

Overall Performance Summary

Segment

All

Industry

All

Vertical

All

Potential Account

All

Potential Category

All

Account Name

All

Vertical Manager

All

Account Manager

All

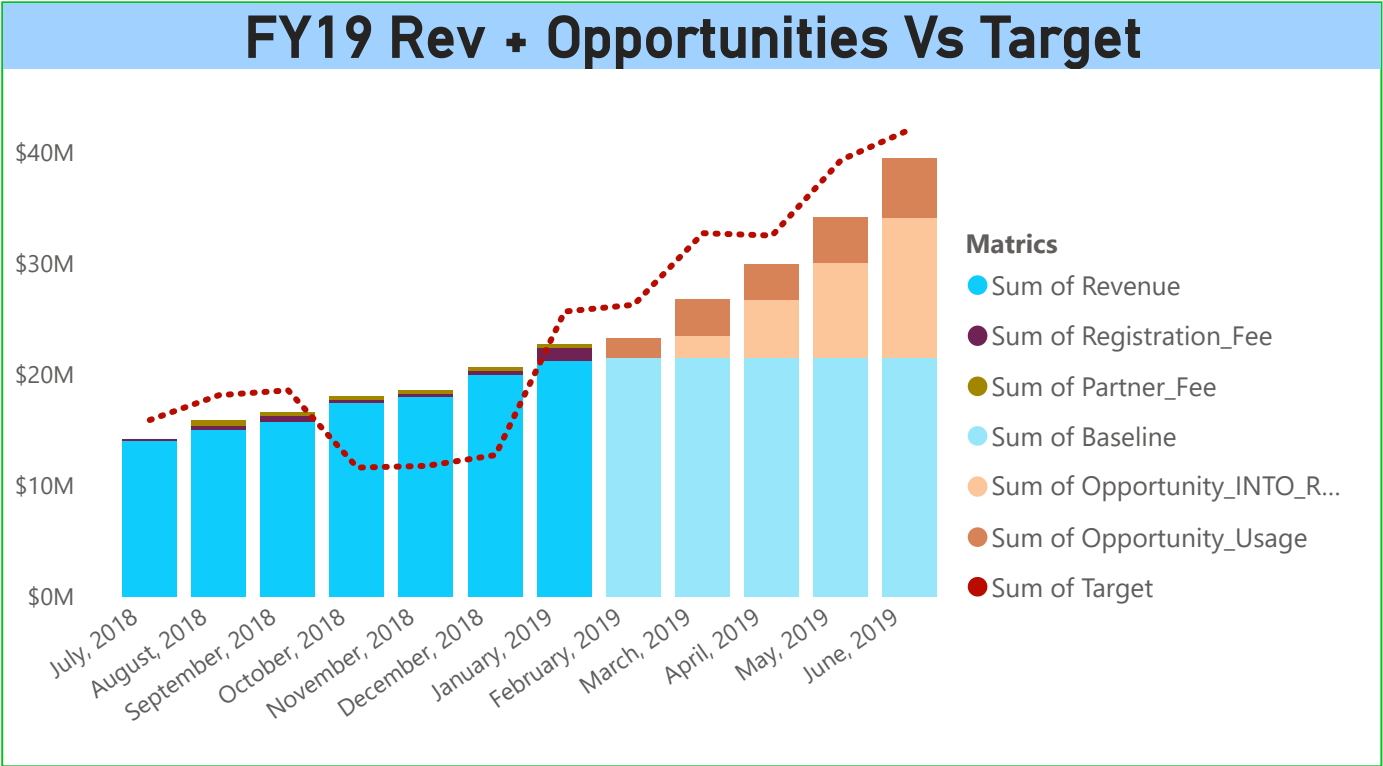
Total Revenue vs Target

\$280M

\$287.19M

\$0M

\$400M



Revenue Performance Table MoM													
	July, 2018	August, 2018	September, 2018	October, 2018	November, 2018	December, 2018	January, 2019	February, 2019	March, 2019	April, 2019	May, 2019	June, 2019	Total
Revenue	\$14,034,785	\$15,037,469	\$15,748,219	\$17,479,367	\$17,995,751	\$19,973,825	\$21,221,564	\$0	\$0	\$0	\$0	\$0	\$121,490,980
Registration Fee	\$109,738	\$285,794	\$579,861	\$208,683	\$278,024	\$336,205	\$1,162,265	\$0	\$0	\$0	\$0	\$0	\$2,960,570
Partner Fee	\$0	\$521,222	\$291,586	\$299,819	\$314,051	\$303,351	\$273,764	\$0	\$0	\$0	\$0	\$0	\$2,003,793
Baseline	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$21,495,328	\$21,495,328	\$21,495,328	\$21,495,328	\$21,495,328	\$107,476,640
Opportunity Usage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,742,720	\$3,302,258	\$3,170,476	\$4,079,688	\$5,334,617	\$17,629,759
Opportunity into Runrate	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,959,370	\$5,258,608	\$8,537,581	\$12,651,001	\$28,406,560
Total Revenue	\$14,144,523	\$15,844,485	\$16,619,666	\$17,987,869	\$18,587,826	\$20,613,381	\$22,657,593	\$23,238,048	\$26,756,956	\$29,924,412	\$34,112,597	\$39,480,946	\$279,968,302
-													
Target	\$15,895,786	\$18,128,718	\$18,568,262	\$11,614,246	\$11,765,670	\$12,738,795	\$25,656,798	\$26,265,117	\$32,707,337	\$32,495,339	\$39,302,767	\$42,056,044	\$287,194,879
Delta	(\$1,751,263)	(\$2,284,233)	(\$1,948,596)	\$6,373,623	\$6,822,156	\$7,874,586	(\$2,999,205)	(\$3,027,069)	(\$5,950,381)	(\$2,570,927)	(\$5,190,170)	(\$2,575,098)	(\$7,226,577)
