

Sales Updates for October 6 2021

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October 6 2021



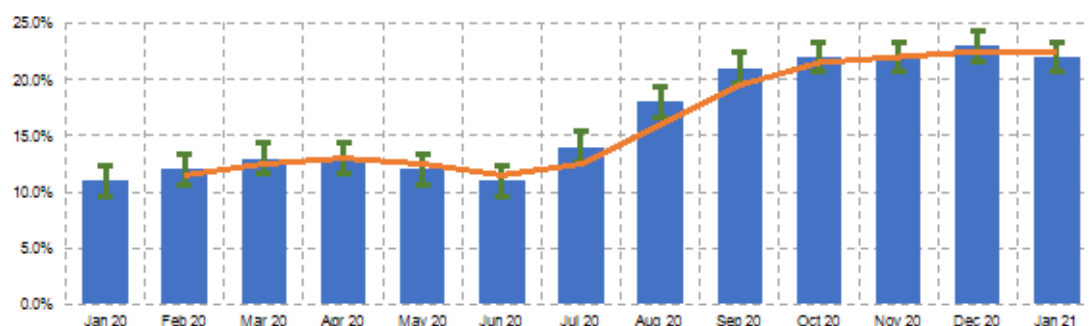
FINANCIAL PERFORMANCE RESULTS

QueBIT Daily Update

Sourced by FP&A Team

October 6 2021

Good morning. Through first 14 days in September, we have sold 4,403 units of ReportWORQ Distribution and 1,208 units of ReportWORQ Writeback which puts us on pace to sell 1450 total units for this month. Based on our forecast, we expect to be ahead of budget. Inventory planning estimates that we will reach a shortage of goods if we maintain this pace of sales for next 45 days.

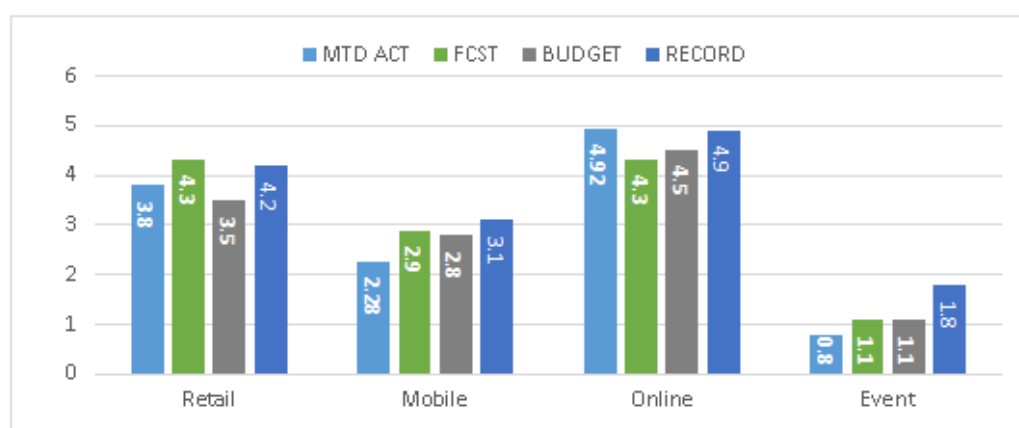
Stats to Know

- ReportWORQ Revenue of \$13.2MM (\$0.5MM needed rest of month to reach budget)
- Renewal revenue of \$46.2MM (\$0.0MM needed rest of month to reach budget)
- Headcount estimated to be 175 this month and 192 on a full year basis

Records in Sight

- ReportWORQ is on pace for record sales in Q3
- No other products or regions currently on pace for monthly records

ESTIMATED SALES VOLUME



*Actual sales activity through first 14 sales days sourced from FINTECH Realtime Sales. Information is valid as of September 14th 5PM EST.

- **Sales Penetration:** September sales through 14 selling days are trailing -4.2% behind plan, -8.1% lower than August, and down -1.1% compared to last year.

