

DIGISTAR

SOLUTIONS



SETUP

| Info Center |
|-----------------|
| Premium Edition |

| Security Key Access |
|---|
| PAM needs to verify your account has a valid subscription access key associated with it. The tool will automatically verify the subscription access key via the web. If the key is valid, the PAM Access Status box will turn green and you can continue configuring PAM. |

| PAM Access Status |
|---|
| Access to PAM granted between 03/19/2010 12:01am to 03/26/2010 11:59pm. |

| Version Checker |
|-------------------------|
| Version 1.36 is current |

| Year Input Section (ie. 2009, 2010 or 2011) | | | |
|---|------|------|------|
| Enter Years Here | 2007 | 2008 | 2009 |

| 3 Years to be Analyzed | | |
|------------------------|------|------|
| 2007 | 2008 | 2009 |

| Select the Calendar or Fiscal Year first month | Select the first day of the Week (Sunday/Monday) |
|--|--|
| January | Sunday |

| Primary Dropdown |
|------------------|
| Category |

| Number Display | |
|----------------|----------------------|
| Number Format | Illustrated in (0's) |
| # - Number | ones |

| Secondary Dropdown |
|--------------------|
| Products |

| Actuals | Quota |
|---------|-------|
| Revenue | Quota |

| Round numbers to the nth place | Decimal Places after Percent % |
|--------------------------------|--------------------------------|
| ones | 2 |

| Highlight Input Columns for Actuals/Quota |
|---|
| Highlight |

| EOY Achievement Status Updates | | |
|--------------------------------|------|------------|
| Consider overhaul | 0% | Failing |
| Consider lowering quota | 20% | |
| Consider Rethinking Strategy | 40% | |
| Consider New Marketing Plan | 60% | Performing |
| Just Off the Mark | 80% | |
| On Target to meet quota | 100% | Exceeding |
| Exceeding Quota Expectations | 120% | |
| On pace to double quota | 180% | |
| Off the Charts - Quota Doubled | 240% | |

FEATURES

- 3 years entered for analysis
- Calendar or Fiscal year selection
- First day of the week selection (Sunday or Monday)
- Number display format selection
- Number illustration selection
- Round numbers to the nth place
- Percent decimal display selection
- Primary and Secondary category entry
- Actuals and Quota titles entry
- EOY Achievement Status phrases
- Highlighted Data Entry columns

ACTUALS

| Category Products | Category1 Product1 | Category1 Product2 | Category2 Product3 | Category2 Product4 | Category3 Product5 | Category3 Product6 |
|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 1/29/2010 | 4431833753 | 834105000 | 3958161540 | 1267531642 | 1527199631 | 1210981314 |
| 1/30/2010 | 4502196753 | 788830000 | 3978791540 | 1730708206 | 1587204631 | 1175815514 |
| 1/31/2010 | 4558669753 | 820048000 | 3996537540 | 1736935206 | 1654845631 | 1182918034 |
| 2/1/2010 | 4633500753 | 820505000 | 4021575540 | 1737369206 | 1723412631 | 1068484414 |
| 2/2/2010 | 4697056753 | 782313000 | 4081873540 | 1769245206 | 1795202723 | 1136595204 |
| 2/3/2010 | 4770017753 | 836082000 | 4100930540 | 1786568206 | 1872696428 | 1195792864 |
| 2/4/2010 | 4837147753 | 1493369000 | 4122257540 | 1803549206 | 1952048899 | 1233142014 |
| 2/5/2010 | 4911680753 | 1793964000 | 4160585540 | 1827291206 | 2276812631 | 1230107624 |
| 2/6/2010 | 4977835753 | 2104246000 | 3688320430 | 1846928206 | 2336118631 | 1200616794 |
| 2/7/2010 | 5051884753 | 2338797000 | 4196555970 | 1864741206 | 2390895631 | 1197576214 |
| 2/8/2010 | 5133546753 | 2569750000 | 4250321840 | 1879076889 | 2455064631 | 1204684574 |
| 2/9/2010 | 5194233753 | 2912775000 | 4415338360 | 1909711669 | 2530703631 | 1217324144 |
| 2/10/2010 | 5260826753 | 3250899000 | 4078822940 | 1938340074 | 2587060631 | 1247958834 |
| 2/11/2010 | 5325786753 | 3933539000 | 4387149330 | 1748863206 | 2663506631 | 1223560024 |
| 2/12/2010 | 5382333753 | 4372795000 | 4462483750 | 1829651206 | 2808800631 | 1225224864 |
| 2/13/2010 | 5382333753 | 4708853000 | 3661631740 | 1881807206 | 2872354631 | 1274516624 |
| 2/14/2010 | 1757104753 | 4887040000 | 4674198680 | 1966176206 | 2849655456 | 1308798704 |
| 2/15/2010 | 1751234753 | 1576009000 | 4331473920 | 2025476206 | 2935361302 | 1371181754 |
| 2/16/2010 | 1215669753 | 1408897000 | 4428433680 | 2107877206 | 3000545930 | 1339575474 |
| 2/17/2010 | 1449490753 | 1338925000 | 3753409060 | 2187317206 | 4961464631 | 1266171314 |
| 2/18/2010 | 1995921753 | 1362351000 | 4798410480 | 2284607206 | 4818797631 | 1326570894 |
| 2/19/2010 | 1916655753 | 1336325000 | 2900384490 | 2335425206 | 4687920631 | 1370277874 |
| 2/20/2010 | 2017173753 | 1311157000 | 4217534990 | 2389901185 | 4573396631 | 1387919594 |
| 2/21/2010 | 2030996753 | 1377781000 | 4055147750 | 2460707499 | 4466934631 | 1424081004 |
| 2/22/2010 | 2015591753 | 1283404000 | 4175061230 | 2571234516 | 4389193631 | 1335105044 |
| 2/23/2010 | 2026230753 | 1399355000 | 4055762240 | 1573794206 | 4291831631 | 1385539314 |
| 2/24/2010 | 1952090753 | 1771880980 | 3662501950 | 1633521206 | 4251523631 | 1379807384 |
| 2/25/2010 | 2008209753 | 1605826660 | 3916789640 | 1689362206 | 4161085631 | 1347966694 |
| 2/26/2010 | 2065132753 | 1519843370 | 4145180790 | 1752696206 | 4121489079 | 1371322774 |
| 2/27/2010 | 2099845753 | 1642780950 | 3937558980 | 1828548206 | 4045652544 | 1402764764 |
| 2/28/2010 | 1974404753 | 1525989860 | 4094198370 | 1885050206 | 4053218633 | 1412114494 |
| 3/1/2010 | 2034895753 | 1516480440 | 4172699440 | 1961332206 | 826265630.6 | 1390293044 |
| 3/2/2010 | 2117710753 | 1546485190 | 4202712980 | 2028581206 | 852028630.6 | 1402840504 |
| 3/3/2010 | 2065809753 | 1504789990 | 4834367160 | 2091659206 | 879553630.6 | 1387099074 |

