## ADVANCED SPREADSHEET APPLICATIONS

(07)

## REGIONAL 2011

CONTESTANT ID\# $\qquad$ START TIME $\qquad$ END TIME $\qquad$

$\qquad$ (300)

Failure to adhere to any of the following rules will result in disqualification:

1. Contestant must hand in this test booklet and all printouts. Failure to do so will result in disqualification.
2. No equipment, supplies, or materials other than those specified for this event are allowed in the testing area. No previous BPA tests and/or sample tests or facsimile (handwritten, photocopied, or keyed) are allowed in the testing area.
3. Electronic devices will be monitored according to ACT standards.

No more than ten (10) minutes orientation
No more than 90 minutes testing time
No more than ten (10) minutes wrap-up

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## GENERAL INSTRUCTIONS

1. Put your contestant number in the right section of a footer on each printout. Your name or initials should NOT appear on any work you submit.
2. If you finish before the end of the testing time, notify the proctor. Time may be a factor in determining the winner in the event of a tie.
3. When turning in your contest, the jobs should be arranged in printout order.

SCORING
Points Possible Score

| Typos (0 errors 30 points, 1 error 27 points, 2 errors 21 points, 3 or more errors 0) | 30 |
| :---: | :---: |
| On the Totals sheet, main title Calibri 20 pt . bold font, centered over all columns, with fill. | 6 |
| On the Totals sheet, sub title Times New Roman, 16 pt italic font, centered over all columns and blank row below. | 7 |
| On the Totals sheet, months listed across top, Calibri, 12 pt., bold, and centered. (All or Nothing) | 5 |
| On the Totals sheet, all columns of equal width, no truncation. (All or Nothing) | 5 |
| On the Totals sheet, totals for months and departments are correct (1 pt. each) | 16 |
| On the Totals sheet, departments listed with italics and Total indented. | 5 |
| On the Totals sheet, word "Analysis" is corrected | 5 |
| On First Quarter sheet, main title Calibri 20 pt, bold font, centered over all columns. | 6 |
| On First Quarter sheet, sub title Times New Roman 16 pt, italics font, centered over all columns, with blank row below. | 7 |
| On First Quarter sheet, all columns of equal width, no truncation. (All or Nothing) | 10 |
| On First Quarter sheet, bold and center months and totals. | 4 |
| On First Quarter sheet, department headings and totals bold and italicized. | 6 |
| On First Quarter Sheet, totals for months and departments are correct ( $1 / 2 \mathrm{pt}$. each) | 14 |
| On First Quarter Sheet, word "Analysis" is corrected | 5 |
| Numbers formatted on all sheets to no decimals with comma separators (All or Nothing) | 10 |
| Dollar signs on all sheets found only on first row of amounts and totals. (All or Nothing) | 10 |
| Totals sheet and First Quarter sheet printed with formulae showing (All or Nothing) | 25 |
| On First Quarter sheet, addition formulae used for all totals (1 pt each) | 28 |
| On Totals sheet, addition formulae used for all totals | 16 |
| On Totals sheet, data linked from other charts for the totals chart was imported from other sheets, not typed numbers | 25 |
| Stacked Column Chart Printed | 15 |
| Correct title on chart, Arial 24 pt font bold | 10 |
| Departments listed in legend | 10 |
| Months listed on X -axis | 10 |
| All printouts done as instructed with contestant number on right side of footer and file name and tab name listed in the header (All or Nothing) | 10 |
| TOTALS | 300 |

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## Special Instructions <br> Please use the following procedures for each worksheet that you submit: <br> $\checkmark$ Save early and often. Loss of data, for any reason, is the student's responsibility. <br> $\checkmark$ Check the spelling on all worksheets. <br> $\checkmark$ Put your contestant number in the right section of a footer on each printout. Your name or initials should NOT appear on any work you submit. <br> $\checkmark$ Center the following information in a header on each printout: the file name and the sheet name. Each item should appear on a separate line in the header. <br> $\checkmark$ Center each worksheet vertically and horizontally on the page and fit each worksheet on one page. Print all worksheets in Landscape format.

