

Current Month Scorecard

68.0%

Gross Margin...

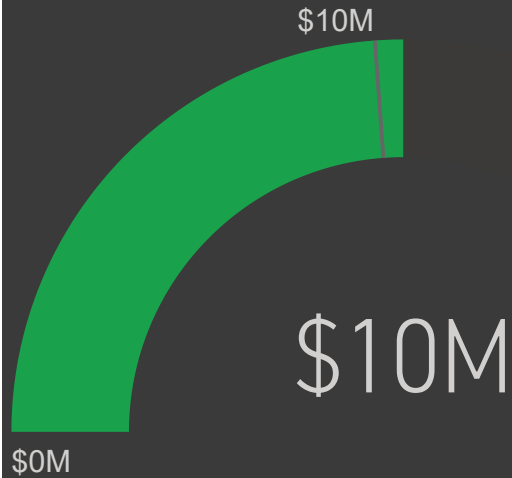
49

of Customers

4

of Products

Revenue Goal



Revenue by Industry

Industry	Actual	Goal	Variance %
Telecom	\$82,230	\$42,735	48%
Transportation	\$650,370	\$468,685	28%
Oil & Gas	\$215,822	\$165,799	23%
High Tech	\$129,588	\$100,786	22%
Industrial	\$375,252	\$298,606	20%
Federal-Civilian	\$1,047,283	\$899,830	14%
Pharma	\$331,493	\$293,540	11%
CPG	\$735,157	\$690,187	6%
Services	\$3,117,435	\$2,962,993	5%
Energy	\$525,957	\$540,592	-3%
Federal-DOD	\$1,612,878	\$1,671,800	-4%
Distribution	\$269,946	\$297,437	-10%
Metals	\$805,812	\$940,114	-17%
Paper	\$330,888	\$386,036	-17%
Utilities	(\$3,240)	(\$3,780)	-17%
Total	\$10,226,871	\$9,755,360	5%

Revenue by Product

Product	Actual	Goal	Variance %
Sova	\$905,694	\$741,363	18%
Gladius	\$3,386,159	\$3,147,773	7%
Primus	\$4,537,647	\$4,383,848	3%
Core	\$1,397,370	\$1,482,376	-6%
Total	\$10,226,871	\$9,755,360	5%

Revenue by Team Member

Name	Actual	Goal	Variance %
Tina Lassila	\$825,006	\$550,067	33%
Annelie Zubar	\$3,389,180	\$3,203,147	5%
Andrew Ma	\$2,676,555	\$2,580,015	4%
Carlos Grilo	\$2,462,704	\$2,403,134	2%
Valery Ushakov	\$873,426	\$1,018,997	-17%
Total	\$10,226,871	\$9,755,360	5%

Team Scorecard

42.5%

Gross Margin...