vs Target	<div></div> -11.02%	<div></div> -12.60%	<div></div> -10.49%	<div></div> 54.88%	<div></div> 57.98%	<div></div> 61.82%	<div></div> -11.69%	<div></div> -11.53%	<div></div> -18.19%	<div></div> -7.91%	<div></div> -13.21%	<div></div> -6.12%	-2.52%

Segment Summary				
Segment	Total Revenue	Target	Delta	vs Target
SMC Education	\$6,321,542	\$425,764	\$5,895,778	<div></div> 1384.75%
SMB	\$2,885,473	\$1,130,953	\$1,754,520	<div></div> 155.14%
SMC Comm	\$11,349,563	\$5,916,769	\$5,432,794	<div></div> 91.82%
Priority PS	\$49,557,834	\$47,542,466	\$2,015,368	<div></div> 4.24%
Strategic	\$110,949,998	\$112,714,244	(\$1,764,246)	<div></div> -1.57%
Priority Commercial	\$83,992,545	\$89,387,141	(\$5,394,596)	<div></div> -6.04%
Public Sector	\$14,911,347	\$30,077,542	(\$15,166,195)	<div></div> -50.42%
Total	\$279,968,302	\$287,194,879	(\$7,226,577)	-2.52%

Vertical Summary				
Vertical	Total Revenue	Target	Delta	vs Target
Service Providers	\$15,552,374	\$6,708,170	\$8,844,204	<div></div> 131.84%
Wholesale Distribution	\$23,879,276	\$19,129,445	\$4,749,831	<div></div> 24.83%
Higher Education	\$23,499,721	\$19,990,985	\$3,508,736	<div></div> 17.55%
Charities and Philanthropic	\$2,853,928	\$0	\$2,853,928	<div></div> Infinity
Public Administration	\$15,560,183	\$13,126,275	\$2,433,908	<div></div> 18.54%
High Tech and Electronics	\$2,947,648	\$1,181,829	\$1,765,819	<div></div> 149.41%
Transport Services	\$4,706,398	\$2,985,726	\$1,720,672	<div></div> 57.63%
Construction	\$4,356,087	\$3,054,510	\$1,301,577	<div></div> 42.61%
Chemicals	\$2,509,443	\$1,225,366	\$1,284,077	<div></div> 104.79%
Primary Education	\$7,724,436	\$6,452,385	\$1,282,051	<div></div> 19.87%
Total	\$279,968,302	\$287,194,879	(\$7,226,577)	-2.52%

