

		Region	
		All Regions	
		Measures	
Positions	Department	Actual	Budget
All Positions	All Departments	143,639,982.00	143,199,389.00
	Marketing & Communication	13,910,753.00	13,770,267.00
Account Executive	All Departments	1,279,975.00	1,323,525.00
	Marketing & Communication		
Administration	All Departments	2,049,625.00	2,046,500.00
	Marketing & Communication		
Administrative Assistant	All Departments	3,583,061.00	3,457,094.00
	Marketing & Communication		
Analyst Relations	All Departments	1,133,375.00	1,212,625.00
	Marketing & Communication	1,133,375.00	1,212,625.00
CEO	All Departments	2,049,625.00	1,988,500.00
	Marketing & Communication		
CFO	All Departments	3,265,672.00	3,167,202.00
	Marketing & Communication		
CMO	All Departments	3,583,061.00	3,450,094.00
	Marketing & Communication	3,583,061.00	3,450,094.00
CTO	All Departments	1,257,985.00	1,326,440.00
	Marketing & Communication		
Controller	All Departments	2,163,973.00	2,160,942.00
	Marketing & Communication		
Corporate Compliance	All Departments	1,944,073.00	1,950,092.00
	Marketing & Communication		
District Manager	All Departments	2,782,625.00	2,696,000.00
	Marketing & Communication		
EOE	All Departments	1,942,607.00	1,948,753.00
	Marketing & Communication		
Engineer	All Departments	2,855,925.00	2,785,950.00
	Marketing & Communication		
Graphics	All Departments	3,332,375.00	3,221,125.00
	Marketing & Communication	3,332,375.00	3,221,125.00
HR Generalists	All Departments	3,739,190.00	3,589,699.00
	Marketing & Communication		
HR Training	All Departments	1,211,073.00	1,280,592.00
	Marketing & Communication		
IS	All Departments	2,166,099.00	2,162,883.00
	Marketing & Communication		
Payroll	All Departments	1,045,415.00	1,139,285.00
	Marketing & Communication		
Pre-Sales	All Departments	2,599,375.00	2,528,625.00

		Region	
		All Regions	
		Measures	
Positions	Department	Actual	Budget
	Marketing & Communication		
Press Relations	All Departments	1,761,226.00	1,786,084.00
	Marketing & Communication	1,761,226.00	1,786,084.00
Product Marketing Mgr	All Departments	2,842,731.00	2,773,899.00
	Marketing & Communication	2,842,731.00	2,773,899.00
QA Engineer	All Departments	1,045,415.00	1,132,285.00
	Marketing & Communication		
QA Manager	All Departments	1,086,463.00	1,169,777.00
	Marketing & Communication		
SVP HR	All Departments	2,188,895.00	2,173,705.00
	Marketing & Communication		
SVP Partnerships	All Departments	1,962,755.00	1,949,637.00
	Marketing & Communication		
SVP Services	All Departments	15,421,220.00	15,716,000.00
	Marketing & Communication		
SVP Strategic Development	All Departments	1,061,242.00	1,082,590.00
	Marketing & Communication		
SVP WW Operations	All Departments	1,225,400.00	1,473,439.00
	Marketing & Communication		
Sales Rep	All Departments	2,745,975.00	2,662,525.00
	Marketing & Communication		
Senior Consultant	All Departments	15,160,199.00	15,316,000.00
	Marketing & Communication		
Senior Engineer	All Departments	3,265,672.00	3,160,202.00
	Marketing & Communication		
Senior Sales Rep	All Departments	1,760,823.00	1,762,717.00
	Marketing & Communication		
Services Mgr	All Departments	17,401,786.00	17,916,000.00
	Marketing & Communication		
Staff Consultant	All Departments	14,220,896.00	14,634,206.00
	Marketing & Communication		
Trainer	All Departments	14,113,548.00	12,516,000.00
	Marketing & Communication		
VP Engineering	All Departments	1,132,642.00	1,211,957.00
	Marketing & Communication		
Writer	All Departments	1,257,985.00	1,326,440.00
	Marketing & Communication	1,257,985.00	1,326,440.00