

KPI	Actual	Target	Variance	Status	Months off
Revenue	\$827K	\$824K	\$3K	on target	0
Gross margin percent	26.1%	26.0%	0.1 pts	on target	0
Days sales outstanding	51.2	45.0	(6.2)	off target	3
On-time delivery percent	93.3%	95.0%	(1.7) pts	off target	3
Order fill rate percent	97.6%	97.0%	0.6 pts	on target	0
Active customers	40	42	(2)	off target	2
Inventory turns	5.33	6.50	(1.17)	off target	1
Opex percent of revenue	25.1%	25.3%	0.1 pts	on target	0