Professional Business Associates would like to analyze their department revenue for the past year. They have their revenue listed by quarter and need to complete the quarter worksheets, as well as create an annual total worksheet. Follow the steps below to complete the task:

Create a file called AdvSpreadR11. Save the file as instructed by your proctor.
Create tabs for the four quarters in which Professional Business Associates did business in 2010. Name the $1^{\text {st }}$ sheet First Quarter Revenue, the $2^{\text {nd }}$ sheet Second Quarter Revenue, the $3^{\text {rd }}$ sheet Third Quarter Revenue, and the $4^{\text {th }}$ sheet Fourth Quarter Revenue. Enter the following (using Arial, font size 10):

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First Quarter Worksheet:

|  | Jan | Feb | Mar | Totals |
| :---: | :---: | :---: | :---: | :---: |
| HARDWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Hard Drives | 29595 | 35850 | 37525 |  |
| Processors | 72505 | 78048 | 89428 |  |
| Video Cards | 12995 | 13585 | 14598 |  |
| CD/DVD Burners | 11288 | 18588 | 18427 |  |
| Keyboards | 4502 | 5912 | 3992 |  |
| Monitors | 10295 | 15808 | 18398 |  |
| Accessories | 5882 | 3288 | 5839 |  |
| Totals |  |  |  |  |
| SOFTWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Word Processing | 49900 | 34390 | 89955 |  |
| Spreadsheet | 49090 | 48985 | 58909 |  |
| Database | 12944 | 10909 | 9458 |  |
| Presentation | 10909 | 7897 | 5787 |  |
| E-mail | 2908 | 4898 | 4789 |  |
| Totals |  |  |  |  |
| SERVICES REVENUE |  |  |  |  |
| Systems Anaylsis | 4909 | 4895 | 9069 |  |
| Software Development | 9000 | 8900 | 9400 |  |
| Marketing | 4500 | 4500 | 5000 |  |
| Training Development | 6550 | 9000 | 6700 |  |
| Totals |  |  |  |  |

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Second Quarter Worksheet:

|  | Apr | May |  | Jun |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Hard Drives | 41255 | 38390 | 44250 |  |
| Processors | 92488 | 81208 | 93014 |  |
| Video Cards | 18001 | 14423 | 15095 |  |
| CD/DVD Burners | 16632 | 12445 | 13949 |  |
| Keyboards | 2959 | 5886 | 4475 |  |
| Monitors | 15793 | 16812 | 15590 |  |
| Accessories | 4392 | 3390 | 4895 |  |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SOFTWARE |  |  |  |  |
| REVENUE | 48843 | 23895 | 19093 |  |
| Word Processing | 48985 | 67950 | 47987 |  |
| Spreadsheet | 4898 | 8990 | 7899 |  |
| Database | 9088 | 8984 | 4797 |  |
| Presentation | 1389 | 895 | 4589 |  |
| E-mail |  |  |  |  |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE | 9023 | 7838 | 10548 |  |
| Systems Anaylsis | 7800 | 3000 | 8400 |  |
| Software Development | 4500 | 5500 | 5000 |  |
| Marketing | 7200 | 8250 | 8000 |  |
| Training Development |  |  |  |  |

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Third Quarter Worksheet:

|  | Jul | Aug |  | Sep |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Hard Drives | 48901 | 53389 | 42934 |  |
| Processors | 93904 | 69090 | 90978 |  |
| Video Cards | 29093 | 21289 | 14789 |  |
| CD/DVD Burners | 18989 | 12789 | 17787 |  |
| Keyboards | 2898 | 8984 | 1902 |  |
| Monitors | 8498 | 19890 | 12898 |  |
| Accessories | 4589 | 3768 | 4902 |  |
| Totals |  |  |  |  |
| SOFTWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Word Processing | 38988 | 23909 | 29090 |  |
| Spreadsheet | 49074 | 59096 | 69990 |  |
| Database | 5994 | 4898 | 8985 |  |
| Presentation | 19095 | 5898 | 4898 |  |
| E-mail | 1590 | 1398 | 4898 |  |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE | 5898 | 7898 | 12900 |  |
| Systems Anaylsis | 8900 | 4700 | 6800 |  |
| Software Development | 4000 | 5550 | 6000 |  |
| Marketing | 7500 | 9500 | 8500 |  |
| Training Development |  |  |  |  |