• up to 50 years of raw data

• up to 25 categories

• up to 150 products

QUOTA

| Category Products | Category1 Product1 | Category1 Product2 | Category2 Product3 | Category2 Product4 | Category3 Product5 | Category3 Product6 |
|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 1/29/2010 | 1966176233 | 4687920857 | 1597370893 | 2352221296 | 5494199939 | 3270058000 |
| 1/30/2010 | 2025476233 | 4573396857 | 1511387603 | 2374556566 | 5471825729 | 3293960000 |
| 1/31/2010 | 2107877233 | 4466934857 | 1634325183 | 1994376926 | 4754989069 | 3332334000 |
| 2/1/2010 | 2187317233 | 4389193857 | 1517534093 | 2573879036 | 6029472939 | 3384967000 |
| 2/2/2010 | 3687549476 | 2044202179 | 2495530090 | 3700776186 | 3944557857 | 3464903233 |
| 2/3/2010 | 3645537476 | 2100451179 | 3127182860 | 3973145586 | 3958161857 | 3522389233 |
| 2/4/2010 | 3600410476 | 2158730179 | 3168192320 | 3866744076 | 3978791857 | 3601175233 |
| 2/5/2010 | 3554732476 | 2221003179 | 3271168020 | 4379145626 | 3996537857 | 3537780233 |
| 2/6/2010 | 3305300476 | 2251071179 | 2962210460 | 4505357106 | 4021575857 | 3617639233 |
| 2/7/2010 | 3238972476 | 2315480179 | 3261934940 | 3714665706 | 4081873857 | 3690603233 |
| 2/8/2010 | 3178261476 | 2362800179 | 3389232310 | 3868727576 | 4100930857 | 3628716233 |
| 2/9/2010 | 3136505476 | 2411547179 | 2919620510 | 3933323656 | 4122257857 | 3617639233 |
| 2/10/2010 | 3043086476 | 2405648179 | 4011055370 | 884929275.6 | 4160585857 | 3690603233 |
| 2/11/2010 | 3015004476 | 2484622179 | 3473287460 | 851614775.6 | 3688320747 | 4549158993 |
| 2/12/2010 | 1335003476 | 2553455179 | 3617162040 | 866893745.6 | 4196556287 | 4198377763 |
| 2/13/2010 | 1322519476 | 2633659179 | 3091584210 | 916657455.6 | 4250322157 | 3537952683 |
| 2/14/2010 | 1306867476 | 2708495179 | 4195830410 | 1033949666 | 4415338677 | 3404393583 |
| 2/15/2010 | 1292252476 | 2775082179 | 2144537210 | 1088804066 | 4078823257 | 4058536003 |
| 2/16/2010 | 1277693476 | 2853293179 | 3878485260 | 1036622096 | 4387149647 | 4063944553 |
| 2/17/2010 | 1260094476 | 2931654179 | 3804694870 | 833762625.6 | 4462484067 | 4335551843 |
| 2/18/2010 | 1244279476 | 3008889179 | 4011439040 | 918550865.6 | 3661632057 | 4040745663 |
| 2/19/2010 | 1228950476 | 3088838179 | 3957115930 | 930308255.6 | 4674198997 | 4368974533 |
| 2/20/2010 | 1218269476 | 3165796179 | 3468942990 | 910996885.6 | 4331474237 | 3981621053 |
| 2/21/2010 | 1203507476 | 3248960179 | 3852143940 | 736908565.6 | 4428433997 | 3570013153 |
| 2/22/2010 | 1188509476 | 3311643179 | 3992091100 | 775118145.6 | 3753409377 | 3693757803 |
| 2/23/2010 | 1173915476 | 3386551179 | 3793343460 | 659843575.6 | 4798410797 | 3950757363 |
| 2/24/2010 | 761577476.1 | 3471755179 | 4193427690 | 756312785.6 | 2900384807 | 3307349753 |
| 2/25/2010 | 2162911476 | 3285495179 | 4315256380 | 727048515.6 | 4217535307 | 3404431663 |
| 2/26/2010 | 2217494476 | 2758040179 | 4344789830 | 716187385.6 | 4055148067 | 3460824613 |
| 2/27/2010 | 2273498476 | 2775541179 | 5728561830 | 742576685.6 | 4175061547 | 3673646493 |
| 2/28/2010 | 2331082476 | 2785063179 | 3674184320 | 727780405.6 | 4055762557 | 4093883283 |
| 3/1/2010 | 2393781476 | 2796590179 | 4806464240 | 728083455.6 | 3662502267 | 4047394283 |
| 3/2/2010 | 2457688476 | 2809360179 | 4799646620 | 790057235.6 | 4799647477 | 2093392513 |
| 3/3/2010 | 2522748476 | 2826966179 | 4992652740 | 795385225.6 | 4992653597 | 2121792013 |

