



RevenueTY Status

83

of Customers

7

of Products

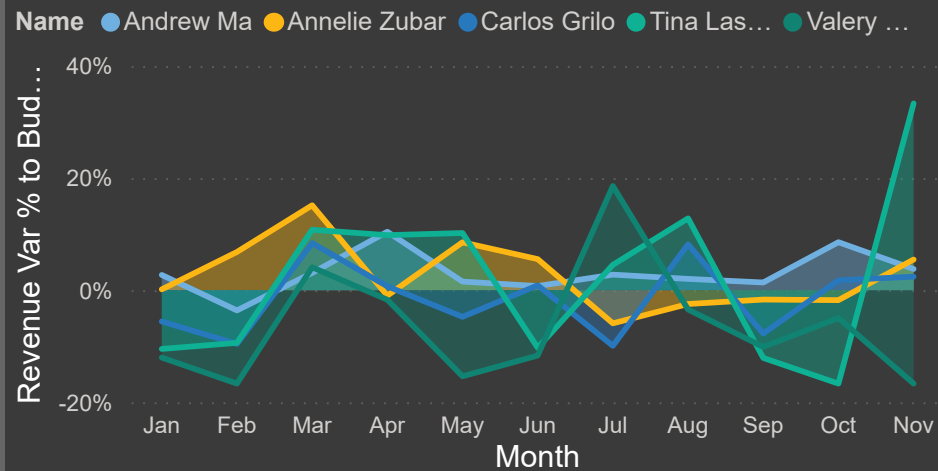
42.5%

GM%

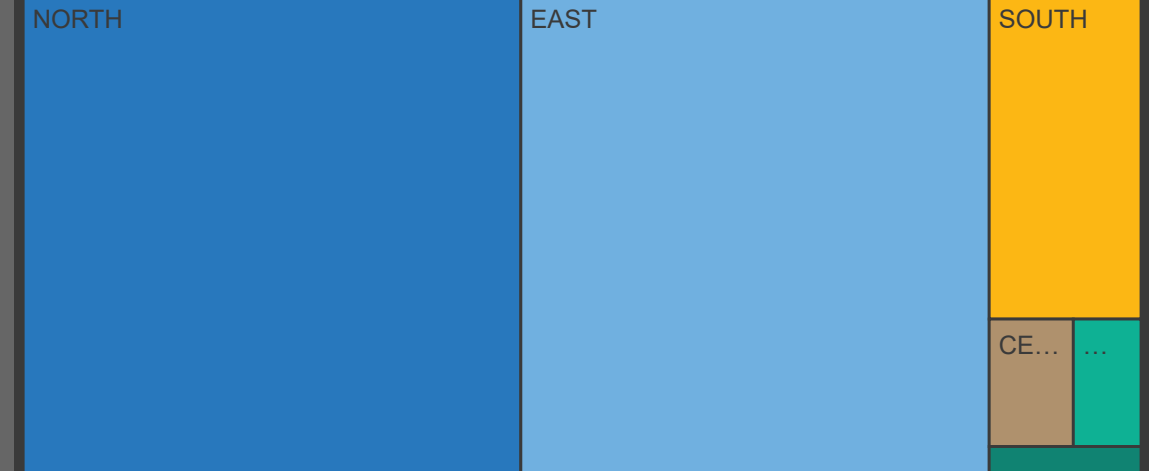
Name

- ☐ Andrew Ma
- ☐ Annelie Zubar
- ☐ Carlos Grilo
- ☐ Tina Lassila
- ☐ Valery Usha...