$\qquad$

Fourth Quarter Worksheet:

|  | Oct | Nov |  | Dec |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Hard Drives | 39048 | 47832 | 59097 |  |
| Processors | 94909 | 89898 | 92894 |  |
| Video Cards | 20912 | 12090 | 19002 |  |
| CD/DVD Burners | 19095 | 12890 | 21958 |  |
| Keyboards | 2905 | 5790 | 4892 |  |
| Monitors | 13898 | 15900 | 14898 |  |
| Accessories | 4599 | 4930 | 2878 |  |
| Totals |  |  |  |  |
| SOFTWARE |  |  |  |  |
| REVENUE |  |  |  |  |
| Word Processing | 58980 | 38988 | 39840 |  |
| Spreadsheet | 48984 | 58984 | 58985 |  |
| Database | 2898 | 4898 | 9590 |  |
| Presentation | 1051 | 1909 | 6900 |  |
| E-mail | 1349 | 909 | 3904 |  |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE |  |  |  |  |
| Systems Anaylsis | 4909 | 5600 | 11090 |  |
| Software Development | 8000 | 4000 | 8900 |  |
| Marketing | 6500 | 7000 | 6000 |  |
| Training Development | 7000 | 6500 | 9000 |  |
| Totals |  |  |  |  |

Resize all columns' widths to autofit contents.
On each of the four sheets in the workbook calculate the monthly totals and item totals. Also include totals of the total column and row.

On Row 1 for each sheet merge the cells over columns A-E.
Enter in the merged cell PROFESSIONAL BUSINESS ASSOCIATES for each sheet. Use Calibri 20 pt. bold font.

Insert a row below Row1. On Row 2, merge the cells over columns A-E.

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ㅊ凶⼳凶ㅆㄴ On the First Quarter Revenue sheet，enter Report of $1^{\text {st }}$ Quarter Revenue by Department in row 2．Use Times New Roman 16 pt．italic font．Repeat this for each worksheet， changing the Report to $2^{\text {nd }}$ quarter， $3^{\text {rd }}$ quarter，and $4^{\text {th }}$ quarter．

繒 Insert a blank row after Row 2.
举 Format all cells for the four sheets in range $\mathrm{B} 6: \mathrm{E} 28$ to show commas with no dollar signs， no decimals．

Format ranges B6：E6，B13：E13，B16：E16，B21：E21，B24：E24，and B28：E28 for each worksheet to have dollar signs，with no decimal．
※ Bold and center Column Headings．
（30）Bold and italicize cells A5，A13，A15，A21，A23，and A28．
 Annual Totals．

Copy the Title Rows（Rows 1－3）from the First Quarter Revenue sheet to the Revenue Annual Totals sheet．Change the secondary heading to read 2010 Revenue Monthly Totals．Merge title rows across column N，using the same formatting for the titles of the quarterly sheets．
※ Enter Hardware Revenue in cell A5，Software Revenue in cell A6，Services Revenue in cell A7，and Totals in cell A8．Italicize the cells．Indent the Totals．Resize the column to autofit．

Enter Jan－Dec months in range B4：M4．Change font to Calibri， 12 pt，bold and center the months．Format column widths to be 10.00 ．
（ Enter Totals in Cell N4 with a column width of 15.00
Link Revenue Totals from each quarter＇s sheet in the appropriate column on the Annual sheet．

Bring totals across and down on the Revenue Annual Totals sheet．
Format the range B5：N8 to use commas with no decimals．
Format the range B5：N5 and B8：N8 to show dollar signs，with no decimals．

## Print all five sheets，printing the Revenue Annual Totals in landscape using fit to

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Show formulas on the Revenue Annual Totals sheet and the First Quarter Revenue sheet. On both sheets, set column width to 13.

Print the two sheets with formulae showing (fit to one page printout in landscape).
… Create a stacked column chart of the monthly department revenue with a title of Monthly Dept Revenue Chart. Move the chart to a new sheet named Monthly Dept Revenue Chart.

Be sure the legend has each department designated in the legend.
ㄴ⿶쓴 Create a title in Arial 24 pt font in red that is centered that reads Monthly Department Revenue.

## 昌 Print the chart.

## CORRECT ORDER FOR TURNING IN PRINTOUTS

Totals Sheet
First Quarter Revenue Sheet
Second Quarter Revenue Sheet
Third Quarter Revenue Sheet
Fourth Quarter Revenue Sheet
Revenue Totals formulae Sheet
First Quarter formulae Sheet
Monthly Dept Revenue Chart