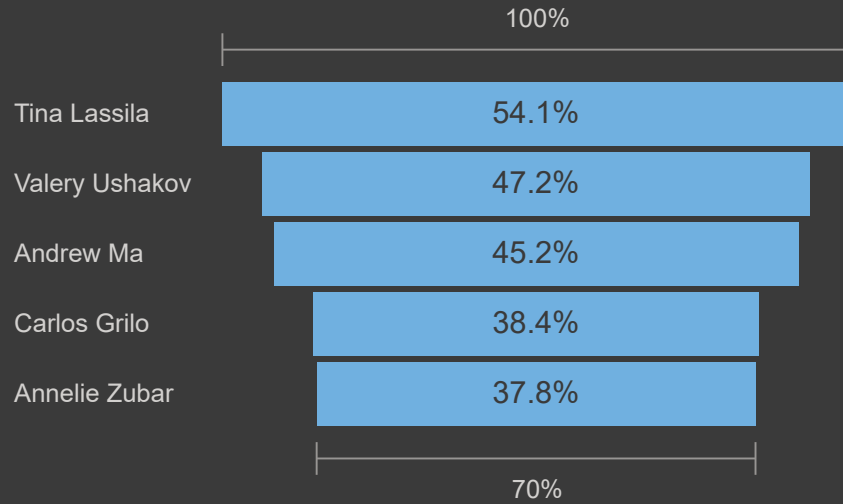
62

of Customers

5

of Products

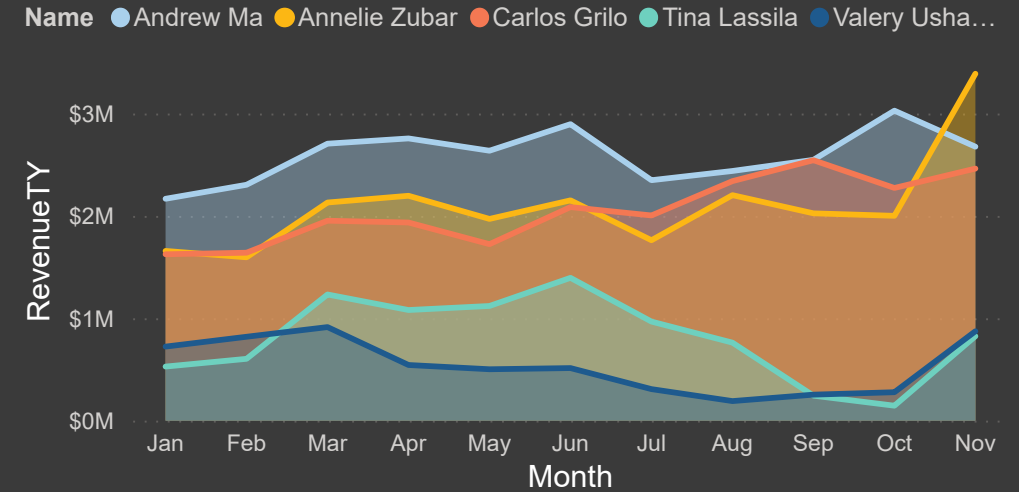
YTD Gross Margin by Team Member



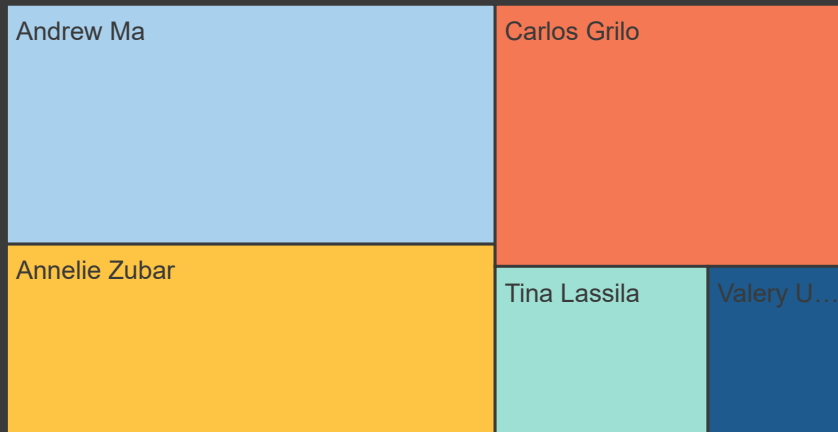
Current Month Status

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

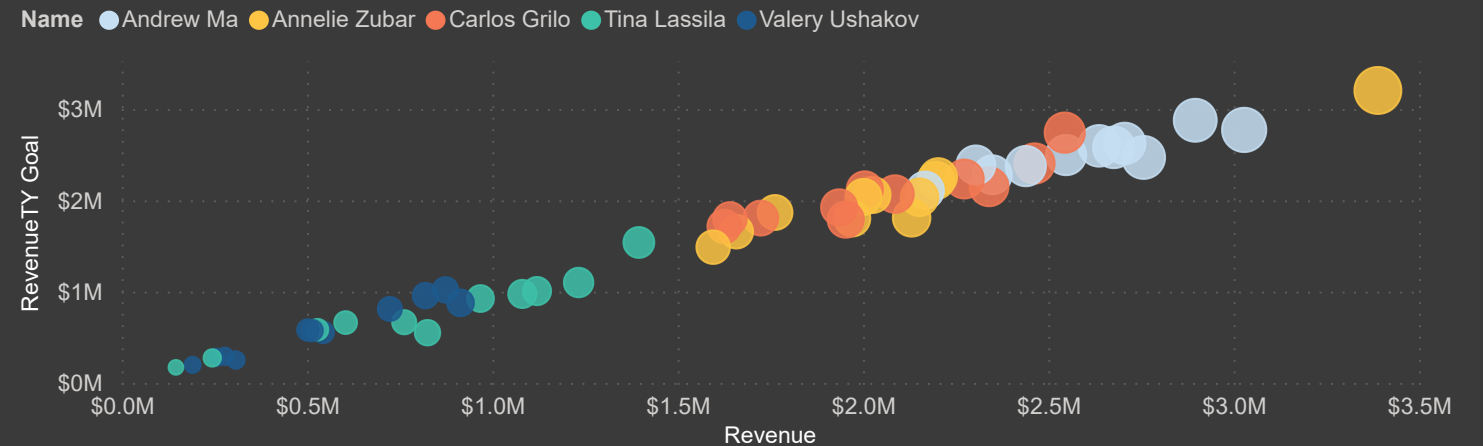
Actual Revenue by Month



YTD Revenue by Team Member