• up to 50 years of raw data

• up to 25 categories

• up to 150 products

DAILY TREND ANALYZER

| Year | Month | Day |
|------|-------|-----|
| 2009 | March | 28 |

| Daily Lookup Analyzer | | |
|-----------------------|---------------|------------|
| Revenue | Quota | Variance |
| 1,789,245,934 | 1,689,362,000 | 79,883,934 |

| Category | | |
|-----------|--|--|
| Category3 | | |
| | | |

| YTD Daily Average Comparison | | |
|------------------------------|---------------|--------------|
| Revenue | YTD Daily Avg | Variance |
| 1,789,245,934 | 2,061,308,238 | -292,062,304 |

| Products | | |
|----------|--|--|
| Product6 | | |
| | | |

| YTD Daily Cumulative Totals | | |
|-----------------------------|-----------------|----------------|
| Revenue | Quota | Variance |
| 179,333,816,725 | 151,786,026,424 | 27,547,790,304 |

| Highest Daily Revenue by Year | | | | | | | |
|-------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Day | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| 2007 | 2/16/2007 4,798,410,480 | 2/12/2007 4,462,483,750 | 3/6/2007 4,240,258,490 | 2/14/2007 4,674,198,680 | 2/15/2007 4,331,473,920 | 2/16/2007 4,428,433,680 | 3/3/2007 4,834,367,160 |
| 2008 | 2/17/2008 6,981,570,944 | 2/18/2008 7,406,928,774 | 2/5/2008 5,734,926,134 | 2/20/2008 6,310,059,144 | 2/21/2008 6,484,946,904 | 2/15/2008 5,848,231,214 | 2/16/2008 5,885,634,054 |
| 2009 | 6/14/2009 5,734,926,134 | 6/29/2009 6,310,059,144 | 6/30/2009 6,484,946,904 | 6/24/2009 5,848,231,214 | 6/25/2009 5,885,634,054 | 6/26/2009 6,981,570,944 | 6/27/2009 7,406,928,774 |

| % Change | DoD % | YoY % |
|----------|-------|---------|
| | 1.83% | -58.30% |

| Days Above / Below Quota | | |
|--------------------------|-------|-------|
| | Above | Below |
| 2007 | 191 | 174 |
| 2008 | 298 | 68 |
| 2009 | 197 | 168 |

| Daily Cumulative Totals | | | | | | | | |
|-------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|
| Day | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Total |
| 2007 | 113,589,287,901 | 115,908,913,150 | 117,979,628,841 | 119,285,598,781 | 112,651,067,841 | 111,829,413,001 | 112,582,581,121 | 803,826,490,636 |
| 2008 | 162,259,814,724 | 157,276,741,136 | 159,741,689,186 | 164,229,335,052 | 159,381,625,938 | 158,492,578,586 | 165,484,208,846 | 1,126,267,990,456 |
| 2009 | 117,816,147,662 | 118,723,521,472 | 122,661,666,580 | 120,113,861,829 | 121,893,146,549 | 118,819,507,901 | 116,634,269,590 | 836,662,121,583 |
| Total | 393,665,250,287 | 391,911,175,761 | 399,782,984,590 | 403,628,795,662 | 393,925,840,328 | 389,141,499,490 | 394,701,056,559 | 2,766,756,602,677 |

| Quota Achievement % | |
|---------------------|---------|
| March 28th, 2009 | 104.73% |
| YTD | 118.15% |
| EOY | 24.5% |

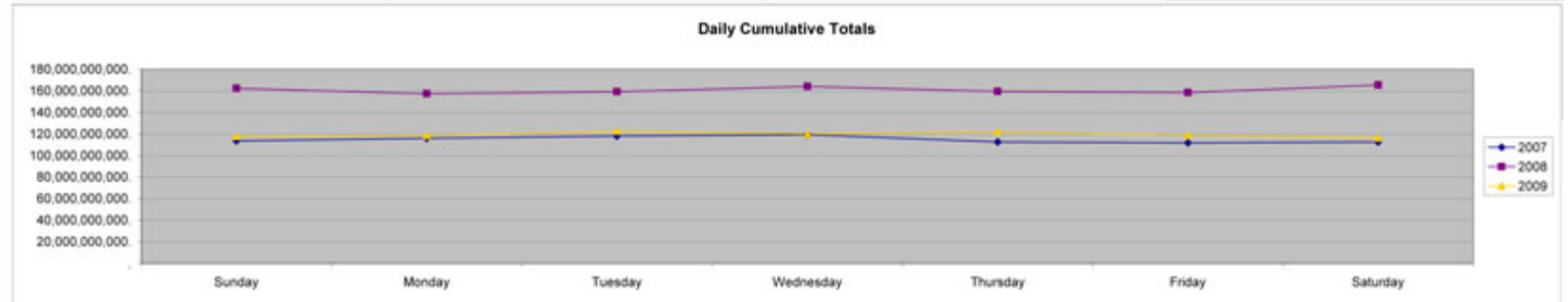
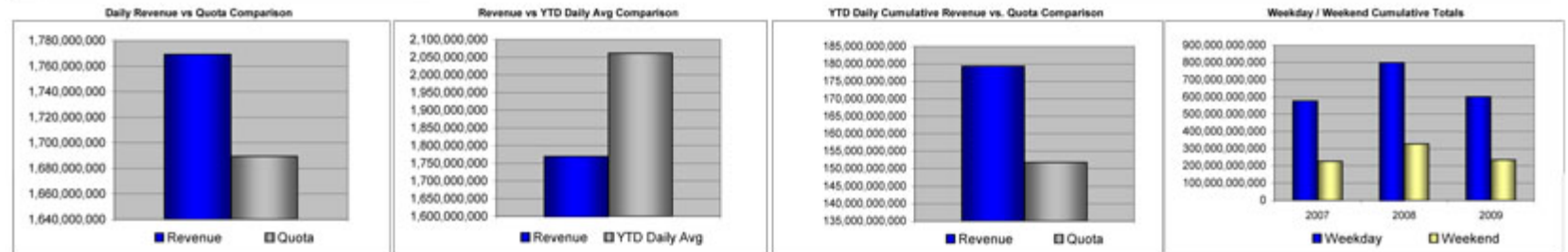
| Highest Day each year | | | |
|-----------------------|---------------|---------------|---------------|
| Year | 2007 | 2008 | 2009 |
| Date | 3/3/2007 | 2/18/2008 | 6/27/2009 |
| Day | Saturday | Monday | Saturday |
| Revenue | 4,834,367,160 | 7,406,928,774 | 7,406,928,774 |

| Daily Revenue to achieve EOY Quota | |
|------------------------------------|-----------------|
| | 1,987,533,204 |
| EOY Quota Total | 731,868,047,353 |

| Weekday / Weekend Cumulative Totals | | | | |
|-------------------------------------|-----------------|-------------------|-----------------|-------------------|
| | 2007 | 2008 | 2009 | Total |
| Cumulative | 577,654,621,613 | 708,523,969,886 | 602,211,704,332 | 1,978,390,295,831 |
| Weekday | 226,171,869,021 | 327,744,620,572 | 234,455,417,252 | 788,366,306,845 |
| Weekend | 351,482,752,592 | 380,779,349,314 | 367,756,287,080 | 1,199,028,388,986 |
| Total | 803,826,490,634 | 1,126,267,990,456 | 836,662,121,584 | 2,766,756,602,677 |