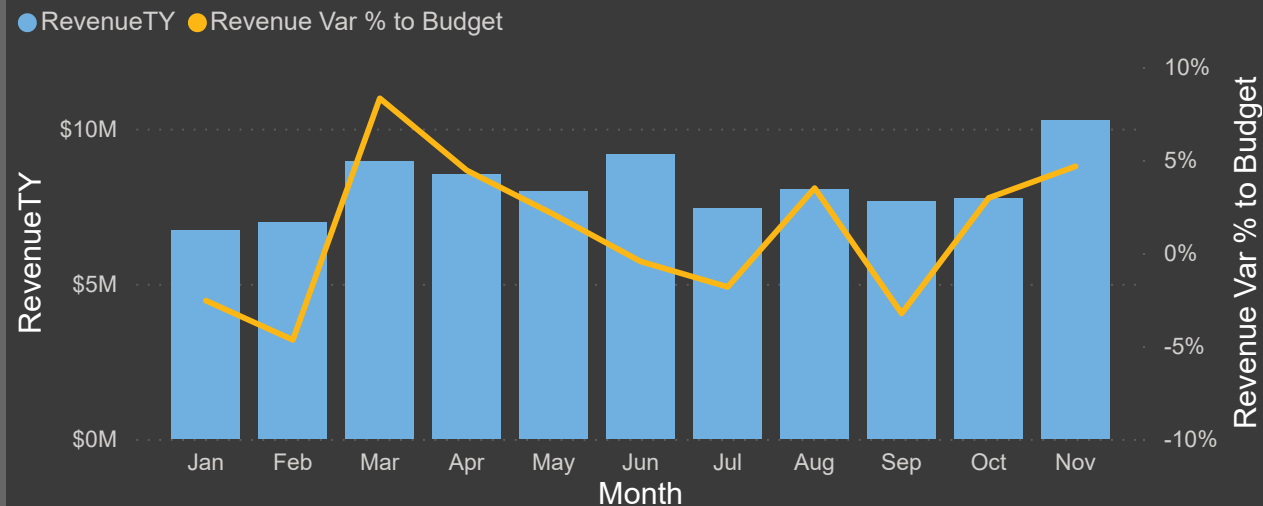
Revenue Var % to Budget by Month and Name



