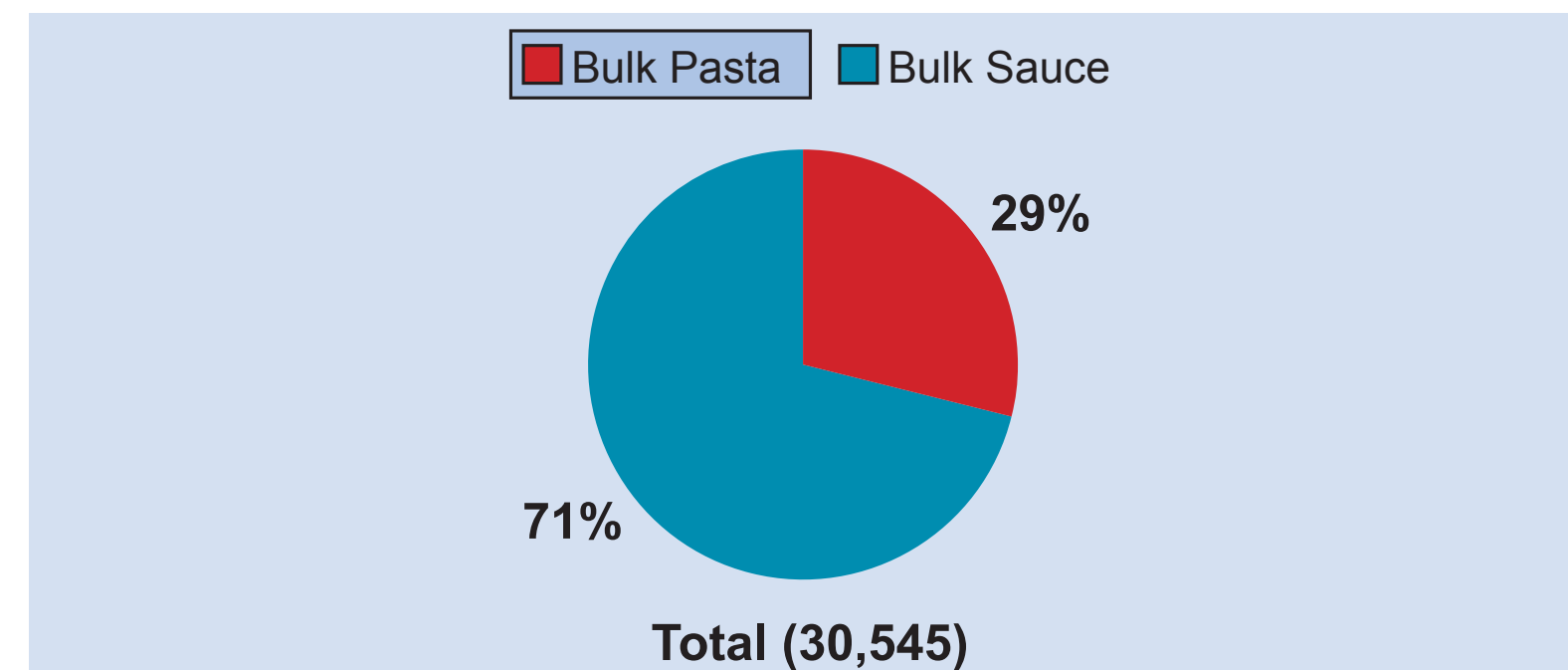


Customer Report Card

Customer All: University of Baltimore Period: Oct Year: 2006

| | |
|--|-----------|
| Revenue Alert Rolling 3 Mnth to Prior Year | (54)% |
| Revenue Alert Rolling 3 Mnth to Rolling 12 | (52)% |
| Years as Customer | 5 |
| Customer Ranking - Current Mnth Revenue | 48 |
| Months Since Last Invoice | 19 |
| Avg Days to Pay | 1 |
| LTD Revenue | 1,172,920 |
| Current Mnth Amt | 30,545 |
| Year To Date | 437,589 |
| Prior Year | 538,397 |
| Rolling 12 | 587,664 |

Open Receivable Documents Open Sales Orders
206,714 283,848

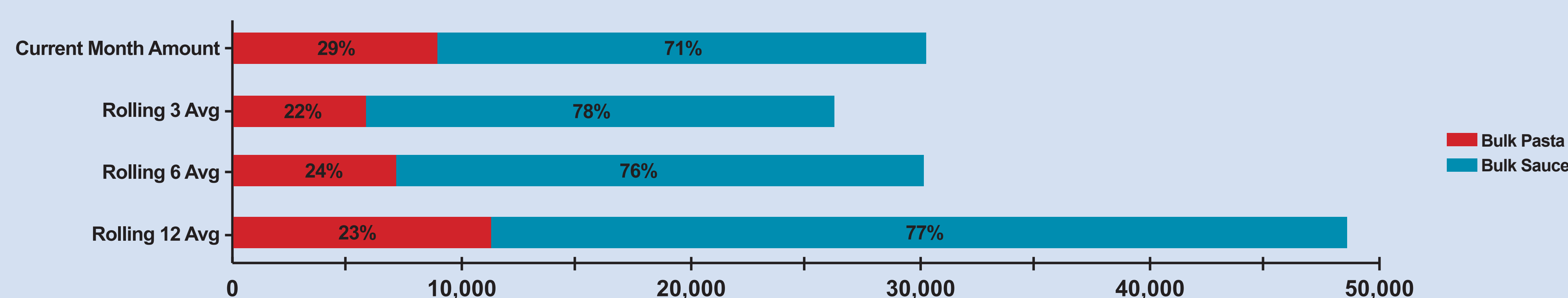


- [Customer Product Analysis](#)
- [Product Mix](#)
- [Customer Accounting](#)
- [MY Analysis](#)

