

# NeuroPsych Office Based FSPR

This tool provides a directional performance assessment of performance. This tool is NOT intended to estimate SIP payout - the field should use the BONUS Estimators provided by Field Measurement on the Rewards & Recognition website for this

Geography Info					Performance Data (YTD July 2011)					
					Share			Percent Share change		
Region	District	Territory	Cluster ID	Org Description	Share	Rank in District	SIP Bucket	% Share Change	Rank in District	SIP Bucket
B5	20	BC01		BANGOR, ME	0.41%	6	75%	57.69%	6	75%
B5	20	BC03	BC03	SALEM, MA	0.40%	4	50%	100.00%	3	75%
B5	20	BC04	BC04	CAMBRIDGE, MA	0.44%	3	75%	91.30%	4	75%
B5	20	BC05	BC05	BROOKLINE, MA	0.29%	5	50%	70.59%	5	75%
B5	20	BC08	BC08	WORCESTER, MA	0.49%	2	75%	113.04%	1	125%
B5	20	BG02	BC02	MANCHESTER, NH	0.53%	1	125%	102.30%	2	100%
B5	20	BG03	BC03	SALEM, MA	0.40%	4	50%	100.00%	3	100%
B5	20	BG04	BC04	CAMBRIDGE, MA	0.44%	3	75%	91.30%	4	75%
B5	20	BG05	BC05	BROOKLINE, MA	0.29%	5	50%	70.59%	5	75%
B5	20	BG08	BC08	WORCESTER, MA	0.49%	2	75%	113.04%	1	125%

# NeuroPsych Hospital FSPR

This tool provides performance should use the Rewards

Geography Information				Sales
District	Cluster	Territory	Segmentation	Sales volume
02	BR01	ANDOVER, MA	Middle Lower	\$42,784
02	BR02	BOSTON N, MA	Middle Lower	\$18,418
02	BR03	BOSTON S, MA	Middle Lower	\$13,240
02	BR04	PROVIDENCE, RI	Middle Upper	\$95,453
02	BR05	HARTFORD, CT	Lower	\$55,225
02	BR06	NEW HAVEN, CT	Lower	\$49,200
02	BR07	ALBANY, NY	Middle Lower	\$75,795
02	BR08	SYRACUSE, NY	Middle Lower	\$48,532
02	BR09	BUFFALO, NY	Upper	\$145,755
03	BR11	BAY SHORE, NY	Lower	\$93,493
03	BR12	MANHATTAN N, NY	Lower	\$32,886
03	BR13	BROOKLYN E, NY	Middle Lower	\$57,056
03	BR14	MANHATTAN C, NY	Lower	\$49,069
03	BR15	MANHATTAN S, NY	Lower	\$11,414
03	BR16	BROOKLYN W, NY	Lower	\$22,478
03	BR17	JERSEY CITY, NJ	Middle Lower	\$94,951
03	BR18	PHILADELPHIA N, PA	Middle Upper	\$94,697
03	BR19	PHILADELPHIA S, PA	Upper	\$105,571
04	BR20	BALTIMORE, MD	Lower	\$116,648
04	BR21	WASHINGTON N, DC	Lower	\$49,351
04	BR22	WASHINGTON S, DC	Lower	\$61,439
04	BR23	VIRGINIA BEACH, VA	Lower	\$50,982
04	BR24	RICHMOND VA	Lower	\$63,166
04	BR25	RALEIGH, NC	Middle Lower	\$63,086
04	BR26	CHARLOTTE, NC	Middle Upper	\$149,020
04	BR27	PITTSBURGH, PA	Middle Lower	\$60,874
05	BR28	COLUMBIA, SC	Middle Upper	\$36,818
05	BR29	JACKSONVILLE, FL	Upper	\$211,263
05	BR30	ORLANDO, FL	Middle Upper	\$143,952
05	BR31	MIAMI, FL	Upper	\$122,656
05	BR32	TAMPA, FL	Middle Upper	\$165,168
05	BR33	ATLANTA, GA	Upper	\$144,887
05	BR34	NASHVILLE, TN	Middle Upper	\$109,006
05	BR35	BIRMINGHAM, AL	Middle Upper	\$190,352
05	BR36	MOBILE, AL	Upper	\$262,323
06	BR37	DETROIT N, MI	Lower	\$85,964
06	BR38	DETROIT S, MI	Lower	\$138,963
06	BR39	CLEVELAND E, OH	Middle Lower	\$157,557