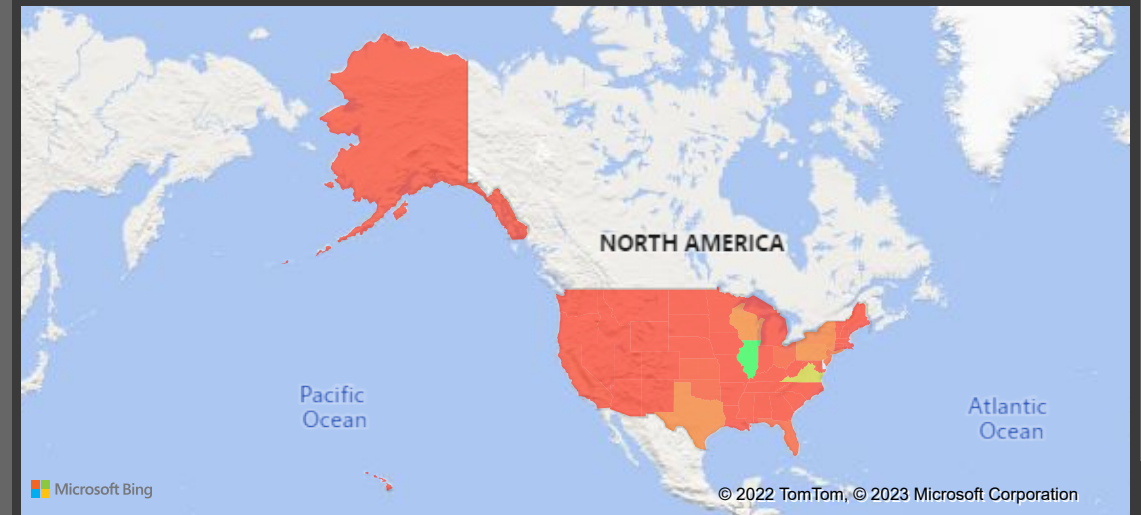
Total Revenue by Region



RevenueTY and Revenue Var % to Budget by Month

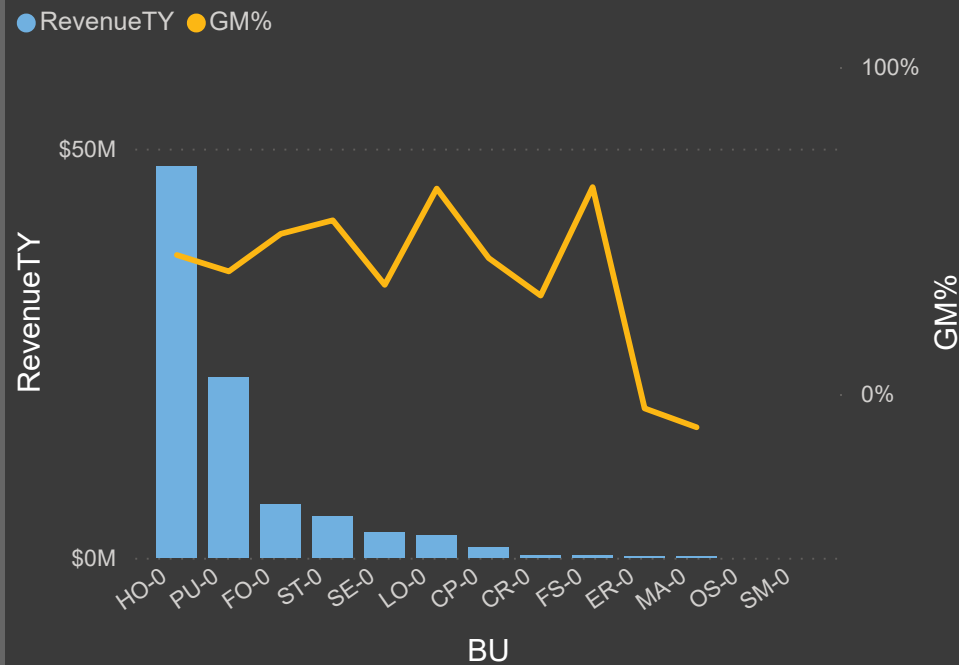


RevenueTY by State

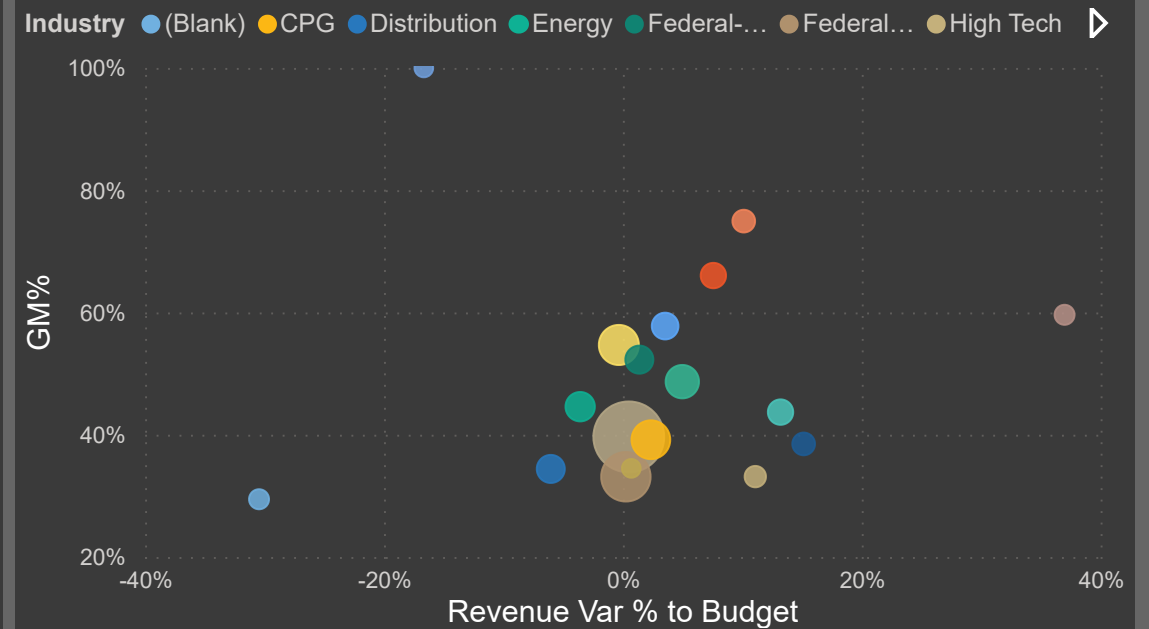


- Industry
- ☐ (Blank)
 - ☐ CPG
 - ☐ Distribution
 - ☐ Energy
 - ☐ Federal-Civilian
 - ☐ Federal-DOD
 - ☐ High Tech
 - ☐ Industrial
 - ☐ Insurance
 - ☐ Metals
 - ☐ Oil & Gas
 - ☐ Paper