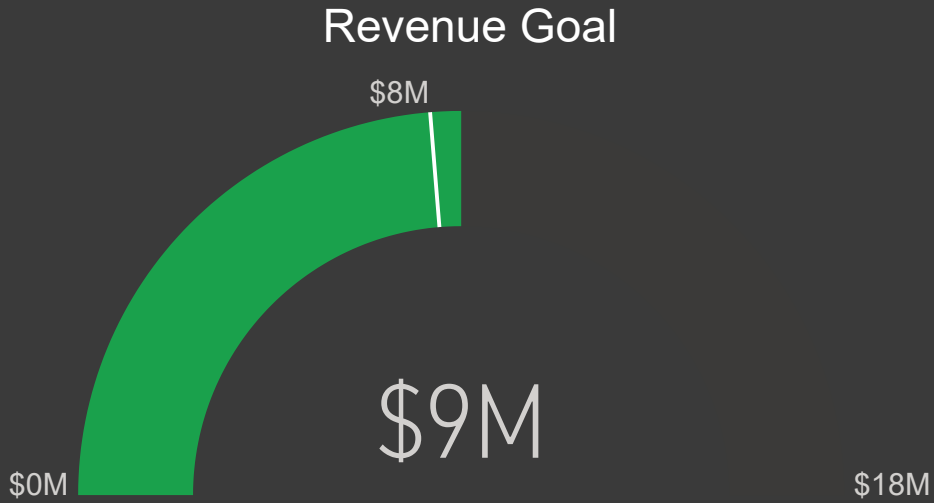
Actual VS Goal Revenue by Month



Team Scorecard

Team Members

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



54.1%

Gross Margin %

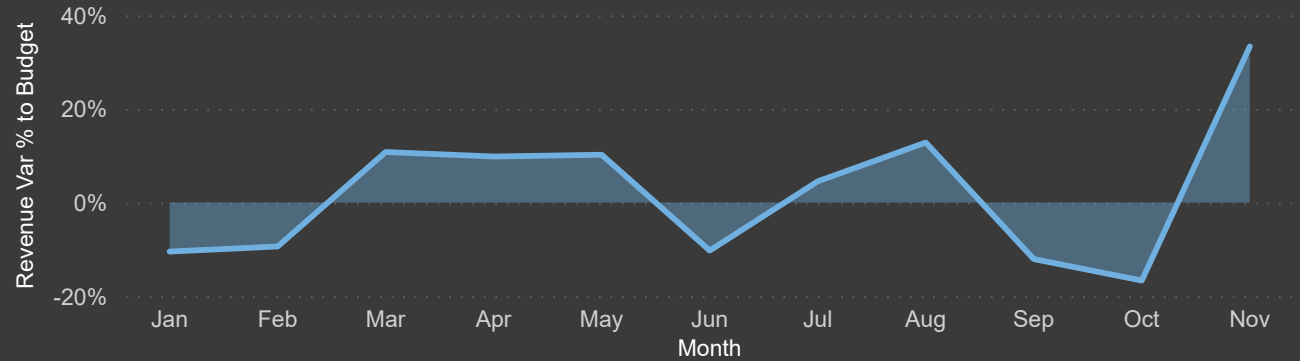
10

of Customers

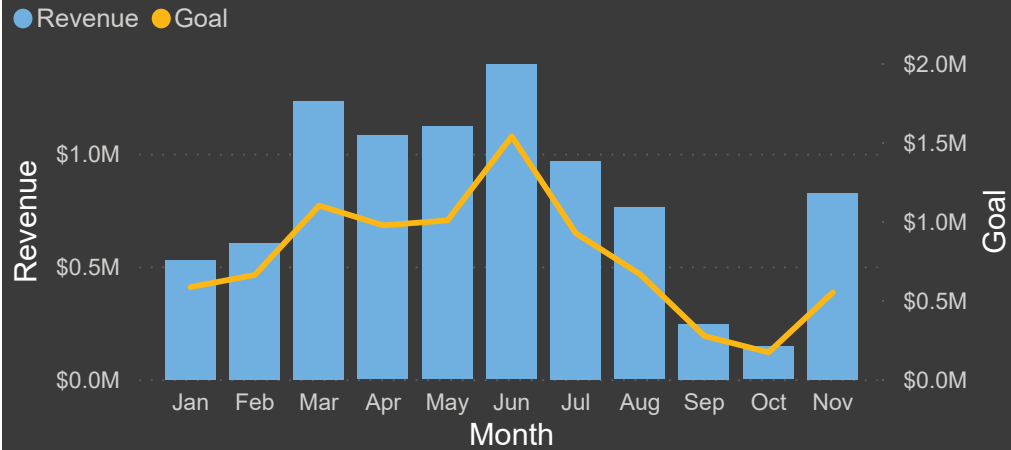
3

of Products

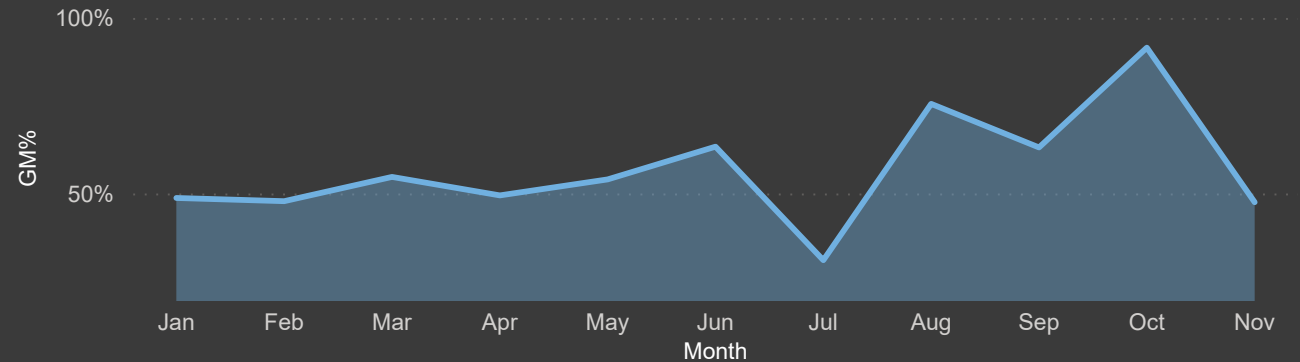
Revenue Variance % to Budget



