



February 2004 DSS Monthly Ranking Report

Current Overall B2B Rank	Rank within Region	Rank within VP/GM Market	Account Executive Name	Region	VP/GM Market	Monthly Attainment	Monthly Quota	Percent of Monthly Attainment
						Data	Data	Data
1	1	1	Sanger, Lisa	East	New York City	444.00	68.00	493%
2	2	1	Harris, David	East	Washington, DC	981.00	160.00	446%
3	3	2	Gallagher, Kelly	East	New York City	179.00	58.00	323%
4	1	1	Campisano, David	West	San Francisco	185.00	50.00	278%
4	4	1	Waldo, Todd	East	New England	653.00	164.00	278%
5	2	1	Siart, Jack	West	Los Angeles	167.00	75.00	234%
6	5	1	Peters, Adrian	East	Carolinas	61.00	65.00	222%
7	3	1	Mancuso, Brian	West	Kansas/Missouri	150.00	45.00	216%
8	6	2	Tengstrom, John	East	Washington, DC	354.00	145.00	209%
9	7	1	Macalindong, Ben	East	North Florida	117.00	78.00	199%
10	8	1	Woods, Kristen	East	Alabama/Mississippi/Louisiana	119.00	45.00	196%
11	9	1	Stephenson, Peter	East	Philadelphia	89.00	70.00	171%
11	9	2	Smith, Freddie	East	Alabama/Mississippi/Louisiana	120.00	57.00	171%
12	4	1	Miller, Bradley	West	Oklahoma/Arkansas	145.00	75.00	163%
13	5	1	Collins, Michael	West	Chicago/WI	104.00	80.00	155%
14	6	1	Hasan, Shiraz	West	South Texas	177.00	80.00	152%
15	10	2	Zelinske, Mark	East	Philadelphia	243.00	200.00	146%
16	7	2	Jackson, Keith	West	Kansas/Missouri	39.00	45.00	144%
17	11	2	Hartwig, Michael	East	North Florida	96.00	79.00	142%
18	8	1	Derenger, Gordon	West	IN/OH/MI	131.00	81.00	139%
19	9	2	Keller, Roger	West	IN/OH/MI	94.00	50.00	138%
20	12	3	Agnew, Scott	East	Washington, DC	69.00	70.00	134%
21	10	2	Ferrarini, Larry	West	Chicago/WI	102.00	80.00	133%
22	13	1	Foust, Keith	East	Tennessee/Kentucky	89.00	60.00	132%
23	14	2	Hendrickson, Edward	East	Carolinas	172.00	115.00	131%
24	11	3	McClowry, Thomas	West	Chicago/WI	111.00	70.00	130%
25	15	2	Maier, Doug	East	Tennessee/Kentucky	100.00	75.00	126%
26	16	3	Metcalf, Russ	East	Carolinas	95.00	65.00	125%
27	12	1	Locchi, Don	West	Northwest Texas	83.00	68.00	124%
28	13	2	McCreary, Martin	West	San Francisco	56.00	50.00	119%
28	13	2	Sherwood, Gwendolyn	West	Los Angeles	80.00	75.00	119%
29	17	4	Parker, William	East	Carolinas	67.00	50.00	114%
30	14	3	Erickson, Todd	West	IN/OH/MI	111.00	50.00	111%
31	18	1	Tarica, Mark	East	Georgia	259.00	240.00	109%
32	15	2	Ballett, Kelly	West	Northwest Texas	109.00	76.00	108%
32	15	4	Reed, Chris	West	IN/OH/MI	100.00	75.00	108%
33	19	3	Sorrentino, Kimberly	East	Tennessee/Kentucky	86.00	86.00	104%
34	16	3	Kertz, Victoria	West	Los Angeles	55.00	75.00	103%
35	20	2	Cooke, Bill	East	New England	57.00	60.00	98%
36	17	3	Farley, Kevin	West	San Francisco	49.00	50.00	97%
37	18	2	Goodman, Allen	West	Oklahoma/Arkansas	108.00	75.00	95%
38	21	3	Giannetta, Al	East	New England	143.00	163.00	90%
39	19	4	Garcia, David	West	Chicago/WI	66.00	50.00	85%
40	20	2	Brussel, Amber	West	South Texas	104.00	85.00	83%
41	22	1	O'Donnel, Vicky	East	Upstate New York	22.00	45.00	81%
42	23	5	Anello, Michelle	East	Carolinas	50.00	45.00	79%
43	21	4	Williams, Ken	West	San Francisco	76.00	50.00	78%
44	22	5	Wharton, Denise	West	San Francisco	19.00	20.00	74%
45	23	3	Gautney, Michelle	West	Northwest Texas	34.00	68.00	71%
45	24	2	Karwoski, Adam	East	Georgia	149.00	210.00	71%
46	24	6	O'Kennedy, Joshua	West	San Francisco	177.00	300.00	66%
47	25	4	Kornacki, Noel	East	Tennessee/Kentucky	82.00	85.00	65%
47	25	4	Roberson, Ross	East	Tennessee/Kentucky	53.00	63.00	65%
47	25	1	Corral, John	East	South Florida	54.00	110.00	65%

