

You have achieved \$1,184,530 in sales revenue YTD. This represents 82% of the forecasted sales revenue target of \$1,503,867. The current actual to forecasted revenue variance is -\$328,337. **KEEP WORKING!**

[Details](#)

Standard Reports

- Calendar Sales Summaries
- Geographic Sales Summaries
- Product Sales Summaries
- Revenue Analysis Summaries

Market Share Summary
 In-place Drilling

Dollars

Current Period Sales Analysis
 Sub-Target Drill

Region	Sales	Forecasted Sales	% of Forecast
CENTRAL REGION	\$385,343	342,295	110%
EASTERN REGION	\$408,812	543,188	80%
SOUTHERN REGION	\$209,098	348,371	60%
WESTERN REGION	\$181,178	330,012	49%
Grand Total	\$1,184,530	1,503,867	82%

You are currently below forecast for the year. Research brand penetration within customer base.

[Brand Analysis](#)

Regional Revenue
 Current vs Prior Period

YTD Market Share Analysis: BOSTON, in the **EA REGION** has \$296,880 in sales YTD, which are 22.6% of total YTD Revenue.

YTD Market Share Analysis: CHICAGO, in the **C REGION** has \$187,123 in sales YTD, which are 17.1% of total YTD Revenue.

[Details](#)

Colors by Region

Color: **Antique Gold**

District	Units	Price Per
ATLANTA DISTRICT	1,137	
BOSTON DISTRICT	27,433	
CHARLOTTE DISTRICT	327	
CHICAGO DISTRICT	91,560	

Oracle Bi Interactive Dashboards

TD Snyder



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