Actual VS Goal Revenue by Month



Gross Margin %

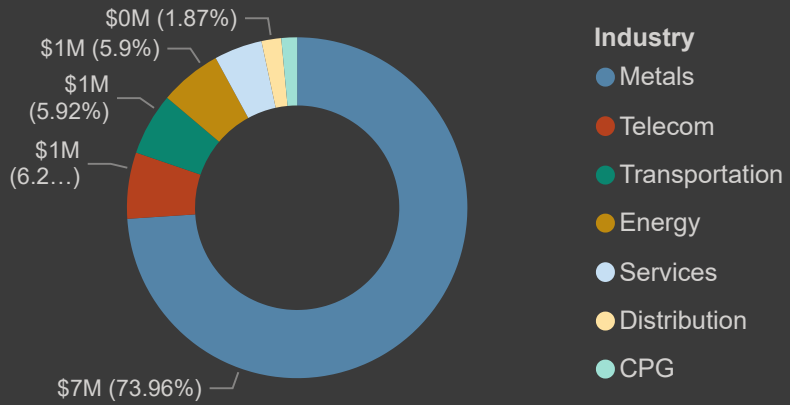


Team Scorecard

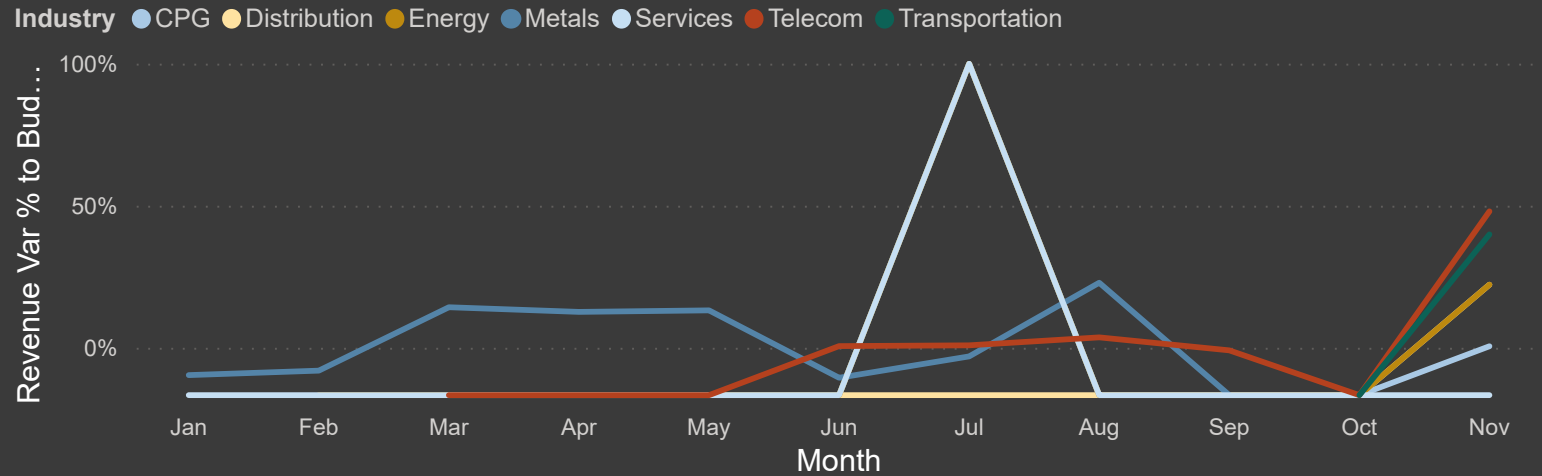
Team Members

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

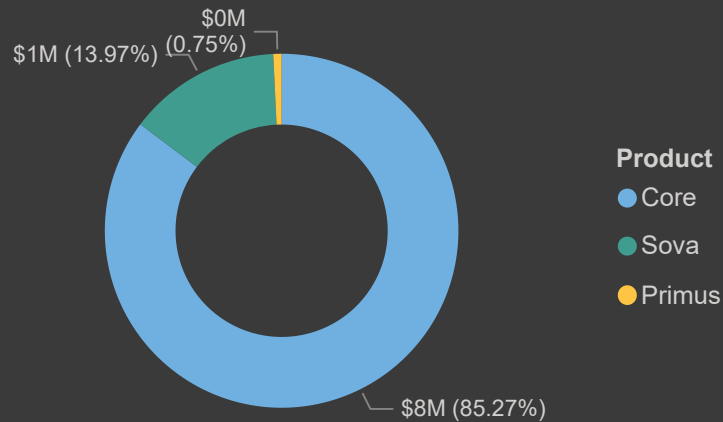
Revenue by Product



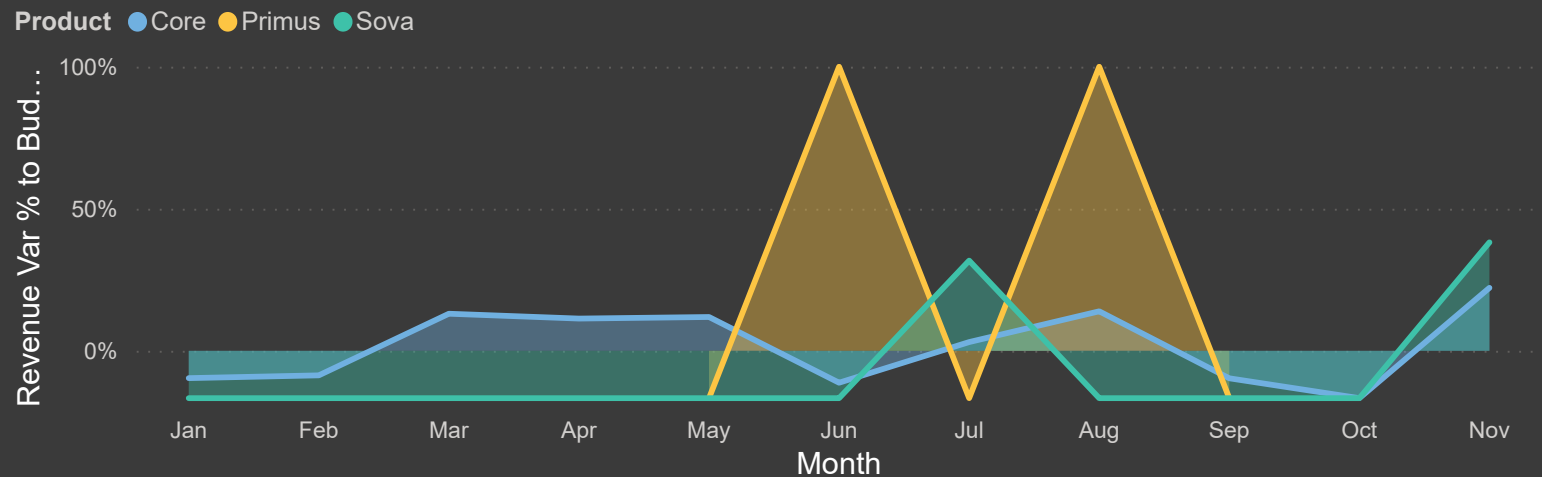
Revenue Var % to Budget by Product