RevenueTY and GM% by BU

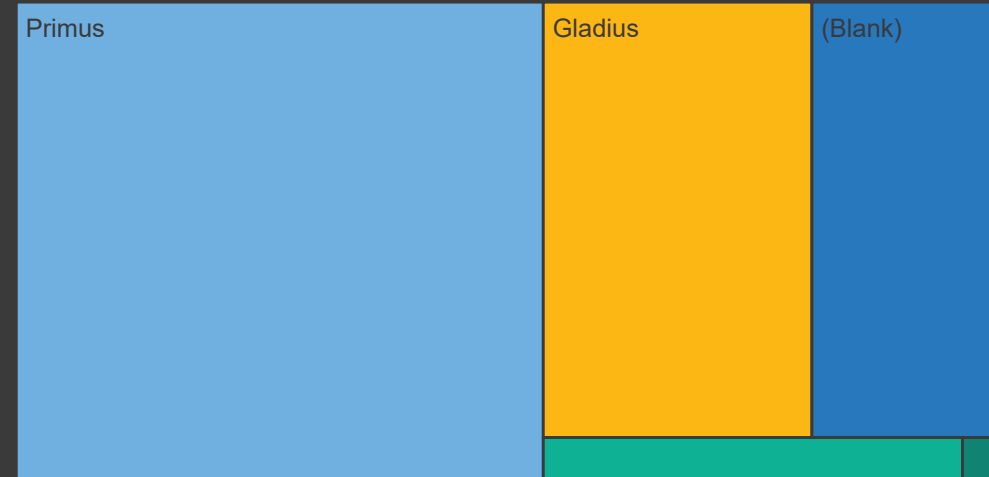


Revenue Var % to Budget, GM% and RevenueTY by Industry and Industry

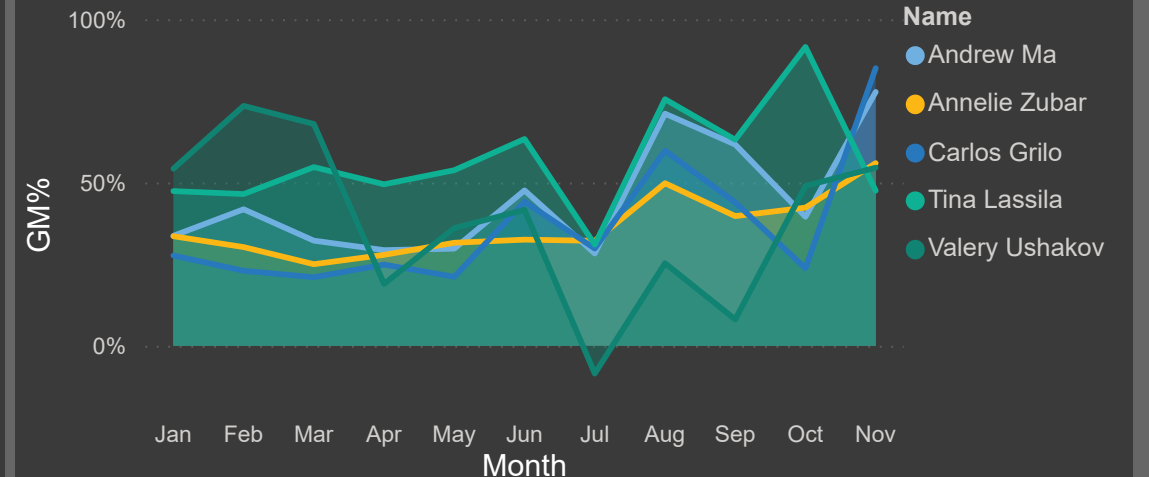


- Product
- ☐ (Blank)
 - ☐ Gladius
 - ☐ MI-72
 - ☐ Primus
 - ☐ Sova

Total Revenue by Product



GM% by Month and Name



Scorecard

for

Andrew Ma



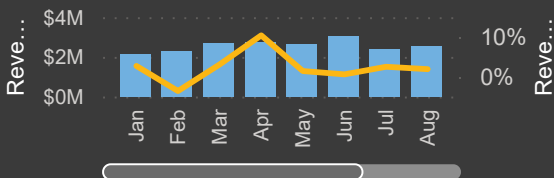
RevenueTY Status

52

of Customers

RevenueTY and Revenue Var % to Budget by Month

● RevenueTY ● Revenue Var % to Budget



Total Revenue by Region