Product Summary				
Product Category	Total Revenue	Target	Delta	vs Target
Products	\$232,497,466	\$199,260,715	\$33,236,751	<div></div> 16.68%
Support	\$20,592,901	\$27,626,188	(\$7,033,287)	<div></div> -25.46%
Services	\$26,877,935	\$60,307,976	(\$33,430,041)	<div></div> -55.43%
Total	\$279,968,302	\$287,194,879	(\$7,226,577)	-2.52%

Industry Summary				
Industry	Total Revenue	Target	Delta	vs Target
Libraries and Museums	\$624,711	\$67,134	\$557,577	<div></div> 830.54%
Nonprofit	\$5,981,337	\$1,893,927	\$4,087,410	<div></div> 215.82%
Telecommunications	\$15,552,374	\$6,708,170	\$8,844,204	<div></div> 131.84%
Chemicals	\$2,994,258	\$1,824,221	\$1,170,037	<div></div> 64.14%
Primary Education	\$7,734,436	\$6,452,385	\$1,282,051	<div></div> 19.87%
Higher Education	\$23,499,721	\$19,990,985	\$3,508,736	<div></div> 17.55%
Consumer Goods	\$33,296,713	\$28,488,623	\$4,808,090	<div></div> 16.88%
Smart Spaces	\$9,675,536	\$8,391,636	\$1,283,900	<div></div> 15.30%
Travel and Transportation	\$8,835,402	\$8,057,556	\$777,846	<div></div> 9.65%
Total	\$279,968,302	\$287,194,879	(\$7,226,577)	-2.52%

Industry/ Vertical/ Account Breakdown Summary

Segment

All

Industry

All

Vertical

All

Potential Account

All

Potential Category

All

Account Name

All

Vertical Manager

All

Account Manager

All

Product Seller

All

General Seller

All

Service Seller

All

Support Seller

All

Account/ Vertical Summary									
Industry	Vertical	Account Number	Opportunities Extrapolation	Average Opportunity Usage	Total Revenue	Target	Delta	vs Target	Opp Needed to 130% Coverage
Libraries and Museums	Libraries and Museums	2	\$20,419	\$104	\$659,975	\$67,134	\$592,841	883.07%	(\$572,701)
	Total	2	\$20,419	\$104	\$659,975	\$67,134	\$592,841	883.07%	(\$572,701)
Nonprofit	Charities and Philanthropic	16	\$485,567	\$176	\$4,733,317	\$0	\$4,733,317	Infinity	(\$4,733,317)
	Membership Organizations	10	\$549,890	\$408	\$5,111,301	\$1,893,927	\$3,217,374	169.88%	(\$2,649,196)
	Total	26	\$1,035,457	\$283	\$9,844,618	\$1,893,927	\$7,950,691	419.80%	(\$7,382,513)
Telecommunications	Service Providers	4	\$1,725,442	\$3,999	\$17,992,409	\$6,708,170	\$11,284,239	168.22%	(\$9,271,788)
	Total	4	\$1,725,442	\$3,999	\$17,992,409	\$6,708,170	\$11,284,239	168.22%	(\$9,271,788)
Local Government	Public Safety	6	\$101,388	\$1,236	\$2,394,128	\$998,848	\$1,395,280	139.69%	(\$1,095,626)
	Total	6	\$101,388	\$1,236	\$2,394,128	\$998,848	\$1,395,280	139.69%	(\$1,095,626)
Chemicals	Chemicals	6	\$982,578	\$1,456	\$3,544,424	\$1,225,366	\$2,319,058	189.25%	(\$1,951,448)
	Automotive	3	\$40,000	\$162	\$660,418	\$598,855	\$61,563	10.28%	\$118,091
	Total	9	\$1,022,578	\$1,039	\$4,204,842	\$1,824,221	\$2,380,621	130.50%	(\$1,833,355)

