

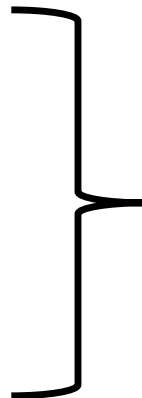
Telemetry **RT**³[®]

Projections & Risk Radars

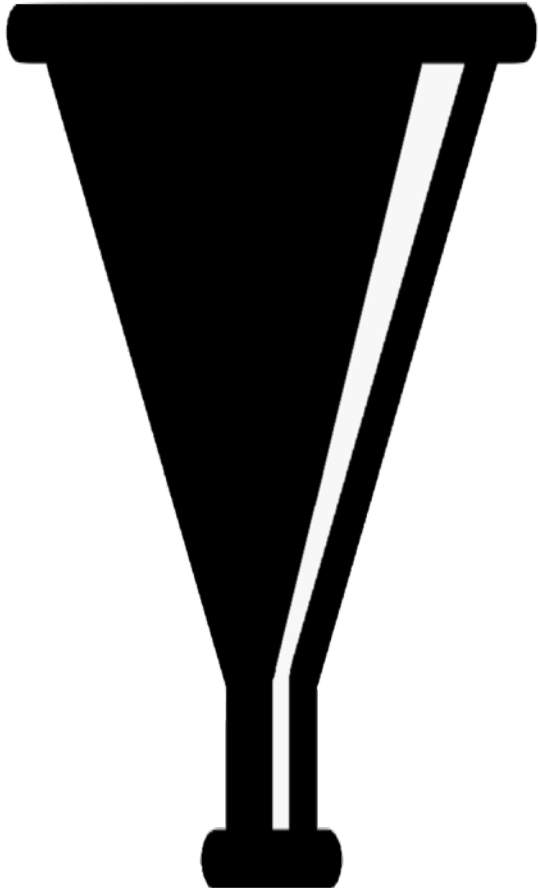


PIPELINE STAGES	INITIAL EXTRACT
------------------------	----------------------------

1. Raw Leads	13,000
2. Position in Category	4,612
3. Troubled by Problem	18
4. Qualify & Prioritise	21
5. Establish Credentials	17
6. Define Needs	112
7. Propose & Prove Solution	306
8. Defeat Competition	134
9. Obtain Mgt Approval	295
10. Obtain Contract	312

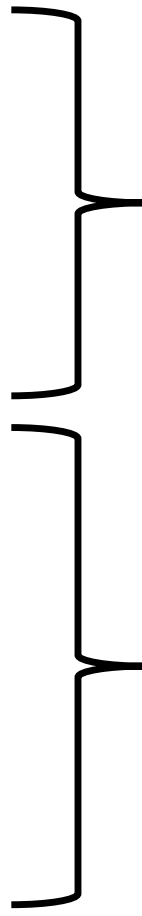


Marketing Systems

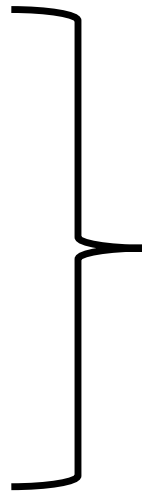


PIPELINE STAGES	INITIAL EXTRACT
------------------------	----------------------------

1. Raw Leads	13,000
2. Position in Category	4,612
3. Troubled by Problem	18
4. Qualify & Prioritise	21
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8. Defeat Competition	134
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10. Obtain Contract	312



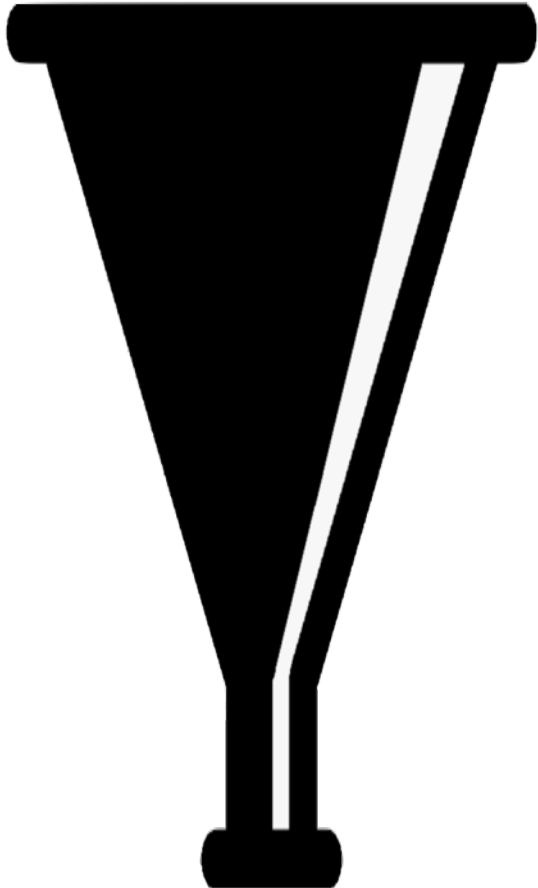
Marketing Systems



CRM



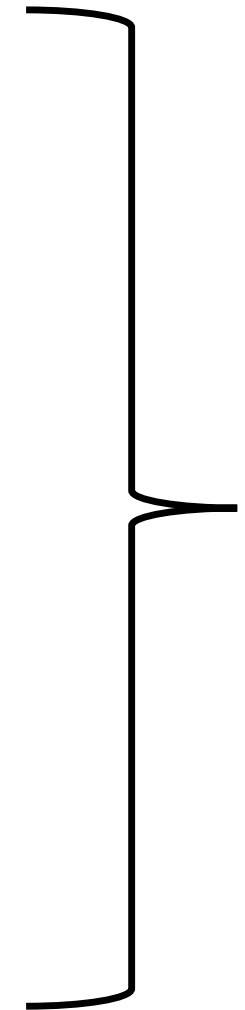
PIPELINE STAGES	INITIAL EXTRACT	
1. Raw Leads	13,000	Marketing Systems
2. Position in Category	4,612	
3. Troubled by Problem	18	
4. Qualify & Prioritise	21	
5. Establish Credentials	17	CRM
6. Define Needs	112	
7. Propose & Prove Solution	306	
8. Defeat Competition	134	General Ledger
9. Obtain Mgt Approval	295	
10. Obtain Contract	312	