Product Mix Change

| All Inventory. Product Class | Current Month Amount | Rolling 12 Avg | % Change | Current Product Mix % | Avg Rolling 12 Product Mix % | % Change in Product Mix |
|--|----------------------|----------------|----------|-----------------------|------------------------------|-------------------------|
| All Inventory. Product Class | 30,545 | 48,972 | (60.3)% | 100.0% | 100.0% | 0.0% |
| Bulk Pasta | 8,985 | 11,431 | (27.2)% | 29.4% | 23.3% | 26.0% |
| Pasta - Elbow 70lb Box - Educational | 875 | 1,193 | (36.3)% | 2.9% | 2.4% | 17.6% |
| Pasta - Linguine - Seaweed 70lb Box - Educational | 1,780 | 2,669 | (50.0)% | 5.8% | 5.5% | 6.9% |
| Pasta - Spaghetti 70lb Box - Educational | 2,700 | 3,375 | (25.0)% | 8.8% | 6.9% | 28.3% |
| Pasta - Tri-Rotini 70lb Box - Educational | 3,630 | 4,194 | (15.5)% | 11.9% | 8.6% | 38.8% |
| Bulk Sauce | 21,560 | 37,541 | (74.1)% | 70.6% | 76.7% | (7.9)% |
| Sauce - Black & Green Olive 6-5gl Cans per Case Ed | 4,324 | 4,745 | (9.7)% | 14.2% | 9.7% | 46.1% |
| Sauce - Marinara w/Beef 6-5gl Cans per Case Educat | 7,334 | 10,604 | (44.6)% | 24.0% | 21.7% | 10.9% |
| Sauce - Marinara w/Sausage 6-5gl Cans per Case Edu | 9,901 | 12,132 | (22.5)% | 32.4% | 24.8% | 30.8% |
| Sauce - Tomato Basil 6-5gl Cans per Case Education | | 10,060 | | | 20.5% | (100.0)% |

Customer Product Mix

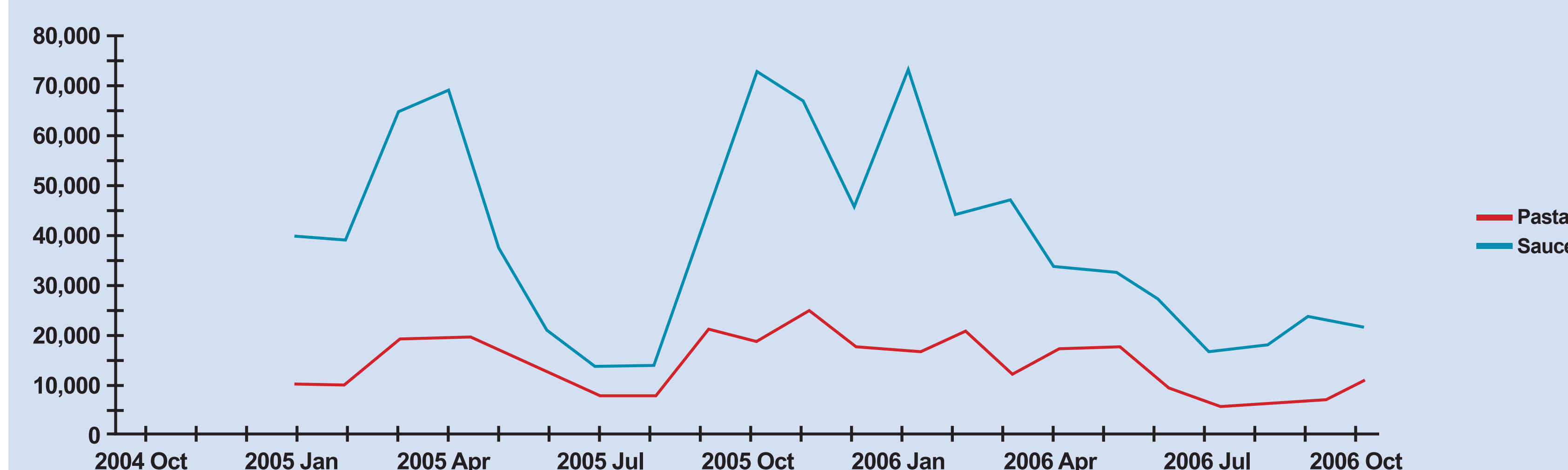


| Accounts Receivable | Days Past Due | All Open Docs |
|---------------------|--------------------------------|---------------|
| | 61 to 90 Days Past Due | 21,437 |
| | 91 to 120 Days Past Due | 29,340 |
| | Greater than 121 Days Past Due | 2,344 |
| | Past Due | 81,161 |
| | Until Due | 125,553 |
| | Past Due % of Total | 39% |
| Open Sales Orders | 31 to 60 Days Past Due | 79,394 |
| | 61 to 90 Days Past Due | 104,229 |
| | 91 to 120 Days Past Due | 49,888 |
| | Greater than 121 Days Past Due | 50,337 |
| | Past Due | 283,848 |
| | Past Due % of Total | 100% |

Products Gained/Lost

| Product Class | Gained or Lost |
|--|----------------|
| Pasta - Tri-Rotini 70lb Box - Educational | Gained |
| Sauce - Tomato Basil 6-5gl Cans per Case Education | Lost |

Customer Product Trend



Measures: Current Month Amount

BIO CUSTOMER REPORT CARD

A Report Card is a group of connected user defined views that serves as a single information source for a particular role within the company.

- Select a single customer or customer class from a drop down menu

- Important metrics about customer activity not available in accounting systems

- Link to additional web pages for more detailed analysis

- Provides full self-service interactive analytics

- Highlights new and discontinued products for this client

- Identify trends. Select current month, rolling 3 or create your own time frame