APS - AUTOMATED PERFORMANCE SUMMARY

On March 28th, 2009, Product6, from the Category3 Category, has a Daily Revenue total of 1,789,245,934. It is above its Daily Quota of 1,689,362,000 by 79,883,934. It is below the YTD Daily Average of 2,061,308,238 by 292,062,304. The YTD Daily Revenue Total is above the YTD Daily Quota of 151,786,026,424 by 27,547,790,304. The March 28th, 2009 Quota Achievement is 104.73%. The YTD Quota Achievement is 118.15%. The EOY Quota Achievement is 24.5%. In 2007, the Quota was reached 191 time(s) but failed to be reached 174 time(s). In 2008, the Quota was reached 298 time(s) but failed to be reached 68 time(s). In 2009, the Quota was reached 197 time(s) but failed to be reached 168 time(s). In 2007, the highest day was March 3rd, 2007. In 2008, the highest day was February 18th, 2008. In 2009, the highest day was June 27th, 2009.



FEATURES

- Daily actual vs. quota with variance
- Daily actual vs. daily average with variance
- YTD actual vs. YTD quota with variance
- Highest day and daily totals per year
- Daily cumulative totals
- Days above/below quota
- EOY quota total
- Daily Quota achievement percentage
- YTD & EOY Quota achievement percentage
- Daily Average to achieve the EOY quota
- Automated Performance Summary
- DoD% & YoY% (growth/decline)
- Daily actual & Daily cumulative charts
- Daily actual vs. YTD Daily Avg. Chart
- YTD actual vs. YTD quota Chart
- Weekday/Weekend Cumulative chart

WEEKLY TREND ANALYZER

| Year | Week |
|------|---------|
| 2009 | Week 37 |

| Category |
|-----------|
| Category3 |

| Products |
|----------|
| Product5 |

| Weekly Lookup Analyzer | | |
|------------------------|---------------|--------------|
| Revenue | Quota | Variance |
| 8,487,093,498 | 8,954,620,661 | -467,527,163 |

| YTD Weekly Average Comparison | | |
|-------------------------------|----------------|-----------------|
| Revenue | Average | Variance |
| 8,487,093,498 | 20,062,494,972 | -11,575,401,474 |

| YTD Weekly Cumulative Totals | | |
|------------------------------|-----------------|----------------|
| Revenue | Quota | Variance |
| 742,312,313,982 | 660,147,503,674 | 82,164,810,308 |

| Highest Week each year | | | |
|------------------------|----------------|----------------|----------------|
| Year | 2007 | 2008 | 2009 |
| Week | Week 38 | Week 37 | Week 6 |
| Revenue | 29,503,608,971 | 32,488,745,194 | 36,326,447,414 |
| Quota | 18,414,255,253 | 6,923,027,997 | 22,891,925,930 |

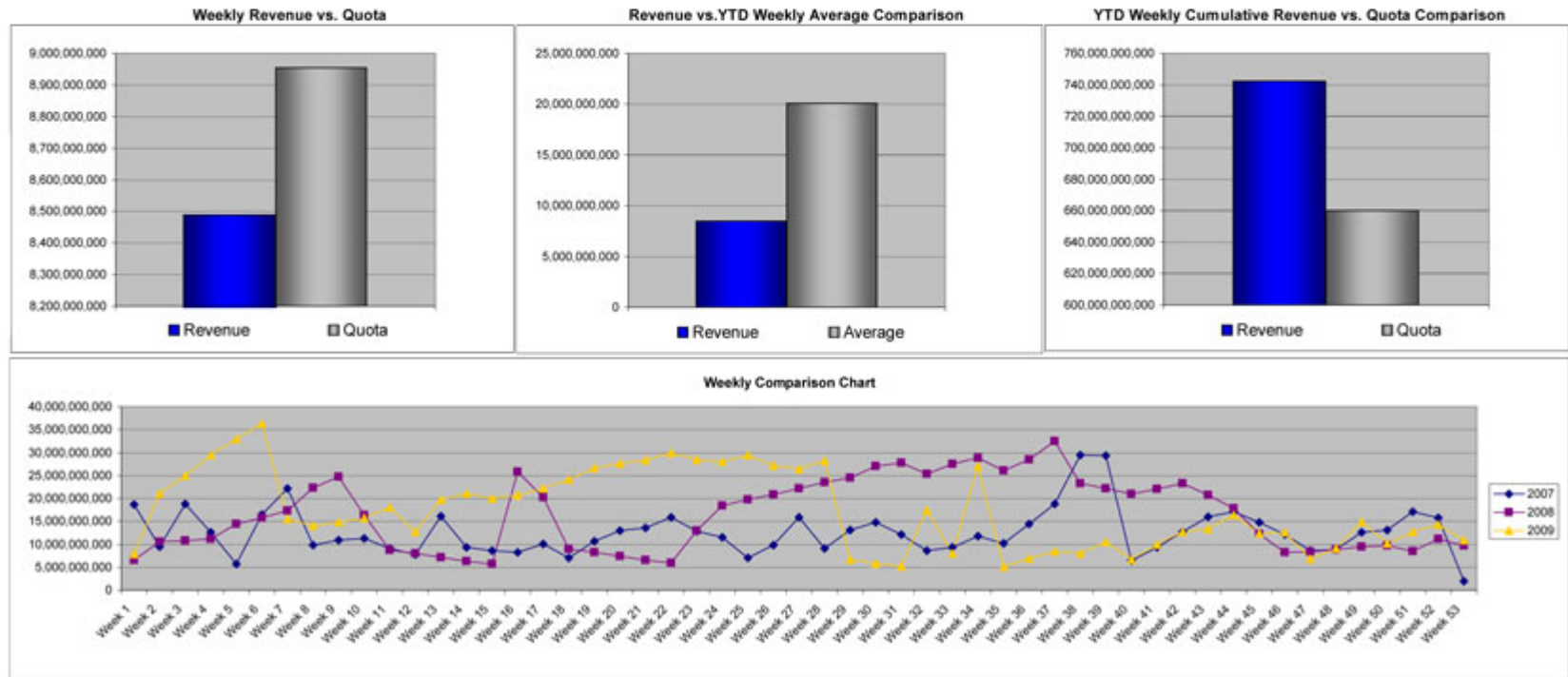
| | |
|-------------------------------------|-----------------|
| Weekly Average to Achieve EOY Quota | 9,862,353,328 |
| 2009 EOY Quota Total | 900,109,907,224 |