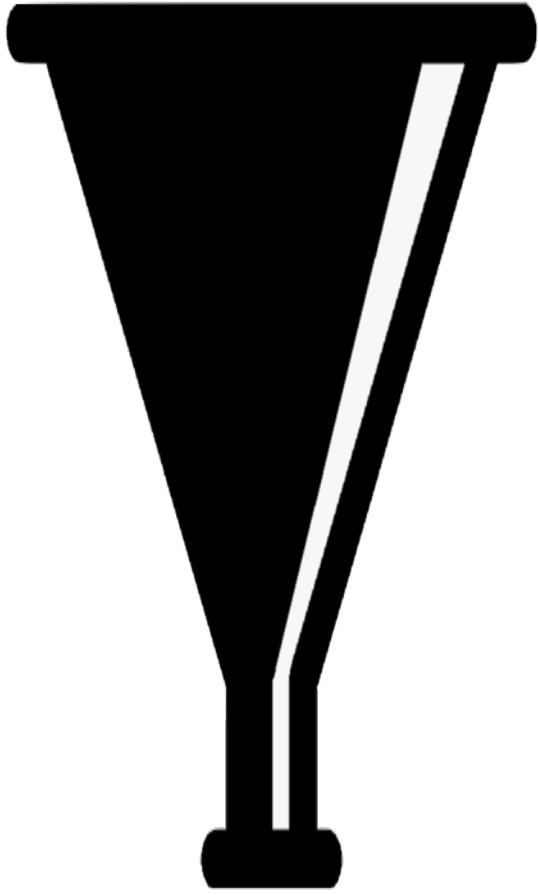
PIPELINE STAGES	INITIAL EXTRACT
1. Raw Leads	13,000
2. Position in Category	4,612
3. Troubled by Problem	18
4. Qualify & Prioritise	21
5. Establish Credentials	17
6. Define Needs	112
7. Propose & Prove Solution	306
8. Defeat Competition	134
9. Obtain Mgt Approval	295
10. Obtain Contract	312



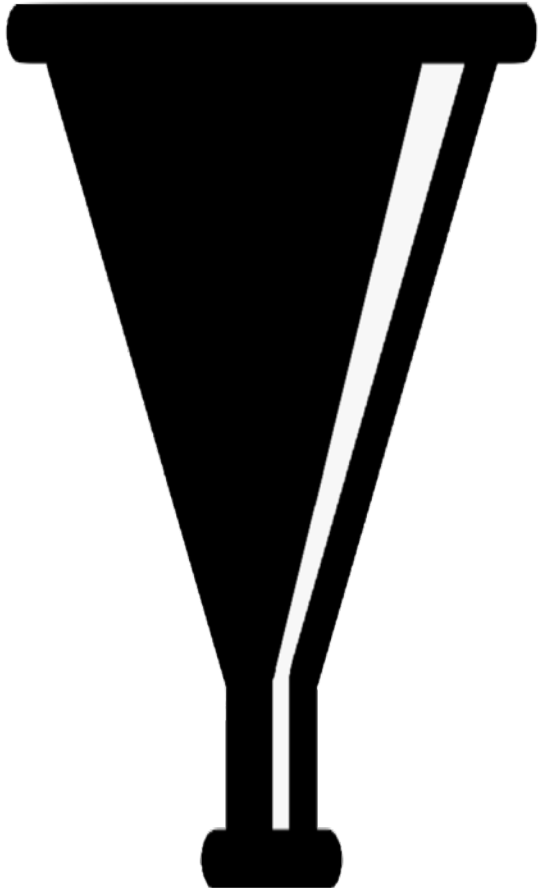
PIPELINE STAGES	INITIAL EXTRACT
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2. Position in Category	4,612
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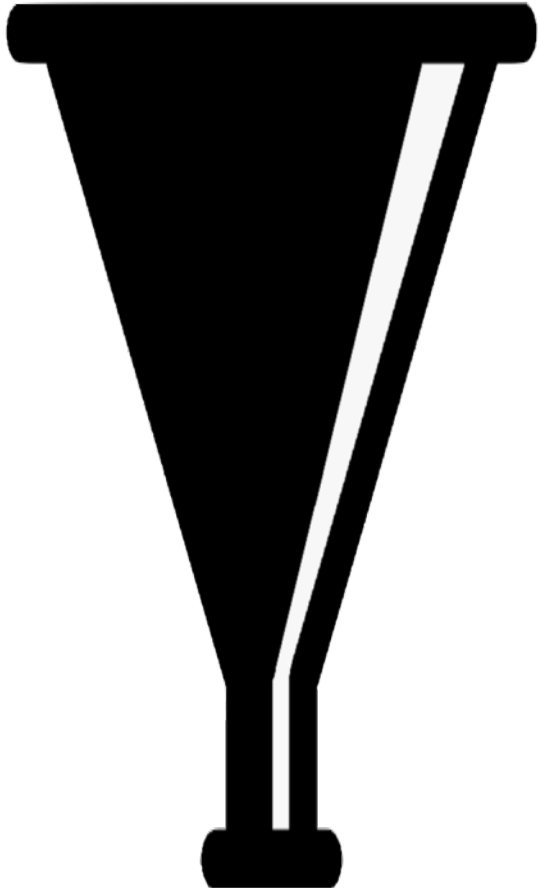
END-TO-END VIEW



PIPELINE STAGES	INITIAL EXTRACT	IMPLIED CONV. %
1. Raw Leads	13,000	100%
2. Position in Category	4,612	71.2%
3. Troubled by Problem	18	68.3%
4. Qualify & Prioritise	21	72.4%
5. Establish Credentials	17	67.1%
6. Define Needs	112	52.2%
7. Propose & Prove Solution	306	68.5%
8. Defeat Competition	134	66.9%
9. Obtain Mgt Approval	295	64.8%
10. Obtain Contract	312	56.1%



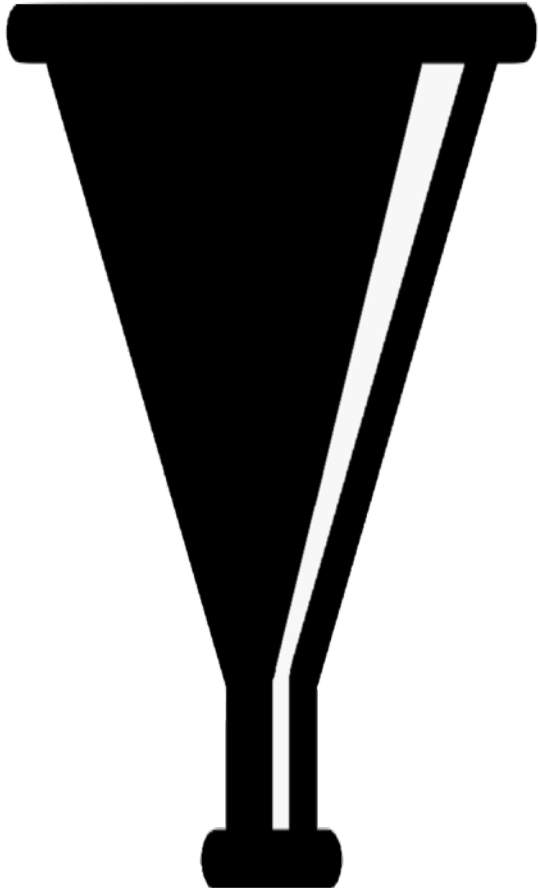
PIPELINE STAGES	INITIAL EXTRACT	IMPLIED CONV. %	IMPLIED VELOCITY
1. Raw Leads	13,000	100%	
2. Position in Category	4,612	71.2%	42
3. Troubled by Problem	18	68.3%	53
4. Qualify & Prioritise	21	72.4%	10
5. Establish Credentials	17	67.1%	32
6. Define Needs	112	52.2%	45
7. Propose & Prove Solution	306	68.5%	48
8. Defeat Competition	134	66.9%	21
9. Obtain Mgt Approval	295	64.8%	18
10. Obtain Contract	312	56.1%	52