## ADVANCED SPREADSHEET APPLICATIONS \& ANALYSIS (07)



Regional-2011
SCORING

Points Possible

| Typos (0 errors 30 points, 1 error 27 points, 2 errors 21 points, 3 or more errors 0) | 30 |
| :--- | ---: |
| On the Totals sheet, main title Calibri 20 pt. bold font, centered over all columns, with fill. | 6 |
| On the Totals sheet, sub title Times New Roman, 16 pt italic font, centered over all columns <br> and blank row below. | 7 |
| On the Totals sheet, months listed across top, Calibri, 12 pt., bold, and centered. (All or <br> Nothing) | 5 |
| On the Totals sheet, all columns of equal width, no truncation. (All or Nothing) | 5 |
| On the Totals sheet, totals for months and departments are correct (1 pt. each) | 16 |
| On the Totals sheet, departments listed with italics and Total indented. | 5 |
| On the Totals sheet, word "Analysis" is corrected | 5 |


| On First Quarter sheet, main title Calibri 20 pt, bold font, centered over all columns. | 6 |
| :---: | :---: |
| On First Quarter sheet, sub title Times New Roman 16 pt, italics font, centered over all columns, with blank row below. | 7 |
| On First Quarter sheet, all columns of equal width, no truncation. (All or Nothing) | 10 |
| On First Quarter sheet, bold and center months and totals. | 4 |
| On First Quarter sheet, department headings and totals bold and italicized. | 6 |
| On First Quarter Sheet, totals for months and departments are correct (1/2 pt. each) | 14 |
| On First Quarter Sheet, word "Analysis" is corrected | 5 |
| Numbers formatted on all sheets to no decimals with comma separators (All or Nothing) | 10 |
| Dollar signs on all sheets found only on first row of amounts and totals. (All or Nothing) | 10 |
| Totals sheet and First Quarter sheet printed with formulae showing (All or Nothing) | 25 |
| On First Quarter sheet, addition formulae used for all totals (1 pt each) | 28 |
| On Totals sheet, addition formulae used for all totals | 16 |
| On Totals sheet, data linked from other charts for the totals chart was imported from other sheets, not typed numbers | 25 |
| Stacked Column Chart Printed | 15 |
| Correct title on chart, Arial 24 pt font bold | 10 |
| Departments listed in legend | 10 |
| Months listed on X -axis | 10 |
| All printouts done as instructed with contestant number on right side of footer and file name and tab name listed in the header (All or Nothing) | 10 |
| TOTALS | 300 |

# PROFESSIONAL BUSINESS ASSOCIATES 

## 2010 Revenue Monthly Totals



## PROFESSIONAL BUSINESS ASSOCIATES

| 2010 Revenue Monthly Totals |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan | Feb | Mar | Apr | May | Jun |
| Hardware | ='First Quarter | ='First Quarter | ='First Quarter | ='Second Quarter | ='Second Quarter | ='Second Quarter |
| Revenue | Revenue'!B13 | Revenue'!C13 | Revenue'!D13 | Revenue'!B13 | Revenue'!C13 | Revenue'!D13 |
| Software | ='First Quarter | ='First Quarter | ='First Quarter | ='Second Quarter | ='Second Quarter | ='Second Quarter |
| Revenue | Revenue'!B21 | Revenue'!C21 | Revenue'!D21 | Revenue'!B21 | Revenue'!C21 | Revenue'!D21 |
|  | ='First Quarter | ='First Quarter | ='First Quarter | ='Second Quarter | ='Second Quarter | ='Second Quarter |
| Services Revenue | Revenue'!B28 | Revenue'!C28 | Revenue'!D28 | Revenue'!B28 | Revenue'!C28 | Revenue'!D28 |
| Totals | $=\mathrm{SUM}(\mathrm{B6} 6 \mathrm{B8})$ | $=$ SUM (C6:C8) | =SUM(D6:D8) | =SUM(E6:E8) | =SUM (F6:F8) | =SUM(G6:G8) |
| Jul | Aug | Sep | Oct | Nov | Dec | Totals |
| ='Third Quarter | ='Third Quarter | ='Third Quarter | ='Fourth Quarter | ='Fourth Quarter | ='Fourth Quarter |  |
| Revenue'!B13 | Revenue'!C13 | Revenue'!D13 | Revenue'!B13 | Revenue'!C13 | Revenue'!D13 | $=$ SUM (B5:M5) |
| ='Third Quarter | ='Third Quarter | ='Third Quarter | ='Fourth Quarter | ='Fourth Quarter | ='Fourth Quarter |  |
| Revenue'!B21 | Revenue'!C21 | Revenue'!D21 | Revenue'!B21 | Revenue'!C21 | Revenue'!D21 | =SUM(B6:M6) |
| ='Third Quarter | ='Third Quarter | ='Third Quarter | ='Fourth Quarter | ='Fourth Quarter | ='Fourth Quarter |  |
| Revenue'!B28 | Revenue'!C28 | Revenue'!D28 | Revenue'!B28 | Revenue'!C28 | Revenue'!D28 | =SUM(B7:M7) |
| $=\mathrm{SUM}(\mathrm{H} 6: \mathrm{H} 8)$ | $=$ SUM (16:18) | =SUM(J6:J8) | $=$ SUM (K6:K8) | =SUM(L6:L8) | =SUM(M6:M8) | = SUM(N6:N8) |