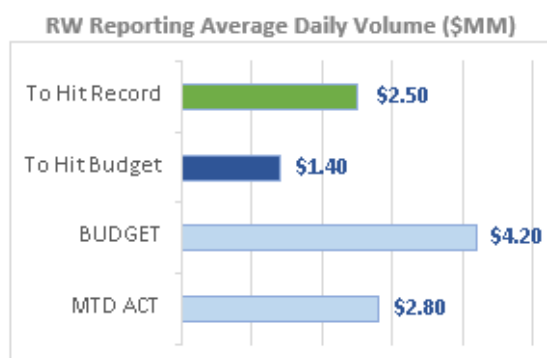
PRODUCT UPDATES

Total month to date September volume of \$59.4MM is on pace for \$136.4MM which would be - \$40.2MM lower than plan. \$40.2MM of volume is needed over the next 16 selling days to reach budgeted volume.

ReportWORQ Reporting sales of \$12.2MM is 3.2% favorable to budget and up 18.4% YoY

ReportWORQ is on pace to reach \$13.1MM in revenue this month, \$-2.2MM lower than plan and \$1.7MM higher compared to last year.

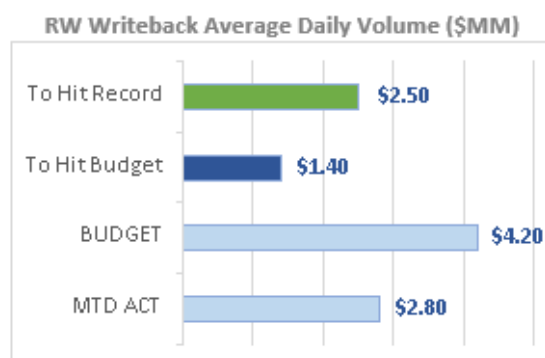
MTD performance compared to plan is driven by favorable new sales (7.8% with revenue impact of \$5.6MM), unfavorable renewal attrition (-7.7% with revenue impact of -\$1.2MM), and favorable upsale licenses (3.4% with revenue impact of \$0.9MM).



ReportWORQ Writeback sales of \$1.1MM is -4.2% unfavorable to budget and down -1.3% YoY

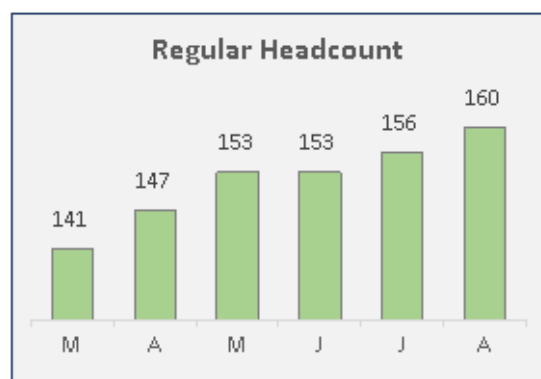
ReportWORQ Writeback is on pace to reach \$2.1MM in revenue this month, \$-.5MM lower than plan and \$-0.2MM lower compared to last year.

MTD performance compared to plan is driven by unfavorable renewal attrition (-1.3% with revenue impact of \$-.7MM), unfavorable licensing costs (-.2% with revenue impact of \$-0.13MM), and unfavorable contractor costs (-1.4% with revenue impact of \$-0.3MM).



HEADCOUNT

Headcount estimated to be 174 ending September



For the month of September, global headcount of 174 is up 4 roles with 1 hires, 2 consultant conversion and 0 terms. US is growing the most with 2 net hires and corporate is fastest growing functional area with 2 net hires.

Year ending headcount is forecasted to be 192, which is 7 above budget and 1 below prior forecast. The financial forecast factors in a vacancy rate which translates to year end headcount of 190.

Every word, number and chart in this newsletter was automatically generated using Excel formulas and ReportWORQ. Visit <https://www.reportworq.com> for more details.