PIPELINE STAGES	INITIAL EXTRACT	IMPLIED CONV. %	IMPLIED VELOCITY	RECYCLE CONV. %
1. Raw Leads	13,000	100%		
2. Position in Category	4,612	71.2%	42	20%
3. Troubled by Problem	18	68.3%	53	20%
4. Qualify & Prioritise	21	72.4%	10	20%
5. Establish Credentials	17	67.1%	32	20%
6. Define Needs	112	52.2%	45	20%
7. Propose & Prove Solution	306	68.5%	48	20%
8. Defeat Competition	134	66.9%	21	20%
9. Obtain Mgt Approval	295	64.8%	18	20%
10. Obtain Contract	312	56.1%	52	20%



PIPELINE STAGES	INITIAL EXTRACT	IMPLIED CONV. %	IMPLIED VELOCITY	RECYCLE CONV. %	RECYCLE VELOCITY
1. Raw Leads	13,000	100%			
2. Position in Category	4,612	71.2%	42	20%	30
3. Troubled by Problem	18	68.3%	53	20%	30
4. Qualify & Prioritise	21	72.4%	10	20%	30
5. Establish Credentials	17	67.1%	32	20%	30
6. Define Needs	112	52.2%	45	20%	30
7. Propose & Prove Solution	306	68.5%	48	20%	30
8. Defeat Competition	134	66.9%	21	20%	30
9. Obtain Mgt Approval	295	64.8%	18	20%	30
10. Obtain Contract	312	56.1%	52	20%	30



PIPELINE STAGES	INITIAL EXTRACT	IMPLIED CONV. %	IMPLIED VELOCITY	RECYCLE CONV. %	RECYCLE VELOCITY
1. Raw Leads	13,000	100%			
2. Position in Category	4,612	71.2%	42	20%	30
3. Troubled by Problem	18	68.3%	53	20%	30
4. Qualify & Prioritise	21	72.4%	10	20%	30
5. Establish Credentials	17	67.1%	32	20%	30
6. Define Needs	112	52.2%	45	20%	30
7. Propose & Prove Solution	306	68.5%	48	20%	30
8. Defeat Competition	134	66.9%	21	20%	30
9. Obtain Mgt Approval	295	64.8%	18	20%	30
10. Obtain Contract	312	56.1%	52	20%	30

Funnel Parameter Inputs

Filters:

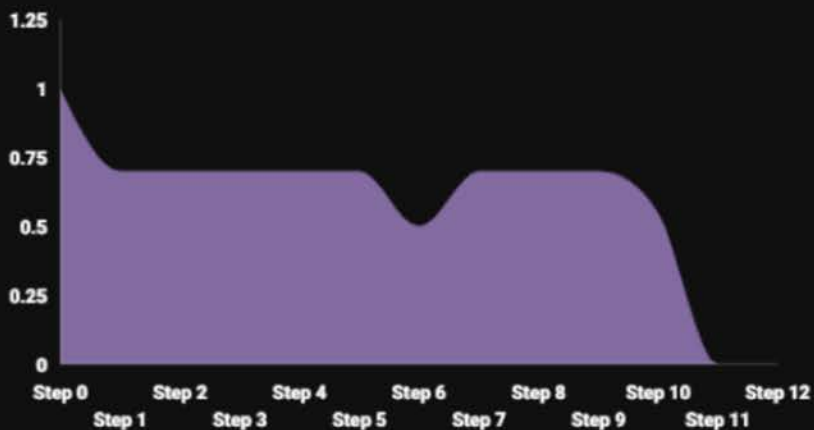
Campaign
CAM00000000

Scenario
Modelling

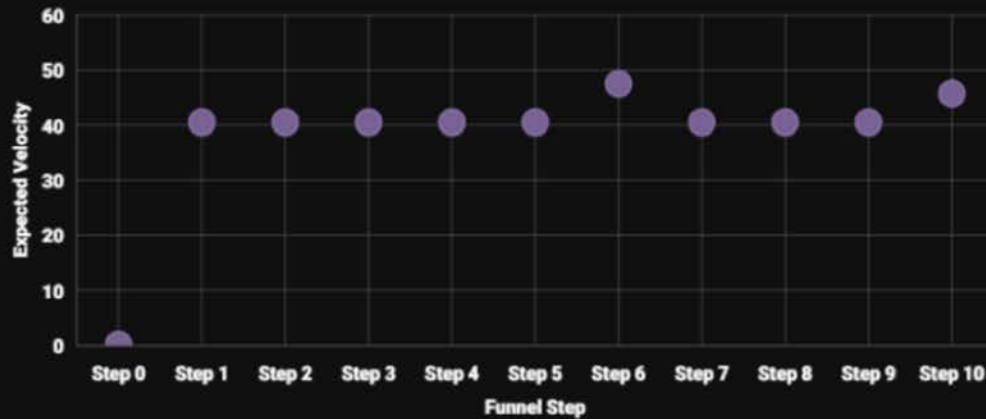
Extrapolation

	Progression Step %	Expected Leads to Progress	Recycle %	Recycle Leads	Recycle Velocity	Lead Velocity
Step 1	1.00		0.00		0.00	0.00
Step 2	0.71	4,612	0.20	922	30.00	39.6
Step 3	0.68	18	0.20	4	30.00	17.3
Step 4	0.66	21	0.20	4	30.00	42.8
Step 5	0.69	17	0.20	3	30.00	72.3
Step 6	0.71	112	0.20	22	30.00	36.8
Step 7	0.48	306	0.20	61	30.00	27.0
Step 8	0.68	134	0.20	27	30.00	29.4
Step 9	0.71	295	0.20	59	30.00	21.4