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## PROFESSIONAL BUSINESS ASSOCIATES

## Report of 1st Quarter Revenue by Department

|  | Jan | Feb | Mar | Totals |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE REVENUE |  |  |  |  |
| Hard Drives | $\$ 29,595$ | $\$ 35,850$ | $\$ 37,525$ | $\$ 102,970$ |
| Processors | 72,505 | 78,048 | 89,428 | 239,981 |
| Video Cards | 12,995 | 13,585 | 14,598 | 41,178 |
| CD/DVD Burners | 11,288 | 18,588 | 18,427 | 48,303 |
| Keyboards | 4,502 | 5,912 | 3,992 | 14,406 |
| Monitors | 10,295 | 15,808 | 18,398 | 44,501 |
| Accessories | 5,882 | 3,288 | 5,839 | 15,009 |
| Totals | $\$ 147,062$ | $\$ 171,079$ | $\$ 188,207$ | $\$ 506,348$ |
|  |  |  |  |  |
| SOFTWARE REVENUE |  |  |  |  |
| Word Processing | $\$ 49,900$ | $\$ 34,390$ | $\$ 89,955$ | $\$ 174,245$ |
| Spreadsheet | 49,090 | 48,985 | 58,909 | 156,984 |
| Database | 12,944 | 10,909 | 9,458 | 33,311 |
| Presentation | 10,909 | 7,897 | 5,787 | 24,593 |
| E-mail | 2,908 | 4,898 | 4,789 | 12,595 |
| Totals | $\$ 125,751$ | $\$ 107,079$ | $\$ 168,898$ | $\$ 401,728$ |
|  |  |  |  |  |
| SERVICES REVENUE |  |  |  |  |
| Systems Analysis | $\$ 4,909$ | $\$ 4,895$ | $\$ 9,069$ | $\$ 18,873$ |
| Software Development | 9,000 | 8,900 | 9,400 | 27,300 |
| Marketing | 4,500 | 4,500 | 5,000 | 14,000 |
| Training Development | 6,550 | 9,000 | 6,700 | 22,250 |
| Totals | $\$ 24,959$ | $\$ 27,295$ | $\$ 30,169$ | $\$ 82,423$ |

## PROFESSIONAL BUSINESS ASSOCIATES

## Report of 2nd Quarter Revenue by Department

|  | Apr | May | Jun | Totals |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE REVENUE |  |  |  |  |
| Hard Drives | $\$ 41,255$ | $\$ 38,390$ | $\$ 44,250$ | $\$ 123,895$ |
| Processors | 92,488 | 81,208 | 93,014 | 266,710 |
| Video Cards | 18,001 | 14,423 | 15,095 | 47,519 |
| CD/DVD Burners | 16,632 | 12,445 | 13,949 | 43,026 |
| Keyboards | 2,959 | 5,886 | 4,475 | 13,320 |
| Monitors | 15,793 | 16,812 | 15,590 | 48,195 |
| Accessories | 4,392 | 3,390 | 4,895 | 12,677 |
| Totals | $\$ 191,520$ | $\$ 172,554$ | $\$ 191,268$ | $\$ 555,342$ |
|  |  |  |  |  |
| SOFTWARE REVENUE | $\$ 48,843$ | $\$ 23,895$ | $\$ 19,093$ | $\$ 91,831$ |
| Word Processing | 48,985 | 67,950 | 47,987 | 164,922 |
| Spreadsheet | 4,898 | 8,990 | 7,899 | 21,787 |
| Database | 9,088 | 8,984 | 4,797 | 22,869 |
| Presentation | 1,389 | 895 | 4,589 | 6,873 |
| E-mail | $\$ 113,203$ | $\$ 110,714$ | $\$ 84,365$ | $\$ 308,282$ |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE | $\$ 9,023$ | $\$ 7,838$ | $\$ 10,548$ | $\$ 27,409$ |
| Systems Analysis | 7,800 | 3,000 | 8,400 | 19,200 |
| Software Development | 4,500 | 5,500 | 5,000 | 15,000 |
| Marketing | 7,200 | 8,250 | 8,000 | 23,450 |
| Training Development | $\$ 28,523$ | $\$ 24,588$ | $\$ 31,948$ | $\$ 85,059$ |