Account/ Vertical Summary									
Account_Name	General_Seller	No_of_Opportinities	Opportunities Extrapolation	Average Opportunity Usage	Total Revenue	Target	Delta	vs Target	Opp Needed to 130% Coverage
GRIFFIN; ROY		4	\$19,009	(\$1,381)	(\$39,359)	\$6,896	(\$46,255)	-670.75%	\$48,324
Roger's Broadcasting	lhoytAL	5	\$66,097	\$368	\$833,984	(\$160,311)	\$994,295	-620.23%	(\$1,042,388)
Reno Fabricating & Sales Co.; Inc	lheyten	4	\$49,826	\$365	\$413,818	(\$101,285)	\$515,103	-508.57%	(\$545,489)
Penco Industries		1	\$0	(\$319)	(\$10,688)	\$4,776	(\$15,464)	-323.79%	\$16,897
Matthew Warren	lclytRI	5	\$9,960	\$72	\$31,609	(\$28,653)	\$60,262	-210.32%	(\$68,858)
Debbie Calandi		0	\$0	\$0	\$0	\$956	(\$956)	-100.00%	\$1,243
Dragonstar Crafts		0	\$0	\$0	\$0	\$504	(\$504)	-100.00%	\$655
Grand Tool Supply	lclyt	0	\$0	\$0	\$0	\$46,972	(\$46,972)	-100.00%	\$61,064
JIT Supply Company	lheyten	0	\$0	\$0	\$0	\$46,493	(\$46,493)	-100.00%	\$60,441

Account/ Vertical Summary								
Account_Name	No_of_Opportinities	Opportunities Extrapolation	Average Opportunity Usage	Total Revenue	Target	Delta	vs Target	Opp Needed to 130% Coverage
Rajesh	37	\$1,627,448	\$11,758	\$16,177,830	\$4,132,307	\$12,045,523	291.50%	(\$10,805,831)
KV Vet Supply	9	\$173,610	\$7,826	\$763,200	\$0	\$763,200	Infinity	(\$763,200)
Muaban.net	33	\$788,743	\$6,037	\$3,490,692	\$1,930,650	\$1,560,042	80.80%	(\$980,847)
Cinnamon Windmill	26	\$367,818	\$5,372	\$3,675,665	\$2,496,402	\$1,179,263	47.24%	(\$430,342)
Crosstech	35	\$654,983	\$5,103	\$41,529,276	\$29,233,718	\$12,295,558	42.06%	(\$3,525,443)
Dillard's Inc	7	\$441,162	\$4,899	\$967,102	\$30,492	\$936,610	3071.66%	(\$927,462)
Code Enforcement Officials Of So Il	11	\$28,037	\$4,815	\$1,716,803	\$747,610	\$969,193	129.64%	(\$744,910)
Online Apparel	9	\$87,366	\$4,672	\$267,070	\$0	\$267,070	Infinity	(\$267,070)
Bill Wahl Supply	53	\$1,132,096	\$4,143	\$26,529,780	\$15,520,432	\$11,009,348	70.93%	(\$6,353,218)
Dollar Store Svc	4	\$16,380	\$4,142	\$592,383	\$43,690	\$548,693	1255.88%	(\$535,586)
Surgident Instrument; Corp	15	\$597,420	\$3,938	\$4,914,913	\$3,348,181	\$1,566,732	46.79%	(\$562,278)
Audio Books For The Elderly	15	\$100,357	\$3,898	\$598,585	\$426,562	\$172,023	40.33%	(\$44,054)
Jim Vance	55	\$619,060	\$3,864	\$15,987,269	\$12,231,769	\$3,755,500	30.70%	(\$85,969)
Bob Medeiros	7	\$415,160	\$3,598	\$692,295	\$20,313	\$671,982	3308.14%	(\$665,888)
Reuben Landsberg Sons	19	\$189,593	\$3,563	\$7,950,053	\$7,542,892	\$407,161	5.40%	\$1,855,707