Progression Step %



Total Days = 305.22



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

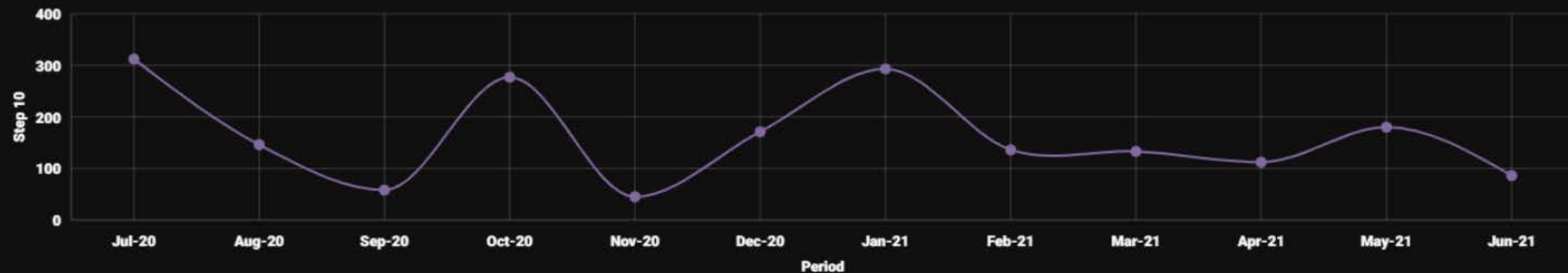
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

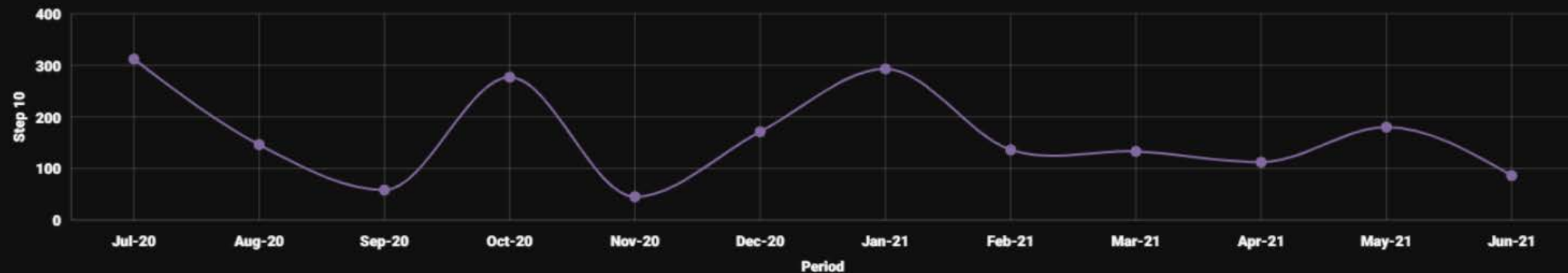
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

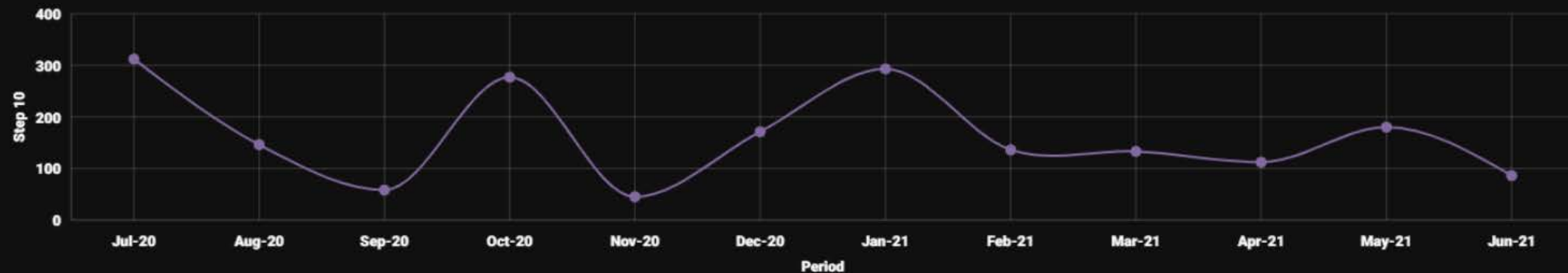
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

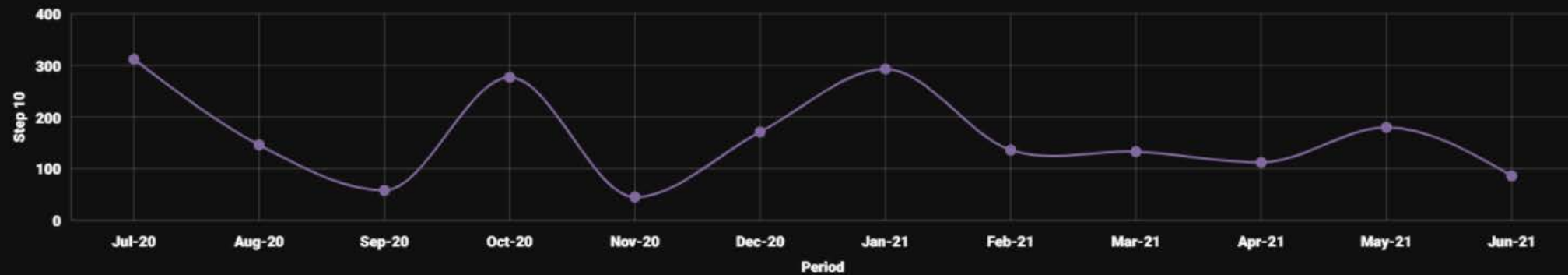
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

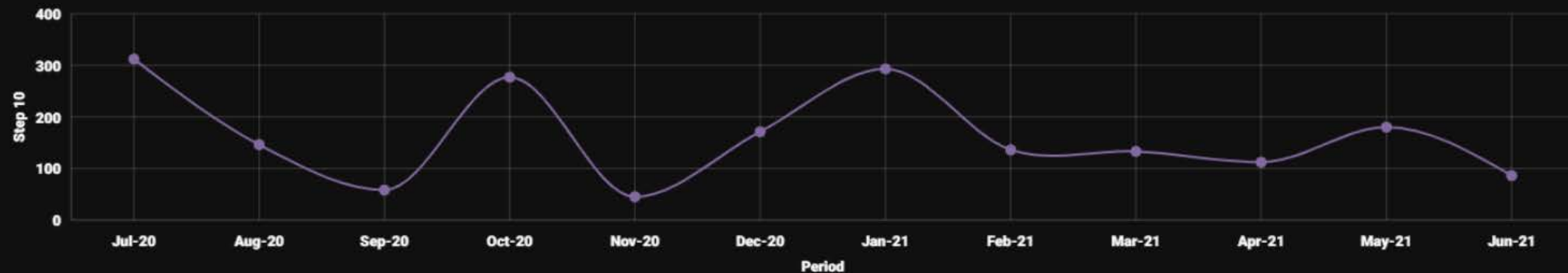
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