Revenue by Product

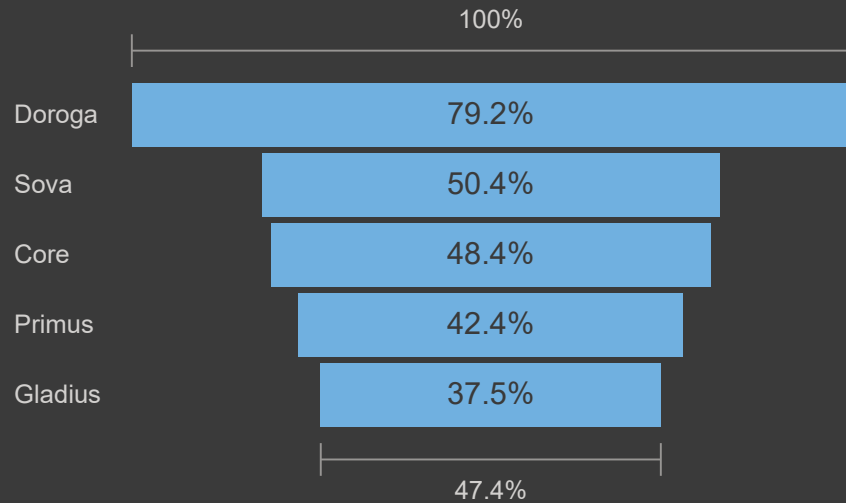


Revenue Var % to Budget by Product



Product Scorecard

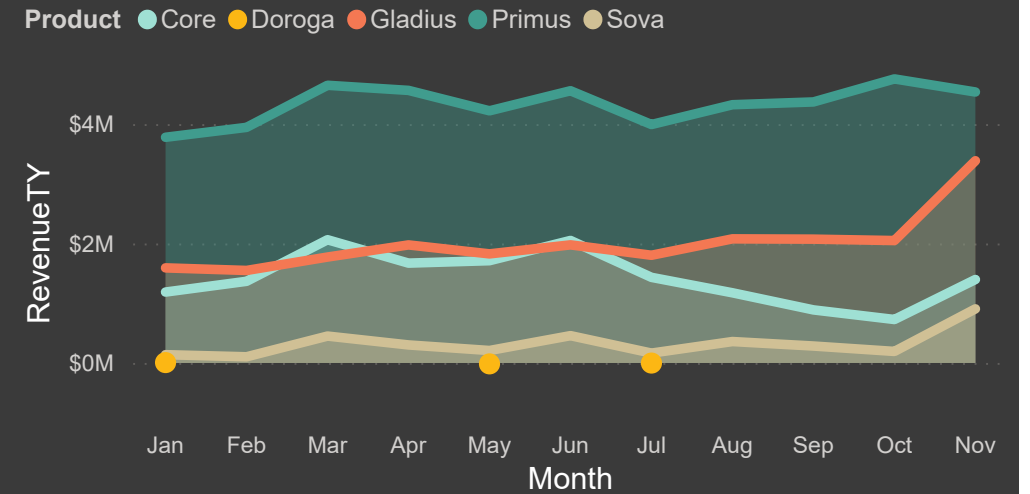
YTD Gross Margin by Product



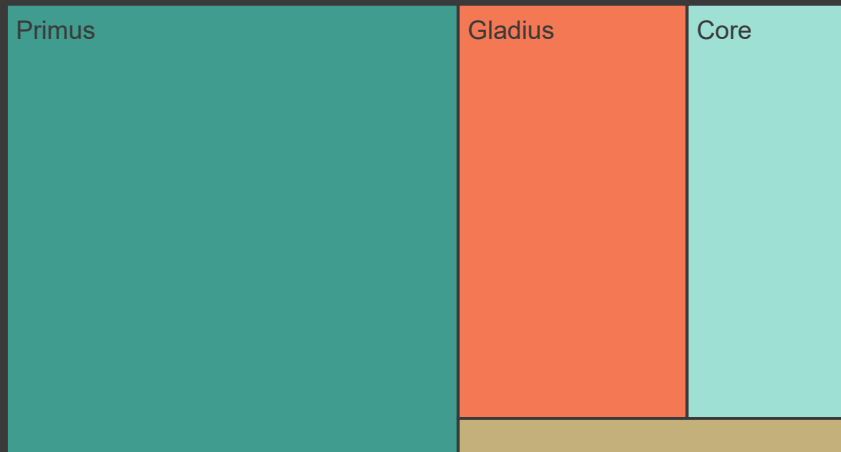
Current Month Status

Product	Status
Core	● (Red)
Gladius	● (Green)
Primus	● (Green)
Sova	● (Green)
Total	● (Green)

