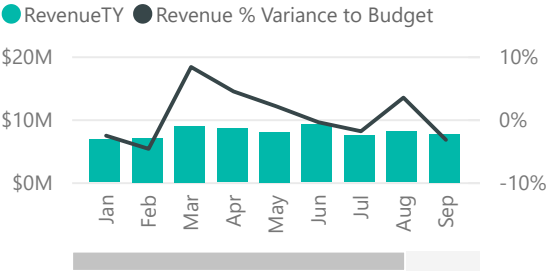
Revenue Status (Total Year)



88

Number of Customers

RevenueTY and Revenue % Variance to Budget by ...



Total Revenue by Region