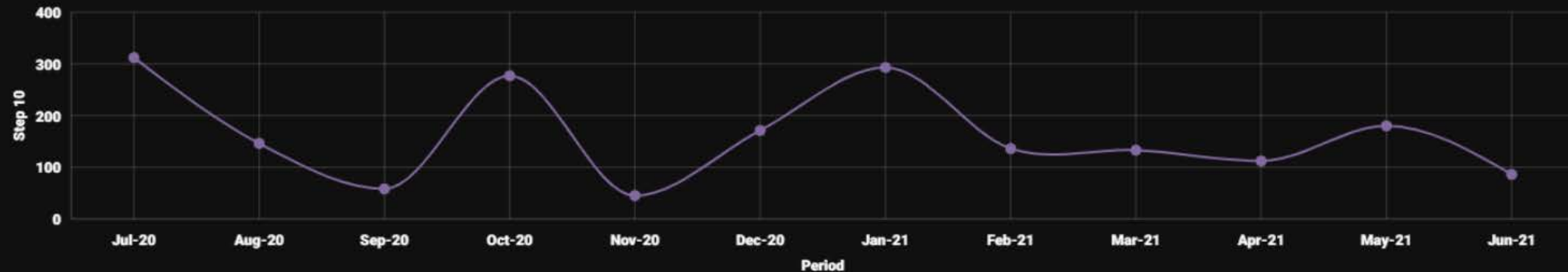
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

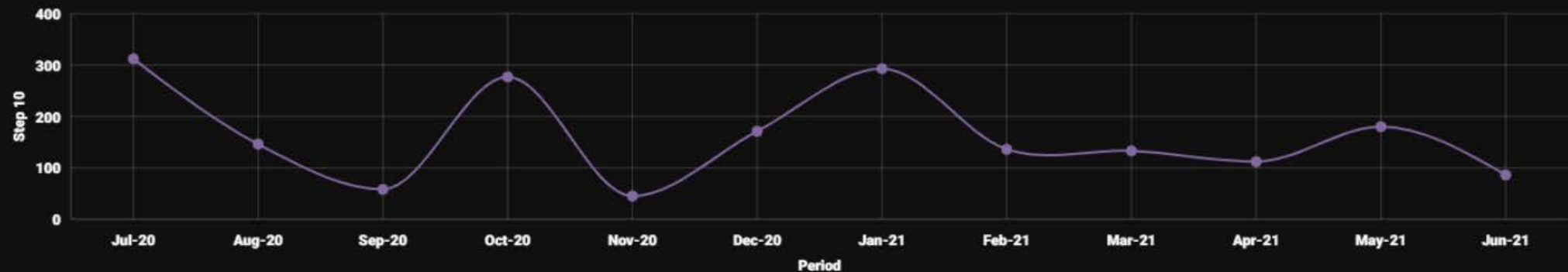
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

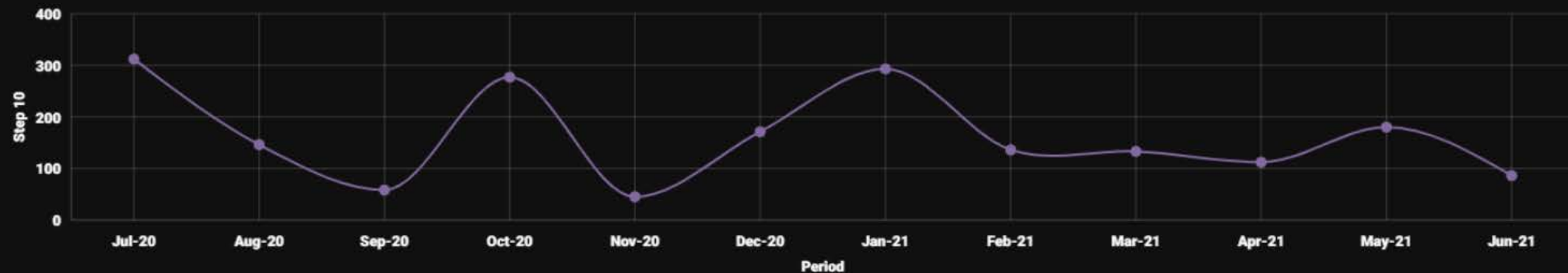
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

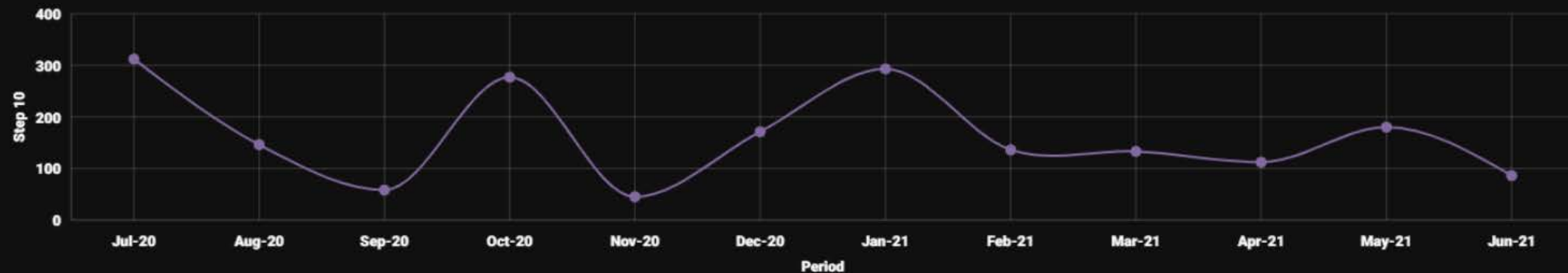
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

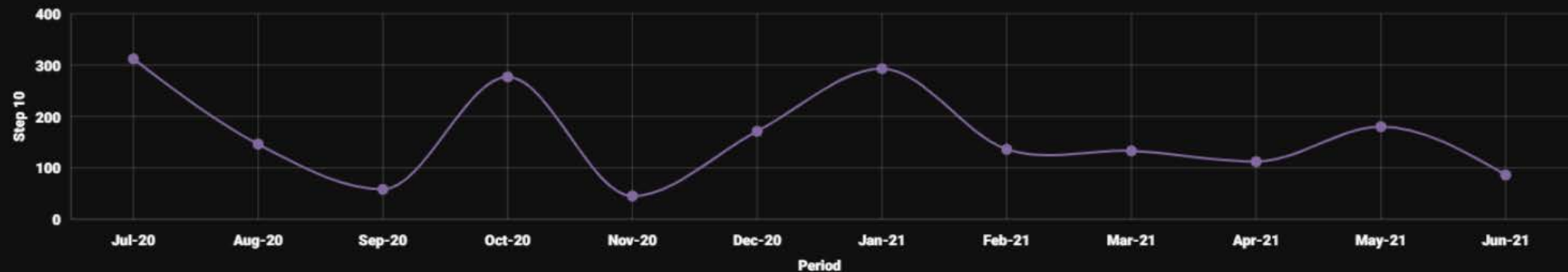
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140	
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)	
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.30		