Opportunity Summary

Fiscal year

FY19

Fiscal Quarter

All

Fiscal Month

All

Segment

All

Industry

All

Vertical

All

Product Category

All

Potential Account

All

Account Name

All

Account Number

All

Account Manager

All

Vertical Manager

All

Account/ Vertical Summary							
Account_Name	Opportunity_ID	Opportunity_Name	Opportunity_Status	Project_Status	Opportunity_Stage	Opportunity_Usage	Opportunities_extrapolation
0-RISK-WEBHOSTING	pr3553	App production	In Progress	Active	Stage 2	\$3,413	\$3,413
	pr4205	Account set up	Completed	Inactive	Stage 1	\$2,000	\$24,000
	pr4534	Managed Disks	In Progress	Active	Stage 2	\$683	\$2,049
	pr4900	Acceleration in Projects	Completed	Inactive	Stage 4	\$5,000	\$10,000
	pr5061	Accuvate initial work	Blocked	Active	Stage 1	\$7,976	\$23,928
	pr6726	Client onboarding	In Progress	Inactive	Stage 3	\$11,574	\$69,444
	pr6860	Acceleration in Projects	In Progress	Active	Stage 2	\$54,600	\$54,600
	Se9513	Back Up And DR	Blocked	Active	Stage 5	\$250	\$2,750
	Su12424	Back Up And DR	In Progress	Active	Stage 2	\$5,000	\$35,000
	Su14390	Managed Instance	In Progress	Inactive	Stage 2	\$500	\$3,500
A & I Supply	pr3290	Account set up	In Progress	Active	Stage 1	\$950	\$8,550
	pr3650	Account set up	In Progress	Inactive	Stage 2	\$8,640	\$69,120
	pr3851	default method for experimentation	In Progress	Active	Stage 0	\$5,000	\$25,000
	pr4060	Acceleration in Projects	In Progress	Inactive	Stage 3	\$750	\$6,750
	pr6297	Managed Instance	In Progress	Inactive	Stage 1	\$2,730	\$8,190
	pr6674	Account setup	In Progress	Active	Stage 2	\$1,092	\$9,828
	pr7317	default method for experimentation	In Progress	Active	Stage 0	\$120	\$360
	pr8049	phase rollout	In Progress	Active	Stage 1	\$1,365	\$5,460
	pr8119	Client onboarding	In Progress	Active	Stage 2	\$20,475	\$20,475
	Se9371	Achieve Storage	In Progress	Active	Stage 4	\$15,000	\$60,000
	Se9778	phase of migration	In Progress	Active	Stage 2	\$2,000	\$24,000
	Su11524	Managed Disks	Completed	Inactive	Stage 5	\$5,000	\$35,000
	Su11691	Account set up	In Progress	Active	Stage 4	\$20,475	\$81,900
	Su12128	ACT Premium enabled	Completed	Active	Stage 1	\$2,000	\$24,000
	Su12394	Back Up And DR	In Progress	Active	Stage 0	\$1,000	\$5,000
	Su12419	Manufacturing Images	Completed	Active	Stage 2	\$1,000	\$6,000
	Su13079	Account set up	In Progress	Active	Stage 1	\$5,000	\$10,000
	Su14779	Managed Disks	In Progress	Inactive	Stage 0	\$15,000	\$15,000
	Su15469	App production	In Progress	Inactive	Stage 0	\$2,000	\$16,000
A A D All American Dialup Zeuter) 866) 4US-DIAL	pr3369	phase of migration	Completed	Inactive	Stage 5	\$10,000	\$60,000
	pr4125	ACT Premium enabled	Completed	Inactive	Stage 5	\$2,730	\$13,650
	pr5735	default method for experimentation	In Progress	Inactive	Stage 2	\$683	\$7,513
	pr6093	ACT Premium enabled	In Progress	Inactive	Stage 5	\$5,000	\$20,000
	pr6849	Back Up And DR	In Progress	Active	Stage 1	\$4,095	\$4,095
	pr8466	Acceleration in Projects	-	-	Stage 0	\$999	\$4,995
	Se9434	ACT Premium enabled	In Progress	Active	Stage 0	\$683	\$2,732
	Se9845	ACT Premium enabled	In Progress	Active	Stage 5	\$5,000	\$5,000
	Su11497	default method for experimentation	In Progress	Active	Stage 1	\$8,062	\$64,496
	Su12941	Manufacturing Images	In Progress	Inactive	Stage 4	\$7,178	\$86,136
	Su12985	phase of migration	In Progress	Active	Stage 0	\$1,000	\$10,000
	Su13665	Acceleration in Projects	In Progress	Active	Stage 2	\$5,000	\$35,000
	Su13936	Client onboarding	Completed	Active	Stage 0	\$6,000	\$42,000
	Su14492	Client onboarding	In Progress	Active	Stage 4	\$4,000	\$4,000
	Su14598	App production	Completed	Inactive	Stage 1	\$1,365	\$13,650
	pr4183	Manufacturing Images	In Progress	Inactive	Stage 5	\$5,000	\$35,000
	pr4941	Acceleration in Projects	In Progress	Active	Stage 3	\$5,000	\$20,000
	pr6178	default method for experimentation	Blocked	Active	Stage 0	\$887	\$1,774