Current Overall B2B Rank	Rank within Region	Rank within VP/GM Market	Account Executive Name	Region	VP/GM Market	YTD Attainment	YTD Quota	Percent of YTD Attainment
						Data	Data	Data
48	22	2	Dobson, Mathew	West	South Texas	42.00	75.00	56%
49	28	2	Blanchard, Gregg	East	South Florida	55.00	110.00	50%
50	23	4	Fahey, James	West	Chicago / WI	27.00	55.00	49%
50	23	4	Kast, Lawrence	West	Chicago / WI	34.00	70.00	49%
51	29	6	Anello, Michelle	East	Carolinas	21.00	45.00	47%
52	24	2	Goodman, Allen	West	Oklahoma/Arkansas	34.00	75.00	45%
53	30	4	Kern, Thomas	East	Washington, DC	77.00	175.00	44%
53	30	2	Quartararo, Kathleen	East	Upstate New York	2.73	6.14	44%
53	25	3	Brussel, Amber	West	South Texas	37.00	85.00	44%
54	31	4	Roberson, Ross	East	Tennessee/Kentucky	17.27	45.45	38%
54	26	1	Barnes, Jeffrey	West	San Diego	19.00	50.00	38%
54	26	5	Garcia, David	West	Chicago / WI	19.00	50.00	38%
55	27	5	Erickson, Todd	West	IN / OH / MI	28.00	75.00	37%
56	28	2	Scully, Keri	West	San Diego	16.00	50.00	32%
57	32	3	Rivera, Ruben	East	South Florida	32.00	110.00	29%
58	33	3	O'Bryan, Susan	East	Georgia	19.00	75.00	25%
59	29	5	Preston, Michael	West	Los Angeles	17.00	75.00	23%
59	34	5	Dray, Ryan	East	New England	34.00	150.00	23%
60	30	6	Powell, James	West	IN / OH / MI	18.00	81.00	22%
61	35	5	Kornacki, Noel	East	Tennessee/Kentucky	12.00	60.00	20%
62	31	7	Bess, Theodore	West	IN / OH / MI	14.00	75.00	19%
63	32	4	Contreras, Leticia	West	South Texas	7.00	50.00	14%
63	32	1	Clein, Thomas	West	Seattle	30.00	210.00	14%
64	33	6	Orlow, Tania	West	Chicago / WI	10.00	80.00	13%
65	34	3	Wintz, Ted	West	San Diego	6.00	50.00	12%
66	36	3	DeVito, William	East	New York City	10.00	115.00	9%
67	35	5	Stephens, Angus	West	South Texas	4.00	50.00	8%
68	37	1	Rodriguez, Hector	East	Puerto Rico	11.00	175.00	6%
69	38	6	Schweppe, Kersten	East	New England	7.00	128.00	5%
70	36	6	Williams, Ken	West	San Francisco	2.00	50.00	4%
71	37	8	Fitzgerald, Gregory	West	IN / OH / MI	1.00	75.00	1%

\* Based upon Percent of YTD Attainment