

Key Business Indicators

| | | | |
|---------------------------|-------------------------|-----------------------|-----------------|
| Financials | | Quotes: | |
| Last Month Invoice: | \$ 186,684 (85% Target) | Open Quotes: | \$ 359,662 |
| Current Month Invoiced: | \$ 290,867 | Accepted Quotes: | \$ 7,461 |
| Open for Current Month: | \$ 4,882 | Expired Quotes | \$ 17,297 |
| Target for Current Month: | \$ 250,000 | New quotes | \$ 7,298 |
| Open for Next Month | \$ 180,759 | Expired Quotes | 74.19% Response |
| Open For 30 days +: | \$ 80,434 | No Longer Needed | 13.04% |
| % Contracted to 07 Avg. | 125.42% | Pricing | 56.52% |
| % Invoiced to 07 Avg. | 179.93% | Lead Time | 13.04% |
| | | Certification | 0% |
| | | Spec Change New Quote | 13.04% |
| | | Spec Change No Quote | 4.35% |

Proposals Status:

| Company | Last Status |
|---------------------------------------|---------------------------------|
| MediStuff for Knat Blood Line Product | Waiting for Engineering Signoff |

Major Proposal Expiration:

| Company | Last Status |
|--|--------------------------------|
| BigBadMissileCompany – SS Workstations | Requoted from qty 12 to qty 10 |