| | |
|-------|---------|
| WoW % | 23.61% |
| YoY % | -73.88% |

| Weeks Above / Below Quota | | |
|---------------------------|-------|-------|
| Year | Above | Below |
| 2007 | 13 | 40 |
| 2008 | 33 | 20 |
| 2009 | 26 | 27 |

APS - AUTOMATED PERFORMANCE SUMMARY

At the end of Week 37 in 2009, Product5, from the Category3 Category, has a Revenue total of 8,487,093,498. Week 37 is below its Weekly Quota of 8,954,620,661 by 467,527,163. Week 37 is above its YTD Weekly Average of 20,062,494,972 by 11,575,401,474. The YTD Revenue total of Product5 is 742,312,313,982. It is above its YTD Quota total of 660,147,503,674 by 82,164,810,308. Its WoW% is 23.61% and its YoY% is -73.88%. In 2007, the highest week is Week 38. In 2008, the highest week is Week 37. In 2009, the highest week is Week 6. In 2007, the Quota was reached 13 time(s) but failed to be reached 40 time(s). In 2008, the Quota was reached 33 time(s) but failed to be reached 20 time(s). In 2009, the Quota was reached 26 time(s) but failed to be reached 27 time(s).



FEATURES

- Weekly actual vs. quota comparison with variance
- Weekly actual vs. weekly avg. comparison with variance
- YTD cumulative actual vs. YTD cumulative quota with variance
- Weekly Average to achieve the EOY Quota
- WoW% and YoY% (growth/decline)
- Highest Week of the year
- Weeks Above/Below Quota
- EOY Quota Total
- Weekly Comparison chart
- Weekly actual vs. quota comparison chart
- Weekly actual vs. YTD weekly average comparison chart
- YTD cumulative actual vs. YTD cumulative quota comparison chart
- Automated Performance Summary

MONTHLY TREND ANALYZER

| Month |
|----------|
| Sep-2009 |

| Year | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | Total |
|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 2007 Revenue | 142,232,830,275 | 186,774,531,736 | 205,834,066,201 | 227,113,906,741 | 761,955,425,753 |
| 2007 Quota | 185,413,029,307 | 182,382,122,627 | 238,284,671,929 | 138,219,960,207 | 724,300,084,070 |
| 2008 Revenue | 146,238,040,138 | 171,871,343,930 | 149,898,147,620 | 175,748,938,830 | 643,756,470,518 |
| 2008 Quota | 258,226,874,420 | 276,730,157,085 | 158,566,963,421 | 129,651,654,310 | 823,175,679,242 |
| 2009 Revenue | 111,547,135,491 | 125,235,893,400 | 174,962,950,188 | 185,275,255,470 | 596,999,234,549 |
| 2009 Quota | 153,587,789,129 | 202,665,792,228 | 153,705,113,874 | 180,306,796,241 | 689,635,451,552 |

| | Revenue | Quota | Variance | MoM% | YoY% |
|--------------|-----------------|-----------------|----------------|--------|---------|
| Sep-2009 | 111,547,135,491 | 44,368,808,233 | 67,178,327,258 | 22.38% | -6.62% |
| Year to Date | 575,157,084,122 | 620,328,695,311 | 70,428,929,416 | 23.82% | -23.89% |

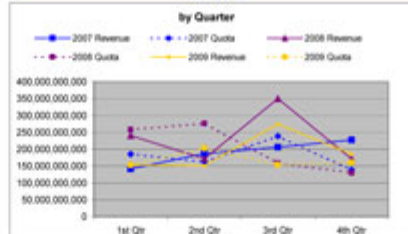
| Quota Achievement % | Quota | 2007 | 2008 | 2009 |
|---------------------|--------------|-------|------|------|
| 251.41% | Sep-2009 | Above | 5 | 6 |
| 113.83% | Year to Date | Below | 7 | 6 |

| End of Year Quota Achievement % | |
|---------------------------------|-----------------|
| On Target to meet quota | 87% |
| % to be on target in September | 75% |
| 2009 EOY Quota Total | 669,635,451,552 |

| QoQ% | |
|--------------|--------|
| 3rd Qtr 2009 | 81.34% |

| Cumulative as of January 1, 2007 | |
|----------------------------------|-------------------|
| | 2,458,813,736,294 |

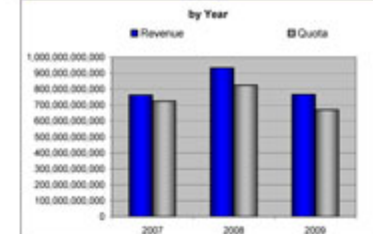
| Category |
|-----------|
| Category1 |



| Year | Highest Month | Quarter |
|------|---------------|---------|
| 2007 | Sep | 4th qtr |
| 2008 | Aug | 3rd qtr |
| 2009 | Sep | 3rd qtr |

| Average Monthly Revenue | Jan-2009 - Sep-2009 | To Achieve Quota |
|-------------------------|---------------------|------------------|
| | 64,417,509,414 | 29,959,288,942 |

| Products |
|----------|
| Product1 |



| Year | Monthly Revenue Trend | Decline |
|------|-----------------------|---------|
| 2007 | 5 | 6 |
| 2008 | 5 | 6 |
| 2009 | 7 | 4 |