## PROFESSIONAL BUSINESS ASSOCIATES

## Report of 3rd Quarter Revenue by Department

|  | Jul | Aug | Sep | Totals |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE REVENUE |  |  |  |  |
| Hard Drives | $\$ 48,901$ | $\$ 53,389$ | $\$ 42,934$ | $\$ 145,224$ |
| Processors | 93,904 | 69,090 | 90,978 | 253,972 |
| Video Cards | 29,093 | 21,289 | 14,789 | 65,171 |
| CD/DVD Burners | 18,989 | 12,789 | 17,787 | 49,565 |
| Keyboards | 2,898 | 8,984 | 1,902 | 13,784 |
| Monitors | 8,498 | 19,890 | 12,898 | 41,286 |
| Accessories | 4,589 | 3,768 | 4,902 | 13,259 |
| Totals | $\$ 206,872$ | $\$ 189,199$ | $\$ 186,190$ | $\$ 582,261$ |
|  |  |  |  |  |
| SOFTWARE REVENUE |  |  |  |  |
| Word Processing | $\$ 38,988$ | $\$ 23,909$ | $\$ 29,090$ | $\$ 91,987$ |
| Spreadsheet | 49,074 | 59,096 | 69,990 | 178,160 |
| Database | 19,994 | 4,898 | 8,985 | 19,877 |
| Presentation | 1,590 | 5,898 | 4,898 | 29,891 |
| E-mail | $\$ 14,741$ | $\$ 95,199$ | $\$ 117,898$ | $\$ 327,801$ |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE | $\$ 5,898$ | $\$ 7,898$ | $\$ 12,900$ | $\$ 26,696$ |
| Systems Analysis | 8,900 | 4,700 | 6,800 | 20,400 |
| Software Development | 4,000 | 5,550 | 6,000 | 15,550 |
| Marketing | 7,500 | 9,500 | 8,500 | 25,500 |
| Training Development | $\$ 26,298$ | $\$ 27,648$ | $\$ 34,200$ | $\$ 88,146$ |

## PROFESSIONAL BUSINESS ASSOCIATES

## Report of 4th Quarter Revenue by Department

|  | Oct | Nov | Dec | Totals |
| :--- | ---: | ---: | ---: | ---: |
| HARDWARE REVENUE |  |  |  |  |
| Hard Drives | $\$ 39,048$ | $\$ 47,832$ | $\$ 59,097$ | $\$ 145,977$ |
| Processors | 94,909 | 89,898 | 92,894 | 277,701 |
| Video Cards | 20,912 | 12,090 | 19,002 | 52,004 |
| CD/DVD Burners | 19,095 | 12,890 | 21,958 | 53,943 |
| Keyboards | 2,905 | 5,790 | 4,892 | 13,587 |
| Monitors | 13,898 | 15,900 | 14,898 | 44,696 |
| Accessories | 4,599 | 4,930 | 2,878 | 12,407 |
| Totals | $\$ 195,366$ | $\$ 189,330$ | $\$ 215,619$ | $\$ 600,315$ |
|  |  |  |  |  |
| SOFTWARE REVENUE |  |  |  |  |
| Word Processing | $\$ 58,980$ | $\$ 38,988$ | $\$ 39,840$ | $\$ 137,808$ |
| Spreadsheet | 48,984 | 58,984 | 58,985 | 166,953 |
| Database | 1,051 | 4,898 | 9,590 | 17,386 |
| Presentation | 1,349 | 9,909 | 6,900 | 9,860 |
| E-mail | $\$ 113,262$ | $\$ 105,688$ | $\$ 119,219$ | $\$ 338,169$ |
| Totals |  |  |  |  |
|  |  |  |  |  |
| SERVICES REVENUE | $\$ 4,909$ | $\$ 5,600$ | $\$ 11,090$ | $\$ 21,599$ |
| Systems Analysis | 8,000 | 4,000 | 8,900 | 20,900 |
| Software Development | 6,500 | 7,000 | 6,000 | 19,500 |
| Marketing | 7,000 | 6,500 | 9,000 | 22,500 |
| Training Development | $\$ 26,409$ | $\$ 23,100$ | $\$ 34,990$ | $\$ 84,499$ |