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140	
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)	
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.30		

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

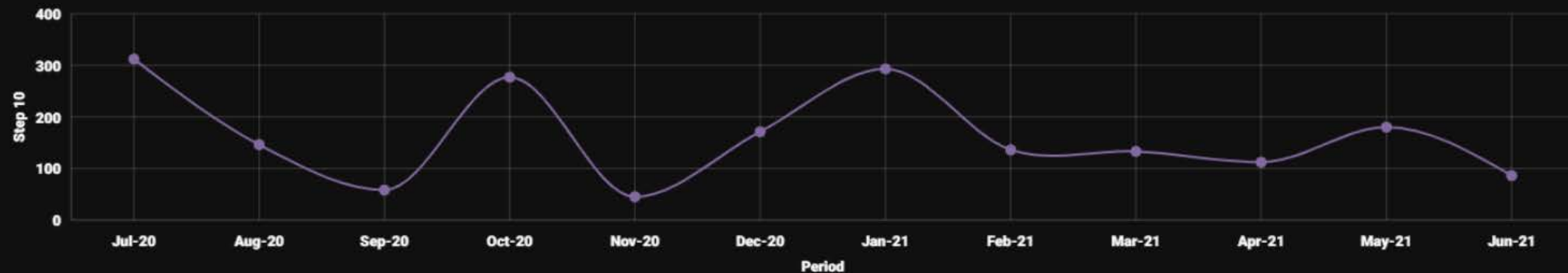
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140	
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)	
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.30		

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	13000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Step 2	4612.00	3597.00	4546.00	758.00	851.00	422.00	270.00	274.00	101.00	91.00	43.00	26.00
Step 3	18.00	5358.00	1044.00	2654.00	466.00	678.00	232.00	132.00	181.00	71.00	59.00	25.00
Step 4	21.00	1434.00	1420.00	521.00	1223.00	263.00	268.00	113.00	55.00	87.00	30.00	29.00
Step 5	17.00	7.00	1499.00	410.00	154.00	714.00	13.00	141.00	51.00	30.00	52.00	17.00
Step 6	112.00	86.00	696.00	678.00	478.00	363.00	741.00	482.00	380.00	211.00	221.00	199.00
Step 7	306.00	227.00	531.00	626.00	1111.00	756.00	619.00	487.00	1087.00	718.00	408.00	465.00
Step 8	134.00	89.00	54.00	308.00	156.00	369.00	227.00	127.00	200.00	223.00	334.00	122.00
Step 9	295.00	88.00	102.00	25.00	67.00	397.00	150.00	135.00	173.00	231.00	87.00	282.00
Step 10	312.00	146.00	58.00	277.00	45.00	171.00	293.00	136.00	133.00	112.00	180.00	86.00

Avg Order	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,120,000.00	\$1,460,000.00	\$580,000.00	\$2,770,000.00	\$450,000.00	\$1,710,000.00	\$2,930,000.00	\$1,360,000.00	\$1,330,000.00	\$1,120,000.00	\$1,800,000.00	\$860,000.00

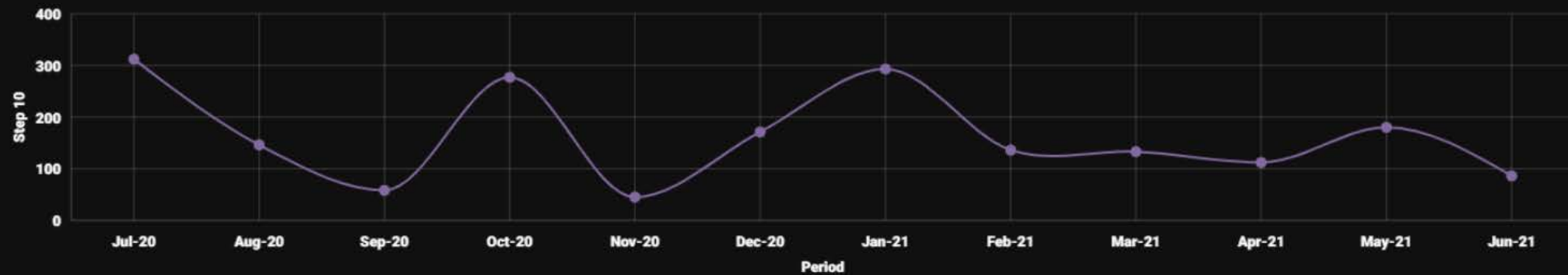
Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140	
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)	
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.30		

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140	
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)	
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.30		

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	-1.00	-1.00	-2.00	-2.00	-1.00	-6.00	-3.00	-2.00	-2.00	-6.00	-2.00
Step 6	-3.00	1.00	2.00	-3.00	1.00	2.00	2.00	-5.00	-6.00	-3.00	2.00	-3.00
Step 7	1.00	1.00	1.00	1.00	4.00	1.00	-1.00	0.00	-6.00	-7.00	-1.00	1.00
Step 8	-2.00	-3.00	-1.00	-2.00	-4.00	-1.00	1.00	0.00	-7.00	-8.00	-8.00	-10.00
Step 9	2.00	-2.00	-3.00	2.00	1.00	-3.00	1.00	0.00	-7.00	-10.00	-11.00	-11.00
Step 10	0.00	0.00	2.00	2.00	1.00	2.00	-3.00	0.00	-8.00	-9.00	-10.00	-12.00

Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	-1.00	-1.00	-2.00	-2.00	-1.00	-6.00	-3.00	-2.00	-2.00	-6.00	-2.00
Step 6	-3.00	1.00	2.00	-3.00	1.00	2.00	2.00	-5.00	-6.00	-3.00	2.00	-3.00
Step 7	1.00	1.00	1.00	1.00	4.00	1.00	-1.00	0.00	-6.00	-7.00	-1.00	1.00
Step 8	-2.00	-3.00	-1.00	-2.00	-4.00	-1.00	1.00	0.00	-7.00	-8.00	-8.00	-10.00
Step 9	2.00	-2.00	-3.00	2.00	1.00	-3.00	1.00	0.00	-7.00	-10.00	-11.00	-11.00
Step 10	0.00	0.00	2.00	2.00	1.00	2.00	-3.00	0.00	-8.00	-9.00	-10.00	-12.00

Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	-1.00	-1.00	-2.00	-2.00	-1.00	-6.00	-3.00	-2.00	-2.00	-6.00	-2.00
Step 6	-3.00	1.00	2.00	-3.00	1.00	2.00	2.00	-5.00	-6.00	-3.00	2.00	-3.00
Step 7	1.00	1.00	1.00	1.00	4.00	1.00	-1.00	0.00	-6.00	-7.00	-1.00	1.00
Step 8	-2.00	-3.00	-1.00	-2.00	-4.00	-1.00	1.00	0.00	-7.00	-8.00	-8.00	-10.00
Step 9	2.00	-2.00	-3.00	2.00	1.00	-3.00	1.00	0.00	-7.00	-10.00	-11.00	-11.00
Step 10	0.00	0.00	2.00	2.00	1.00	2.00	-3.00	0.00	-8.00	-9.00	-10.00	-12.00



Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	0.00	0.00	-1.00	-1.00	1.00	-3.00	0.00	0.00	2.00	-2.00	2.00
Step 6	-3.00	1.00	2.00	-1.00	2.00	2.00	3.00	-1.00	-2.00	1.00	4.00	1.00
Step 7	1.00	1.00	1.00	2.00	4.00	2.00	1.00	2.00	-2.00	-3.00	2.00	4.00
Step 8	-2.00	-3.00	-1.00	0.00	-2.00	1.00	2.00	2.00	-2.00	-3.00	-4.00	-5.00
Step 9	2.00	-2.00	-2.00	2.00	2.00	0.00	3.00	3.00	-2.00	-5.00	-5.00	-9.00
Step 10	0.00	0.00	2.00	3.00	2.00	4.00	0.00	4.00	-2.00	-3.00	-4.00	-5.00



Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	0.00	0.00	-1.00	-1.00	1.00	-3.00	0.00	0.00	2.00	-2.00	2.00
Step 6	-3.00	1.00	2.00	-1.00	2.00	2.00	3.00	-1.00	-2.00	1.00	4.00	1.00
Step 7	1.00	1.00	1.00	2.00	4.00	2.00	1.00	2.00	-2.00	-3.00	2.00	4.00
Step 8	-2.00	-3.00	-1.00	0.00	-2.00	1.00	2.00	2.00	-2.00	-3.00	-4.00	-5.00
Step 9	2.00	-2.00	-2.00	2.00	2.00	0.00	3.00	3.00	-2.00	-5.00	-5.00	-9.00
Step 10	0.00	0.00	2.00	3.00	2.00	4.00	0.00	4.00	-2.00	-3.00	-4.00	-5.00



Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,499	406	152	721	13	141	51	31	51	17
Step 6	109	87	710	671	488	370	763	477	372	213	230	201
Step 7	309	229	536	639	1,155	771	625	497	1,065	696	416	484
Step 8	131	86	53	308	153	373	232	130	196	216	321	116
Step 9	301	86	100	26	68	397	155	139	170	219	82	257
Step 10	312.00	146.00	59.00	285.00	46.00	178.00	293.00	141.00	130.00	109.00	173.00	81.00

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,810,304	\$452,115	\$1,751,724	\$2,886,050	\$1,393,184	\$1,283,849	\$1,070,104	\$1,702,080	\$796,274	\$19,239,710
Delta (\$)	(\$46,800.00)	(\$21,900.00)	(\$2,726.00)	\$40,304.00	\$2,115.00	\$41,724.00	(\$43,950.00)	(\$33,184.00)	(\$46,151.00)	(\$49,896.00)	(\$97,920.00)	(\$63,726.00)	(\$322,110)
Delta %	-1.50	-1.50	0.50	1.50	0.50	2.40	-1.50	2.40	-3.50	-4.50	-5.40	-7.40	

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.00	

Total
\$18,732,140
(\$757,862)

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,499	406	152	721	13	141	51	31	51	17
Step 6	109	87	710	671	488	370	763	477	372	213	230	201
Step 7	309	229	536	639	1,155	771	625	497	1,065	696	416	484
Step 8	131	86	53	308	153	373	232	130	196	216	321	116
Step 9	301	86	100	26	68	397	155	139	170	219	82	257
Step 10	312.00	146.00	59.00	285.00	46.00	178.00	293.00	141.00	130.00	109.00	173.00	81.00

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,810,304	\$452,115	\$1,751,724	\$2,886,050	\$1,393,184	\$1,283,849	\$1,070,104	\$1,702,080	\$796,274	\$19,239,710
Delta (\$)	(\$46,800.00)	(\$21,900.00)	(\$2,726.00)	\$40,304.00	\$2,115.00	\$41,724.00	(\$43,950.00)	(\$33,184.00)	(\$46,151.00)	(\$49,896.00)	(\$97,920.00)	(\$63,726.00)	(\$322,110)
Delta %	-1.50	-1.50	0.50	1.50	0.50	2.40	-1.50	2.40	-3.50	-4.50	-5.40	-7.40	

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-3.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	1.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-2.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	2.00	-1.00
Step 5	-2.00	0.00	0.00	-1.00	-1.00	1.00	-3.00	0.00	0.00	2.00	-2.00	2.00
Step 6	-3.00	1.00	2.00	-1.00	2.00	2.00	3.00	-1.00	-2.00	1.00	4.00	1.00
Step 7	1.00	1.00	1.00	2.00	4.00	2.00	1.00	2.00	-2.00	-3.00	2.00	4.00
Step 8	-2.00	-3.00	-1.00	0.00	-2.00	1.00	2.00	2.00	-2.00	-3.00	-4.00	-5.00
Step 9	2.00	-2.00	-2.00	2.00	2.00	0.00	3.00	3.00	-2.00	-5.00	-5.00	-9.00
Step 10	0.00	0.00	2.00	3.00	2.00	4.00	0.00	4.00	-2.00	-3.00	-4.00	-5.00



Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-6.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	2.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-4.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	4.00	-1.00
Step 5	-2.00	1.00	1.00	0.00	0.00	3.00	0.00	3.00	2.00	6.00	2.00	6.00
Step 6	-3.00	1.00	2.00	1.00	3.00	2.00	4.00	3.00	2.00	5.00	6.00	5.00
Step 7	1.00	1.00	1.00	3.00	4.00	3.00	3.00	4.00	2.00	1.00	5.00	7.00
Step 8	-2.00	-3.00	-1.00	2.00	0.00	3.00	3.00	4.00	3.00	2.00	0.00	0.00
Step 9	2.00	-2.00	-1.00	2.00	3.00	3.00	5.00	6.00	3.00	0.00	-1.00	-7.00
Step 10	0.00	0.00	2.00	4.00	3.00	6.00	3.00	8.00	4.00	3.00	2.00	0.00



