

FY21 - Annual Sales Closed % Plan

Annual Sales Closed % Plan

Targets and Thresholds

1	2	3	4	5	6	7	8	9	10
-3.00	-2.25	-1.50	-0.75	0.00	0.60	1.20	1.80	2.40	3.00

Description

This indicator measures the achieved YTD closed sales compared to the target. The total target for fiscal year 2021 is \$10,370,000,000. These are sales closed by the Business Alliance, Strategic Accounts, and National Field Sales teams. *Annual Sales Closed % Plan is one of seven parts of the HQ CCMO Functional Effectiveness indicator and accounts for 17% of the total Functional Effectiveness for the CCMO.*

Measurement Period -

This performance indicator will be measured each month and cumulative scores will be reported as Year-To-Date (YTD) result.

Data Source and Calculation

Source – Panorama is used to report closed sales data.

Indicator Value – Percentage of achievement to target assigned.

Business Rule – $\% \text{ Achieved} = \frac{\text{Actual Closed Sales Revenue}}{\text{Closed Sales Revenue Target}} \times 100$

Decimal Precision – Two Decimals

Data Validation

The BCI / Sales Performance and Account Management team runs monthly reports on performance against sales revenue targets. The sales reports are generated from data housed in the Panorama system and will be available for viewing in CDM. Please follow the below instructions to access report:

Applicable Positions / Units, Measurement Depth and Weight:

Scorecard Name	Depth	Weight	Total Weight Towards Composite
HQ CCMO	Nation	17.0%	5.1%