

Medium to Large Deals in Pipeline- Expansion: Total Investment Economic Development



KPI Owner: Rebecca Fleischaker

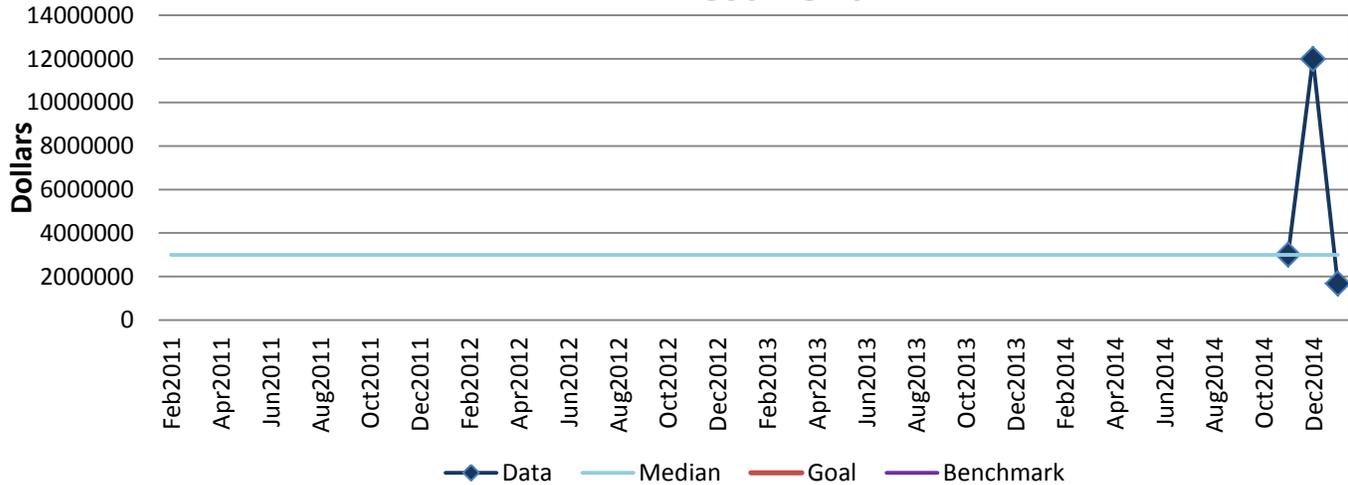
Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD Benchmark: TBD	Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Relevant to economic impact Next Improvement Step: Increase amount of total investment

How Are We Doing?

Feb2014-Jan2015 12 Month Goal	Feb2014-Jan2015 12 Month Actual		Jan2015 Goal	Jan2015 Actual	
TBD	\$16,675,000		TBD	\$1,675,000	
Dollars	Dollars		Dollars	Dollars	

Medium to Large Deals in Pipeline- Expansion: Total Investment



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.