

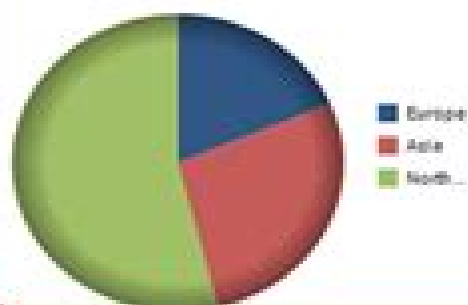


Sales Overview

		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		\$148,609,112	\$219,871,430	-7%	
Sales Unit Cost		\$82,396,729	\$14,659,176	-9%	
Sales Unit Price		\$22,381,649	\$74,381,612	-4%	
Discounts					
Sales Discount Amount		\$8,064,915	\$6,492,810	-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

Sales Amount



KPI Details

KPI: Sales Quantity

Metric: Target

Measure: Sales Quantity

Row Path: Sales/Sales Quantity

Column Path: *

Page Filters: All

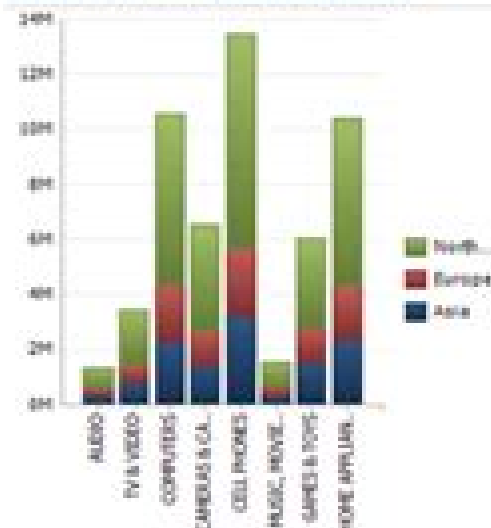
Status Bands: Great Spotlight Indicator

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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Table of Contents Sharepoint 20document Templates

1. Understanding the eBook Sharepoint 20document Templates
 - The Rise of Digital Reading Sharepoint 20document Templates
 - Advantages of eBooks Over Traditional Books
2. Identifying Sharepoint 20document Templates
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sharepoint 20document Templates
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sharepoint 20document Templates
 - Personalized Recommendations
 - Sharepoint 20document Templates User Reviews and Ratings
 - Sharepoint 20document Templates and Bestseller Lists

5. Accessing Sharepoint 20document Templates Free and Paid eBooks
 - Sharepoint 20document Templates Public Domain eBooks
 - Sharepoint 20document Templates eBook Subscription Services
 - Sharepoint 20document Templates Budget-Friendly Options
6. Navigating Sharepoint 20document Templates eBook Formats
 - ePub, PDF, MOBI, and More
 - Sharepoint 20document Templates Compatibility with Devices
 - Sharepoint 20document Templates Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sharepoint 20document Templates
 - Highlighting and Note-Taking Sharepoint 20document Templates
 - Interactive Elements Sharepoint 20document Templates
8. Staying Engaged with Sharepoint 20document Templates
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sharepoint 20document Templates
9. Balancing eBooks and Physical Books Sharepoint 20document Templates
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sharepoint 20document Templates
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Sharepoint 20document Templates
 - Setting Reading Goals Sharepoint 20document Templates
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Sharepoint 20document Templates
 - Fact-Checking eBook Content of Sharepoint 20document Templates
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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