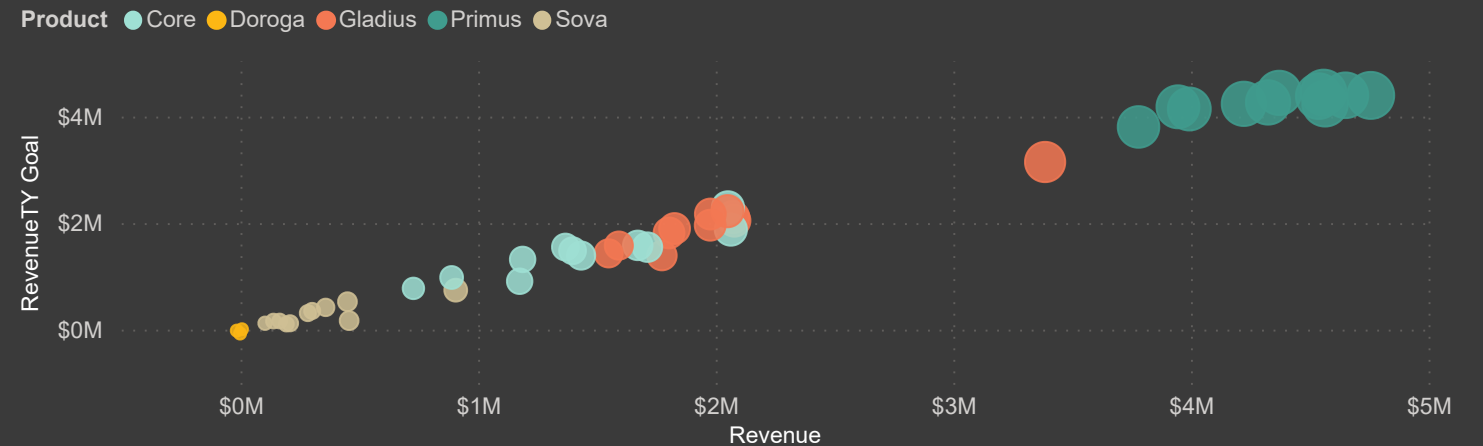
Actual Revenue by Month



YTD Revenue by Product

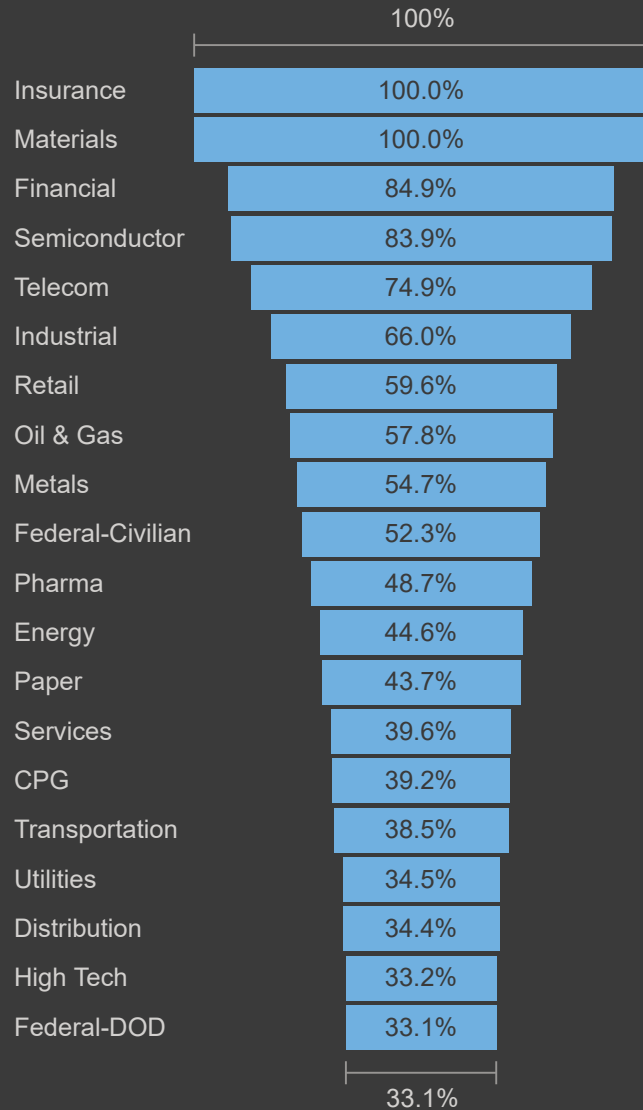


Actual VS Goal Revenue by Month



Industry Scorecard

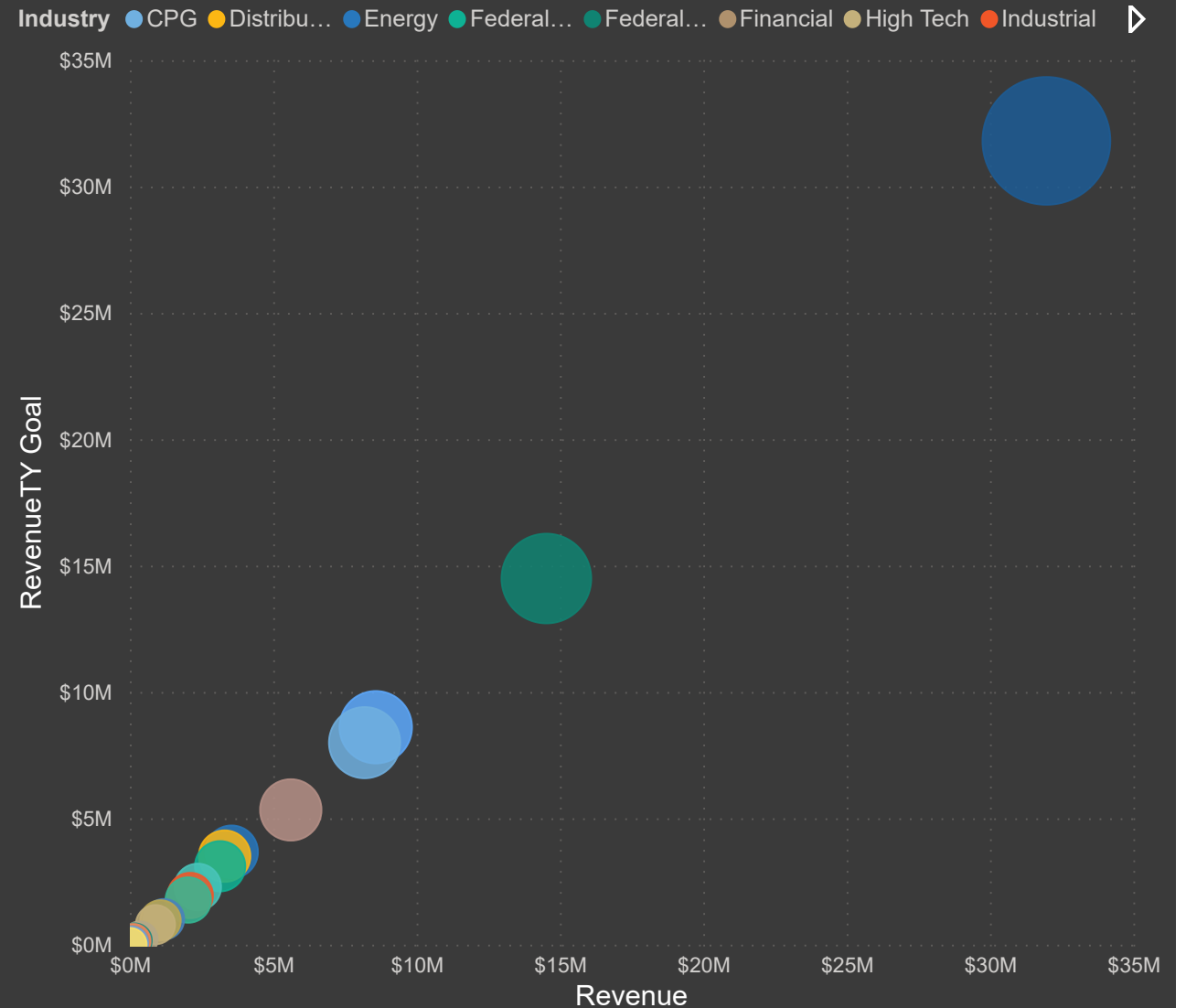
YTD GM% by Industry



Current Month Status

Industry	Status
CPG	●
Distribution	●
Energy	●
Federal-Civilian	●
Federal-DOD	●
Financial	●
High Tech	●
Industrial	●
Insurance	●
Metals	●
Oil & Gas	●
Paper	●
Pharma	●
Semiconductor	●
Services	●
Telecom	●
Transportation	●
Utilities	●
Total	●

