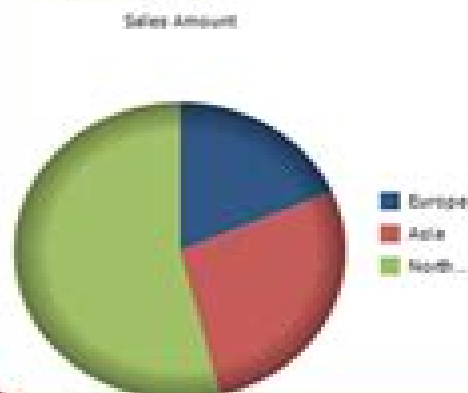




## Sales Overview

		Actual	Target	%	Trend
Sales					
Sales Amount		\$206,177,632	\$206,013,822	-9%	
Sales Quantity		1,807,176	1,487,258	28%	
Sales Gross Margin		\$183,566,536	\$204,896,740	-10%	
Sales Units					
Sales Total Cost		\$148,609,512	\$209,871,430	-7%	
Sales Unit Cost		\$82,396,729	\$14,628,576	-9%	
Sales Unit Price		\$22,381,649	\$14,381,612	-6%	
Discounts					
Sales Discount Amount		\$8,064,915	\$6,482,810	-14%	
Sales Discount Quantity		176,853	152,384	-16%	
Sales Discount Average		\$46	\$43	-7%	
Returns					
Sales Return Quantity		11,000	12,508	-15%	
Sales Return Average		358	321	8%	
Sales Return Average - Demo		358	358	0%	

## Sales Per Territory



## KPI Details

## KPI: Sales Quantity

Metric: Target

Measure: Sales Quantity

Row Path: Sales/Sales Quantity

Column Path: \*

Page Filters: All

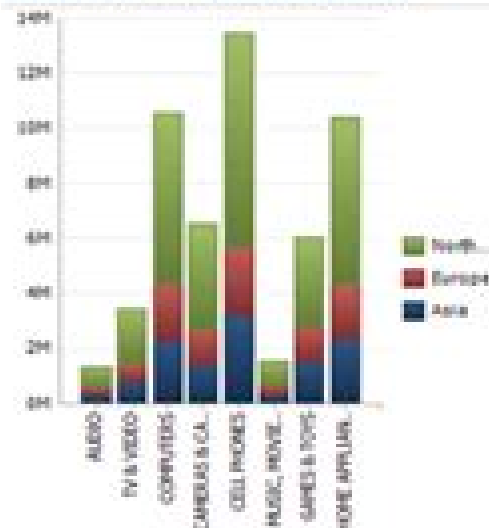
Status Bands: Great Spotlight Indicator

Status Band	Value
On Target	> 1,189,806.13
At Risk	1,189,806.13 to > 594,903.07
Off Target	594,903.07 or less

## Description

Sales Quantity for the current month as compared to the average of the corresponding set of 3 months last year. The average includes the same period last year as the current period this year averaged with the two preceding periods of last year.

## Product By Territory (Sales Quantity)



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**Xiang Xie**



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