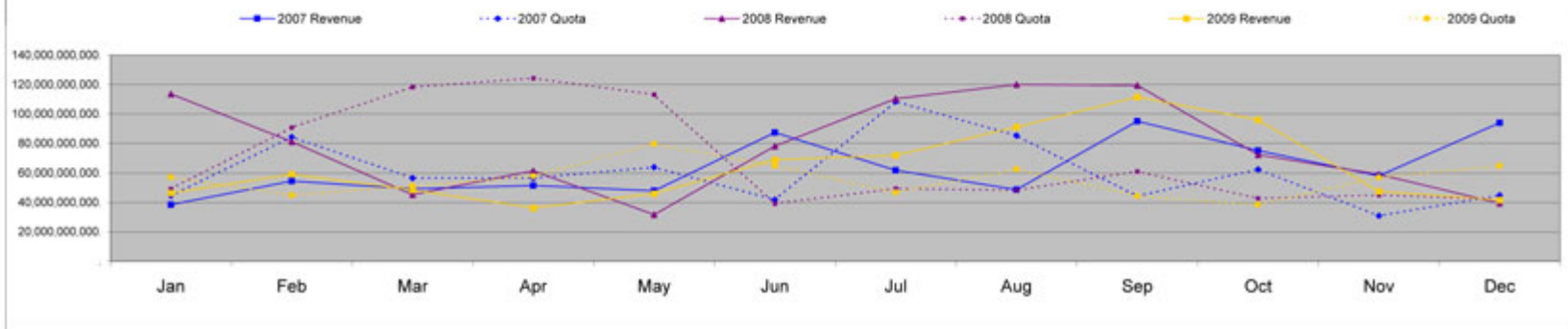
| Monthly Rank | in 2009 | in all 3 years |
|--------------|---------|----------------|
| | 1st | 6th |

APS - Automated Performance Summary

Product1, from the Category1 Category, has a cumulative total of 2,458,813,736,294. In September 2009, Product1 had Revenue of 111,547,135,491. It is 67,178,327,258 below September's monthly Quota of 44,368,808,233. The YTD Revenue total of Product1 is above the YTD Quota by 70,428,929,416. It has achieved 251.41% of September's monthly Quota and 113.83% of its YTD Quota. September 2009 is the 1st highest month in 2009 and is ranked 4th in all 3 years. The average monthly Revenue between Jan-2009 - Sep-2009 is 64,417,509,414. This month is below the monthly average by 47,129,628,077. To achieve its EOY Quota, an average of 29,959,288,942 is needed for the next 3 months. The highest month in 2007 is September. In 2008, the highest month is August and in 2009 it is September. The highest quarter in 2007 is the 4th qtr. In 2008, the highest quarter is the 3rd qtr and in 2009 it is the 3rd qtr. In 2007, Product1 was above its Quota 5 time(s) and below its Quota 7 time(s). In 2008, Product1 was above its Quota 7 time(s) and below its Quota 5 time(s). In 2009, Product1 was above its Quota 6 time(s) and below its Quota 6 time(s).

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|----------------|----------------|----------------|-----------------|
| 2007 Revenue | 38,424,040,498 | 54,314,837,361 | 60,001,438,113 | 81,409,201,244 | 87,936,477,204 | 87,398,705,324 | 87,848,104,181 | 88,708,527,271 | 95,079,884,370 | 75,106,216,388 | 66,007,027,870 | 64,000,155,370 | 761,955,425,753 |
| 2007 Quota | 44,481,109,711 | 84,421,642,403 | 96,530,279,225 | 96,985,825,574 | 83,928,225,426 | 41,868,071,627 | 108,510,276,076 | 85,428,578,080 | 44,345,117,787 | 82,378,699,426 | 30,935,468,787 | 44,904,796,014 | 724,300,084,070 |
| 2008 Revenue | 113,712,031,570 | 179,219,899,494 | 160,076,719,269 | 107,948,208,020 | 111,231,947,224 | 78,193,779,805 | 170,360,866,744 | 120,080,201,944 | 178,408,028,021 | 72,412,074,844 | 66,007,444,181 | 28,299,279,824 | 823,175,679,242 |
| 2008 Quota | 48,181,608,881 | 80,796,692,899 | 118,308,372,670 | 124,418,173,213 | 113,251,293,123 | 39,109,690,743 | 48,296,995,973 | 48,196,803,180 | 61,873,234,261 | 42,679,698,870 | 45,024,952,816 | 41,947,042,871 | 823,175,679,242 |
| 2009 Revenue | 38,200,000,000 | 38,100,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 48,000,000,000 | 596,999,234,549 |
| 2009 Quota | 87,129,918,209 | 44,832,243,287 | 51,095,625,123 | 57,929,498,864 | 79,767,420,831 | 84,868,814,933 | 48,717,295,432 | 62,819,000,280 | 44,368,808,233 | 38,424,695,719 | 56,870,569,643 | 64,911,770,879 | 689,635,451,552 |

by Month



FEATURES

- Monthly actual vs. quota with variance
- Quarterly actual vs. quota with variance
- YTD actual vs YTD quota with variance
- MoM% & YTD MoM% (growth/decline)
- YoY% & YTD YoY% (growth/decline)
- QoQ% (growth/decline)
- Months above/below quota
- Monthly quota achievement percentage
- YTD quota achievement percentage
- EOY Quota Achievement percentage
- EOY Quota Achievement advisor
- # of Months of Growth or Decline
- Automated Performance Summary
- Monthly average needed to achieve quota
- Monthly actual vs. quota comparison chart
- Quarterly & Annual comparison charts
- Monthly rank in current year and over the 3yrs

MULTI-COMPARISON UTILITY

| MCU - Multi Comparison Utility | | |
|--------------------------------|-----------|----------|
| Year | Category | Products |
| 2007 | Category1 | Product1 |
| 2008 | Category2 | Product3 |
| 2009 | Category3 | Product5 |
| 2008 | Category1 | Product1 |
| 2009 | Category2 | Product3 |