Actual VS Goal Revenue by Industry

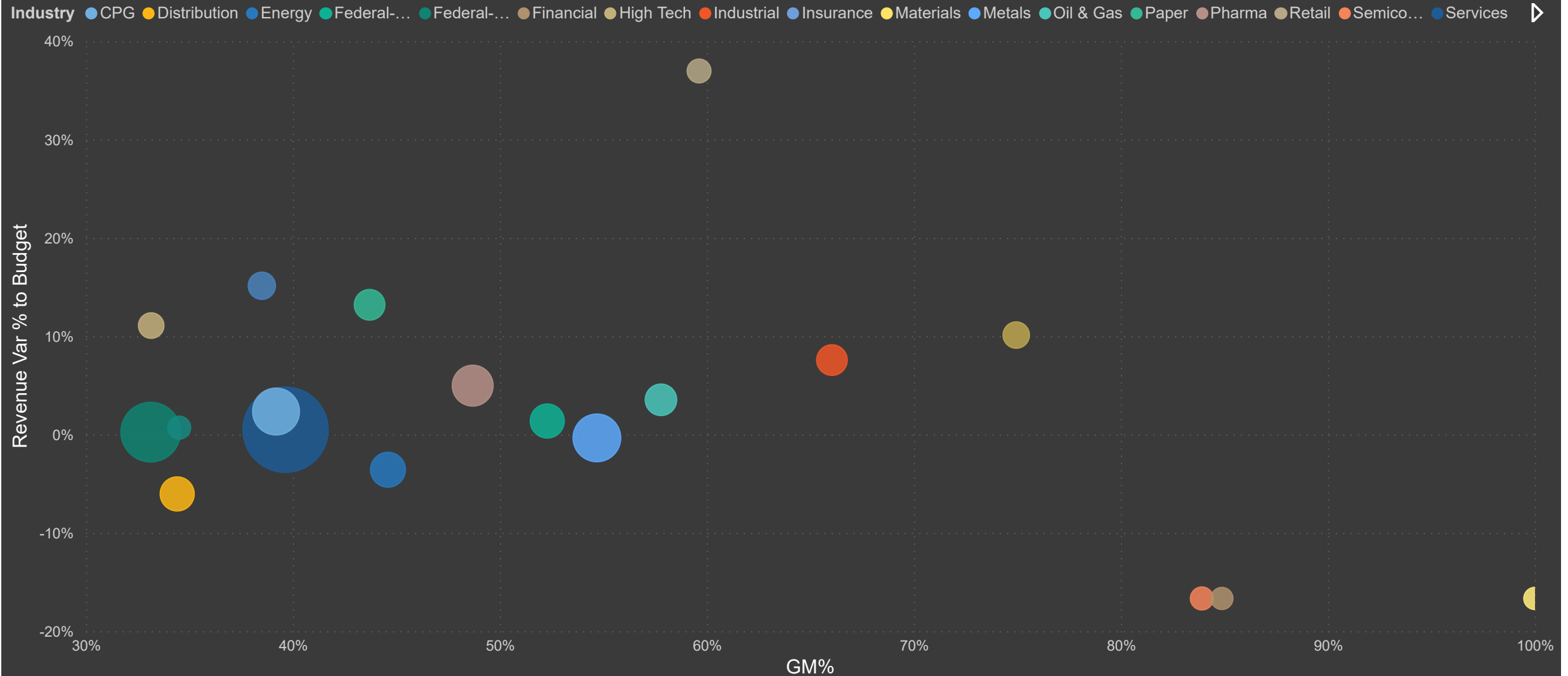


Gross Margin Analysis

Core Gladius MI-72 Primus Sova

Product

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



Region Analysis



Revenue Status

10

of Customers

3

of Products

54.1%

GM%

Team Member

Andrew Ma

Annelie Zubar

Carlos Grilo

Tina Lassila

Valery Ushakov

Product

Core

Doroga

Gladius

Gunner

MI-72

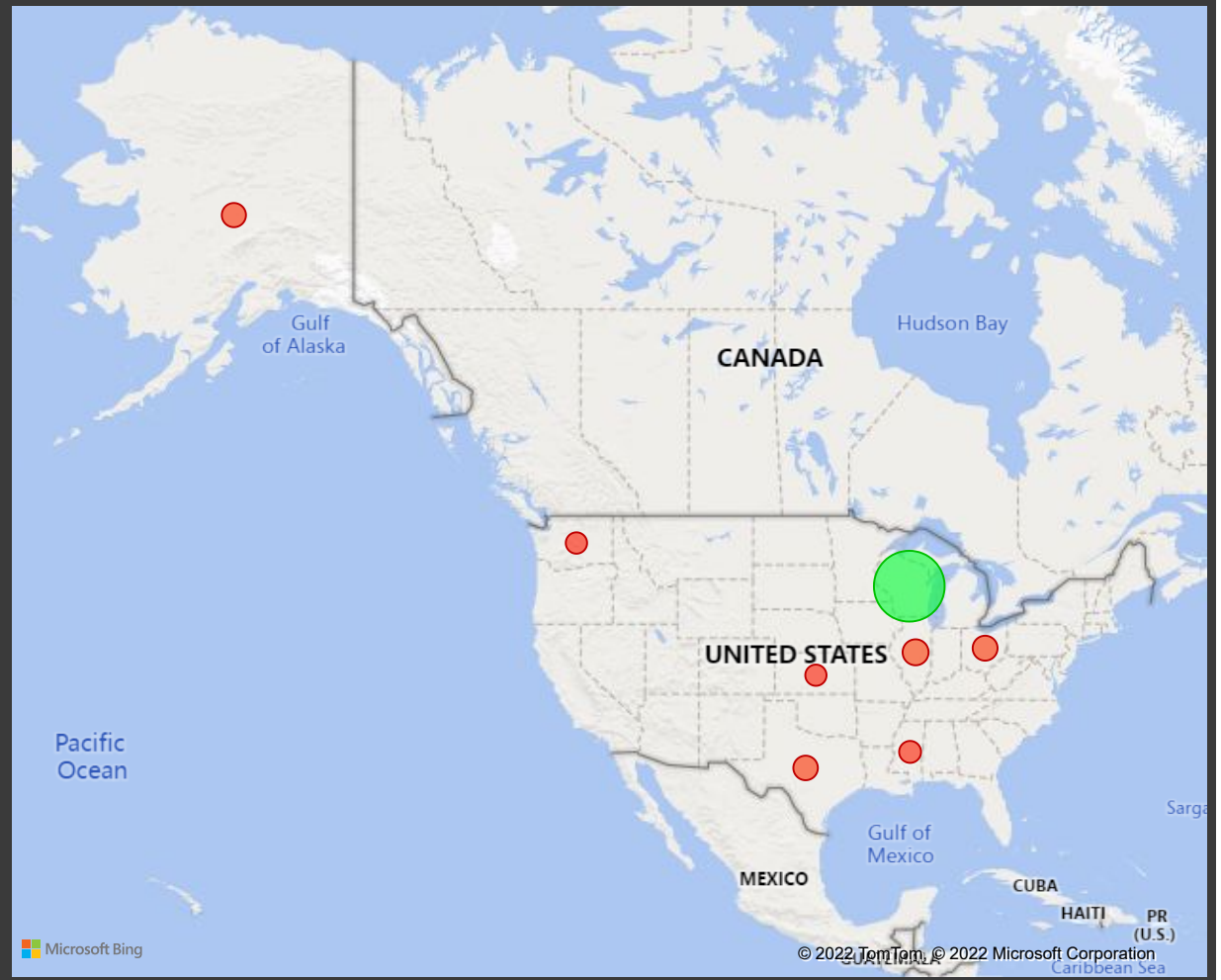
Primus

Sova

Total Revenue by Region



Revenue by State



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