06	BR40	TOLEDO - CLEVELAND W, OH	Middle Upper	\$177,113
06	BR41	COLUMBUS, OH	Middle Lower	\$124,082
06	BR42	LEXINGTON, KY	Lower	\$80,303
06	BR43	LANSING, MI	Lower	\$200,609
06	BR44	INDIANAPOLIS, IN	Upper	\$223,648
07	BR45	CHICAGO N, IL	Middle Upper	\$77,120
07	BR46	CHICAGO S, IL	Lower	\$62,404
07	BR47	LOUISVILLE, KY	Middle Lower	\$141,994
07	BR48	MILWAUKEE, WI	Upper	\$98,367
07	BR49	CENTRAL ILLINOIS	Middle Lower	\$106,595
07	BR50	ST LOUIS, MO	Middle Upper	\$147,162
09	BR51	MINNEAPOLIS E, MN	Middle Lower	\$78,284
09	BR52	MINNEAPOLIS W, MN	Upper	\$79,340
08	BR53	MEMPHIS N, TN	Middle Upper	\$100,169
08	BR54	MEMPHIS S, TN	Middle Lower	\$138,838
08	BR55	NEW ORLEANS, LA	Middle Upper	\$339,137
08	BR56	DALLAS E, TX	Middle Upper	\$95,309
08	BR57	DALLAS W, TX	Upper	\$112,337
08	BR58	HOUSTON W, TX	Upper	\$134,089
08	BR59	AUSTIN, TX	Middle Lower	\$36,711
08	BR60	SAN ANTONIO, TX	Middle Upper	\$161,481
09	BR61	OMAHA, NE	Lower	\$60,904
09	BR62	KANSAS CITY W, MO	Middle Upper	\$116,142
07	BR63	KANSAS CITY E, MO	Middle Lower	\$83,051
08	BR64	OKLAHOMA CITY, OK	Upper	\$323,394
09	BR65	DENVER, CO	Upper	\$277,264
09	BR66	SALT LAKE CITY-ALBUQUERQU	Upper	\$160,513
09	BR68	PHOENIX S, AZ	Middle Upper	\$55,875
10	BR69	SEATTLE, WA	Upper	\$119,585
10	BR70	TACOMA, WA	Upper	\$34,782
10	BR71	PORTLAND, OR	Upper	\$121,034
10	BR72	SACRAMENTO, CA	Upper	\$29,590
10	BR73	SAN FRANCISCO, CA	Middle Upper	\$25,311
10	BR74	LOS ANGELES N, CA	Middle Upper	\$80,300
10	BR75	SAN BERNARDINO, CA	Upper	\$118,174
10	BR76	LOS ANGELES S, CA	Middle Lower	\$119,050
10	BR77	SAN DIEGO-HAWAII, CA-HI	Middle Lower	\$81,262
08	BR78	HOUSTON E, TX	Lower	\$57,045

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Performance Data (YTD July 2011)				
Sales volume		Sales %Change		
Rank	Sales SIP Bucket	% Chg - Prev YR	Rank	SIP Bucket
16	75%	95.17%	15	75%
18	50%	198.46%	4	125%
19	50%	56.39%	17	75%
12	100%	333.37%	2	150%
12	100%	56.40%	17	75%
15	75%	109.91%	11	100%
11	100%	123.78%	11	100%
15	75%	138.21%	8	100%
7	100%	256.14%	6	125%
4	125%	62.35%	15	75%
17	75%	87.29%	14	75%
14	75%	238.35%	3	125%
16	75%	12.23%	18	50%
19	50%	-38.22%	19	50%
18	50%	131.16%	6	125%
7	100%	110.68%	13	100%
14	75%	105.71%	8	100%
15	75%	454.24%	1	150%
3	125%	115.60%	10	100%
14	75%	163.99%	3	125%
9	100%	120.49%	8	100%
13	100%	128.49%	7	100%
7	100%	96.75%	12	100%
12	100%	114.86%	12	100%
6	125%	57.24%	14	75%
13	100%	19.51%	18	50%
18	50%	21.36%	18	50%
5	125%	328.52%	3	125%
8	100%	389.87%	1	150%
10	100%	313.96%	4	125%
4	125%	144.56%	5	125%
8	100%	69.37%	16	75%
10	100%	177.26%	4	125%
2	150%	65.01%	13	100%
3	125%	50.51%	17	75%
5	125%	60.69%	16	75%
2	150%	95.20%	13	100%
1	150%	137.57%	9	100%

3	125%	77.91%	11	100%
4	125%	125.90%	10	100%
6	125%	119.10%	9	100%
1	150%	181.21%	2	150%
4	125%	160.94%	10	100%
16	75%	210.13%	3	125%
8	100%	134.44%	5	125%
2	150%	344.30%	2	150%
16	75%	137.01%	12	100%
6	125%	64.69%	16	75%
7	100%	73.05%	12	100%
10	100%	18.09%	19	50%
17	75%	103.58%	15	75%
11	100%	8.54%	19	50%
3	125%	179.15%	6	125%
1	150%	124.01%	7	100%
13	100%	36.11%	17	75%
14	75%	371.05%	2	150%
9	100%	38.96%	18	50%
17	75%	161.31%	7	100%
5	125%	87.59%	9	100%
10	100%	283.72%	1	150%
9	100%	39.95%	15	75%
8	100%	108.73%	14	75%
1	150%	188.28%	9	100%
2	150%	139.71%	11	100%
6	125%	207.96%	8	100%
17	75%	82.59%	10	100%
12	100%	226.93%	7	100%
18	50%	126.64%	14	75%
11	100%	133.40%	13	100%
19	50%	299.43%	5	125%
19	50%	39.34%	16	75%
15	75%	140.91%	6	125%
13	100%	37.01%	19	50%
5	125%	356.04%	1	150%
9	100%	195.33%	5	125%
11	100%	146.89%	4	125%