APS - Automated Performance Summary

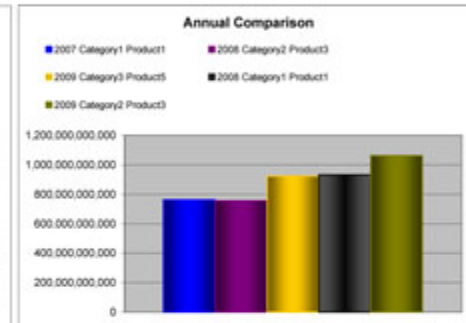
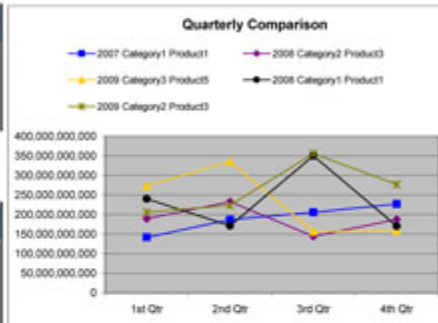
In 2007, Product1 from the Category1 Category had a cumulative total of 761,555,425,752. It is ranked 4th out of the 5 Products being compared. In 2008, Product3 from the Category2 Category had a cumulative total of 754,655,792,153. It is ranked 5th out of the 5 Products being compared. In 2009, Product5 from the Category3 Category had a cumulative total of 923,815,174,786. It is ranked 3rd out of the 5 Products being compared. In 2008, Product1 from the Category1 Category had a cumulative total of 932,225,470,337. It is ranked 2nd out of the 5 Products being compared. In 2009, Product3 from the Category2 Category had a cumulative total of 1,062,296,293,026. It is ranked 1st out of the 5 Products being compared.

The Product1 April monthly total is 51,459,351,244 and the January - April YTD Total is 193,482,272,217. The January - April average is 48,373,058,054. The highest month in 2007 is September. The April MoM% growth rate is 4.82%. The Product3 April monthly total is 92,396,317,195 and the January - April YTD Total is 281,631,092,052. The January - April average is 70,407,773,013. The highest month in 2008 is February. The April MoM% growth rate is 52.3%. The Product5 April monthly total is 91,008,539,917 and the January - April YTD Total is 354,286,843,669. The January - April average is 91,071,710,917. The highest month in 2009 is May. The April MoM% growth rate is 19.16%. The Product1 April monthly total is 61,446,105,601 and the January - April YTD Total is 301,652,145,920. The January - April average is 75,413,036,480. The highest month in 2008 is August. The April MoM% growth rate is 35.7%. The Product3 April monthly total is 71,685,459,465 and the January - April YTD Total is 277,241,937,651. The January - April average is 69,310,484,413. The highest month in 2009 is August. The April MoM% growth rate is -27.22%.

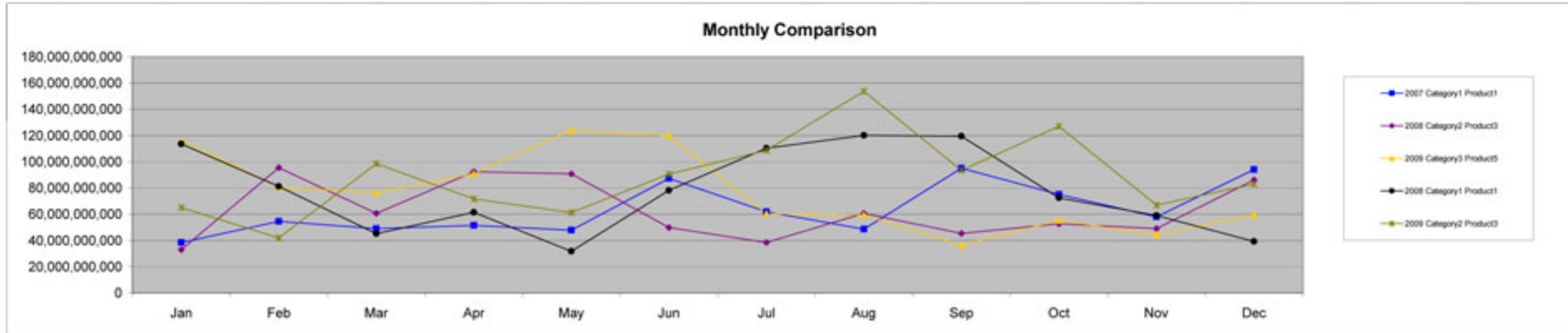
| | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | Total | Rank |
|-------------------------|-----------------|-----------------|-----------------|-----------------|-------------------|------|
| 2007 Category1 Product1 | 142,032,920,973 | 186,774,531,786 | 205,634,066,252 | 227,113,906,741 | 761,555,425,752 | 4 |
| 2008 Category2 Product3 | 189,234,774,857 | 233,115,114,994 | 144,335,576,117 | 187,970,326,185 | 754,655,792,153 | 5 |
| 2009 Category3 Product5 | 273,278,303,752 | 234,328,737,734 | 156,326,108,937 | 159,280,004,315 | 923,815,174,786 | 3 |
| 2008 Category1 Product1 | 240,206,040,315 | 171,371,343,556 | 349,896,147,629 | 170,749,938,833 | 932,225,470,337 | 2 |
| 2009 Category2 Product3 | 205,556,478,186 | 223,693,167,194 | 356,262,693,983 | 276,993,951,983 | 1,062,296,293,026 | 1 |

| Month |
|-------|
| Apr |

| | Apr | Jan - Apr YTD | Jan - Apr Average | MoM% | Highest Month | Lowest Month |
|-------------------------|----------------|-----------------|-------------------|---------|---------------|--------------|
| 2007 Category1 Product1 | 51,459,351,244 | 193,482,272,217 | 48,373,058,054 | 4.82% | Sep | Jan |
| 2008 Category2 Product3 | 92,396,317,195 | 281,631,092,052 | 70,407,773,013 | 52.3% | Feb | Jan |
| 2009 Category3 Product5 | 91,008,539,917 | 354,286,843,669 | 91,071,710,917 | 19.16% | May | Sep |
| 2008 Category1 Product1 | 61,446,105,601 | 301,652,145,920 | 75,413,036,480 | 35.7% | Aug | May |
| 2009 Category2 Product3 | 71,685,459,465 | 277,241,937,651 | 69,310,484,413 | -27.22% | Aug | Feb |



| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|-------------------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|-------------------|
| 2007 Category1 Product1 | 38,424,645,495 | 54,514,837,361 | 49,093,438,113 | 51,459,351,244 | 47,919,477,258 | 87,398,703,334 | 61,848,554,161 | 48,705,527,712 | 95,079,984,379 | 75,106,219,389 | 58,007,527,873 | 94,000,198,379 | 761,555,425,752 |
| 2008 Category2 Product3 | 33,056,198,536 | 90,512,691,585 | 60,665,885,734 | 92,396,317,195 | 90,811,089,934 | 49,907,707,865 | 38,424,655,854 | 60,596,420,334 | 45,314,499,929 | 52,818,533,250 | 49,100,650,579 | 86,051,142,356 | 754,655,792,153 |
| 2009 Category3 Product5 | 116,246,867,348 | 80,654,463,656 | 76,373,952,548 | 91,008,539,917 | 124,289,980,109 | 119,830,887,750 | 60,422,118,478 | 59,542,256,188 | 36,363,734,271 | 55,457,356,044 | 44,464,337,518 | 59,308,310,753 | 923,815,174,786 |
| 2008 Category1 Product1 | 113,712,931,517 | 81,213,395,448 | 45,279,713,354 | 61,446,105,601 | 31,731,467,354 | 78,193,770,601 | 110,392,898,144 | 120,050,251,464 | 119,465,035,021 | 72,412,514,844 | 59,037,444,181 | 39,299,979,808 | 932,225,470,337 |
| 2009 Category2 Product3 | 65,157,526,057 | 41,898,187,449 | 98,300,784,686 | 71,685,459,465 | 61,331,655,534 | 60,678,052,195 | 108,713,029,074 | 153,824,071,204 | 83,515,595,901 | 126,991,944,734 | 66,910,587,100 | 83,091,849,734 | 1,062,296,293,026 |



FEATURES

- Compare up to 5 items
- Monthly Comparison
- Quarterly Comparison and rank
- Actuals, YTD Actuals and Monthly Average Comparison
- Highest and Lowest month of the items being compared
- MoM% (Month over Month growth/decline)
- Monthly Actual comparison chart
- Quarterly & Annual comparison charts
- Automated Performance Summary

EXECUTIVE DASHBOARD

| |
|-----------|
| Category |
| Category2 |

| |
|----------|
| Products |
| Product4 |

| Annual Cumulative Totals | | | | |
|--------------------------|-------------------|-------------------|------------------|---------------|
| | Revenue | Quota | Variance | Achievement % |
| 2008 | 1,023,612,524,977 | 714,198,621,987 | 309,413,902,990 | 143.32% |
| 2009 | 725,206,909,023 | 833,456,663,585 | -108,249,754,562 | 87.01% |
| 2010 | 761,555,425,751 | 935,534,528,457 | -173,979,102,706 | 81.4% |
| Total | 2,510,374,859,751 | 2,483,189,814,028 | 27,185,045,723 | 101.09% |

| YoY % | | % of Total Cumulative Revenue | | |
|---------|-------|-------------------------------|--------|--------|
| 2009 | 2010 | 2008 | 2009 | 2010 |
| -29.15% | 5.01% | 40.78% | 28.89% | 30.34% |

| Highest Revenue Totals | | | | |
|------------------------|---------------|----------------|-----------------|-----------------|
| | Day | Week | Month | Quarter |
| 2008 | 2/18/2008 | Week 7 | February | 1st Qtr |
| Revenue | 7,406,928,046 | 40,360,912,980 | 136,292,948,837 | 355,152,664,592 |
| Quota | 2,388,610,511 | 12,248,271,748 | 46,855,959,263 | 197,620,959,545 |
| 2009 | 11/7/2009 | Week 45 | April | 2nd Qtr |
| Revenue | 4,878,584,206 | 26,576,460,440 | 98,387,869,173 | 214,699,793,784 |
| Quota | 2,016,960,476 | 12,777,402,432 | 124,419,173,213 | 276,730,157,084 |
| 2010 | 6/11/2010 | Week 25 | September | 4th Qtr |
| Revenue | 4,961,464,206 | 30,821,883,440 | 95,079,984,379 | 227,113,906,740 |
| Quota | 5,260,826,476 | 15,003,463,668 | 117,283,089,913 | 236,127,328,680 |

| Above / Below Quota | | | | |
|---------------------|-------|------|------|------|
| | | 2008 | 2009 | 2010 |
| Days | Above | 236 | 152 | 139 |
| | Below | 130 | 213 | 226 |
| Weeks | Above | 33 | 24 | 19 |
| | Below | 20 | 29 | 34 |
| Months | Above | 8 | 4 | 3 |
| | Below | 4 | 8 | 9 |
| Quarters | Above | 3 | 2 | 0 |
| | Below | 1 | 2 | 4 |

- Cumulative actual vs. quota comparison and variance
- Annual quota achievement percentage
- YoY% (Year over Year growth/decline)
- 3 year % breakdown of total cumulative actuals
- Highest day, week, month & quarter actuals vs. quota comparison
- Days, weeks, months & quarters above/below quota

ANNUAL CALENDAR VIEW

| |
|-----------|
| Category |
| Category2 |

| |
|----------|
| Products |
| Product3 |

| 2007 | | |
|---------|----------|-----------|
| January | February | March |
| April | May | June |
| July | August | September |
| October | November | December |

| 2008 | | |
|---------|----------|-----------|
| January | February | March |
| April | May | June |
| July | August | September |
| October | November | December |

| 2009 | | |
|---------|----------|-----------|
| January | February | March |
| April | May | June |
| July | August | September |
| October | November | December |

- Dynamic annual calendar illustration

- Quota achievement color-coded conditional indicators

MONTHLY CALENDAR VIEW

Month
Nov-2009

Category
Category2

Products
Product3

| NOVEMBER 2009 | | | | | | |
|----------------------|--------|---------|-----------|----------|--------|----------|
| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | | | | | |

• Dynamic monthly calendar illustration

• Quota achievement color-coded conditional indicators