Forward Risk Radar

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	1.00	1.00	-3.00	1.00	-1.00	-3.00	-3.00	-5.00	1.00	1.00	-6.00	1.00
Step 2	2.00	-2.00	1.00	2.00	-2.00	1.00	1.00	-2.00	2.00	2.00	2.00	2.00
Step 3	3.00	-3.00	4.00	3.00	-3.00	4.00	-2.00	0.00	3.00	3.00	-4.00	3.00
Step 4	-1.00	2.00	-4.00	-1.00	1.00	-4.00	2.00	0.00	-1.00	-1.00	4.00	-1.00
Step 5	-2.00	1.00	1.00	0.00	0.00	3.00	0.00	3.00	2.00	6.00	2.00	6.00
Step 6	-3.00	1.00	2.00	1.00	3.00	2.00	4.00	3.00	2.00	5.00	6.00	5.00
Step 7	1.00	1.00	1.00	3.00	4.00	3.00	3.00	4.00	2.00	1.00	5.00	7.00
Step 8	-2.00	-3.00	-1.00	2.00	0.00	3.00	3.00	4.00	3.00	2.00	0.00	0.00
Step 9	2.00	-2.00	-1.00	2.00	3.00	3.00	5.00	6.00	3.00	0.00	-1.00	-7.00
Step 10	0.00	0.00	2.00	4.00	3.00	6.00	3.00	8.00	4.00	3.00	2.00	0.00

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,658	3,633	4,410	766	842	409	262	260	102	92	40	26
Step 3	18	5,251	1,054	2,707	457	685	234	129	185	72	60	26
Step 4	22	1,391	1,477	537	1,186	274	263	113	57	90	29	30
Step 5	17	7	1,439	406	156	685	13	141	50	30	54	17
Step 6	110	87	703	678	478	374	741	496	388	224	225	211
Step 7	297	229	542	632	1,144	771	644	502	1,109	754	432	488
Step 8	135	90	55	317	162	380	234	132	204	225	351	131
Step 9	289	85	101	26	67	409	155	140	178	236	87	282
Step 10	318	143	57	283	46	176	308	144	137	112	178	84

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,134,664	\$1,409,338	\$565,587	\$2,783,019	\$456,548	\$1,734,881	\$3,030,353	\$1,419,976	\$1,349,352	\$1,103,200	\$1,755,270	\$827,703	\$19,569,391
Delta (\$)	\$14,664	(\$50,662)	(\$14,413)	\$13,019	\$6,548	\$24,880	\$100,353	\$59,976	\$19,352	(\$16,800)	(\$44,730)	(\$32,797)	\$79,390
Delta %	0.50	-3.50	-2.50	0.50	1.50	1.50	3.40	4.40	1.50	-1.50	-2.50	-3.00	

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,484	402	151	707	12	137	50	29	49	17
Step 6	109	87	710	658	483	370	756	458	357	205	225	193
Step 7	309	229	536	632	1,155	764	613	487	1,022	668	404	470
Step 8	131	86	53	302	150	365	229	127	186	205	307	110
Step 9	301	86	99	26	68	385	152	135	161	208	77	251
Step 10	312	146	59	283	45	174	284	136	122	102	162	76

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,783,019	\$447,683	\$1,718,037	\$2,799,469	\$1,339,600	\$1,205,246	\$1,003,912	\$1,595,700	\$745,448	\$18,732,140
Delta (\$)	(\$46,800.00)	(\$21,900.00)	\$2,726.00	\$13,019.00	(\$2,318.00)	\$8,037.00	(\$130,532.00)	(\$20,400.00)	(\$124,754.00)	(\$116,088.00)	(\$204,300.00)	(\$114,552.00)	(\$757,862)
Delta %	-1.50	-1.50	0.50	0.50	-0.50	0.50	-4.50	-1.50	-9.40	-10.40	-11.40	-13.00	

Total
\$18,732,140
(\$757,862)

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,704	3,525	4,591	773	834	426	273	269	103	93	43	27
Step 3	19	5,197	1,086	2,734	452	705	227	132	186	73	58	26
Step 4	21	1,463	1,363	516	1,235	252	273	113	54	86	31	29
Step 5	17	7	1,499	406	152	721	13	141	51	31	51	17
Step 6	109	87	710	671	488	370	763	477	372	213	230	201
Step 7	309	229	536	639	1,155	771	625	497	1,065	696	416	484
Step 8	131	86	53	308	153	373	232	130	196	216	321	116
Step 9	301	86	100	26	68	397	155	139	170	219	82	257
Step 10	312.00	146.00	59.00	285.00	46.00	178.00	293.00	141.00	130.00	109.00	173.00	81.00

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	Total
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Predicted	\$3,073,200	\$1,438,100	\$582,726	\$2,810,304	\$452,115	\$1,751,724	\$2,886,050	\$1,393,184	\$1,283,849	\$1,070,104	\$1,702,080	\$796,274	\$19,239,710
Delta (\$)	(\$46,800.00)	(\$21,900.00)	(\$2,726.00)	\$40,304.00	\$2,115.00	\$41,724.00	(\$43,950.00)	(\$33,184.00)	(\$46,151.00)	(\$49,896.00)	(\$97,920.00)	(\$63,726.00)	(\$322,110)
Delta %	-1.50	-1.50	0.50	1.50	0.50	2.40	-1.50	2.40	-3.50	-4.50	-5.40	-7.40	

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation

Dashboard

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Step 1	0	0	0	0	0	0	0	0	0	0	0	0
Step 2	4,658	3,633	4,410	766	842	409	262	260	102	92	40	26
Step 3	18	5,251	1,054	2,707	457	685	234	129	185	72	60	26
Step 4	22	1,391	1,477	537	1,186	274	263	113	57	90	29	30
Step 5	17	7	1,439	406	156	685	13	141	50	30	54	17
Step 6	110	87	703	678	478	374	741	496	388	224	225	211
Step 7	297	229	542	632	1,144	771	644	502	1,109	754	432	488
Step 8	135	90	55	317	162	380	234	132	204	225	351	131
Step 9	289	85	101	26	67	409	155	140	178	236	87	282
Step 10	318	143	57	283	46	176	308	144	137	112	178	84

Avg Order	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850	\$9,850
Fractal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Predicted	\$3,134,664	\$1,409,338	\$565,587	\$2,783,019	\$456,548	\$1,734,881	\$3,030,353	\$1,419,976	\$1,349,352	\$1,103,200	\$1,755,270	\$827,703	\$19,569,391
Delta (\$)	\$14,664	(\$50,662)	(\$14,413)	\$13,019	\$6,548	\$24,880	\$100,353	\$59,976	\$19,352	(\$16,800)	(\$44,730)	(\$32,797)	\$79,390
Delta %	0.50	-3.50	-2.50	0.50	1.50	1.50	3.40	4.40	1.50	-1.50	-2.50	-3.00	

Heat Map

Clear Cube

Actuals Extrapolation

Funnel Parameters

Manual Extrapolation