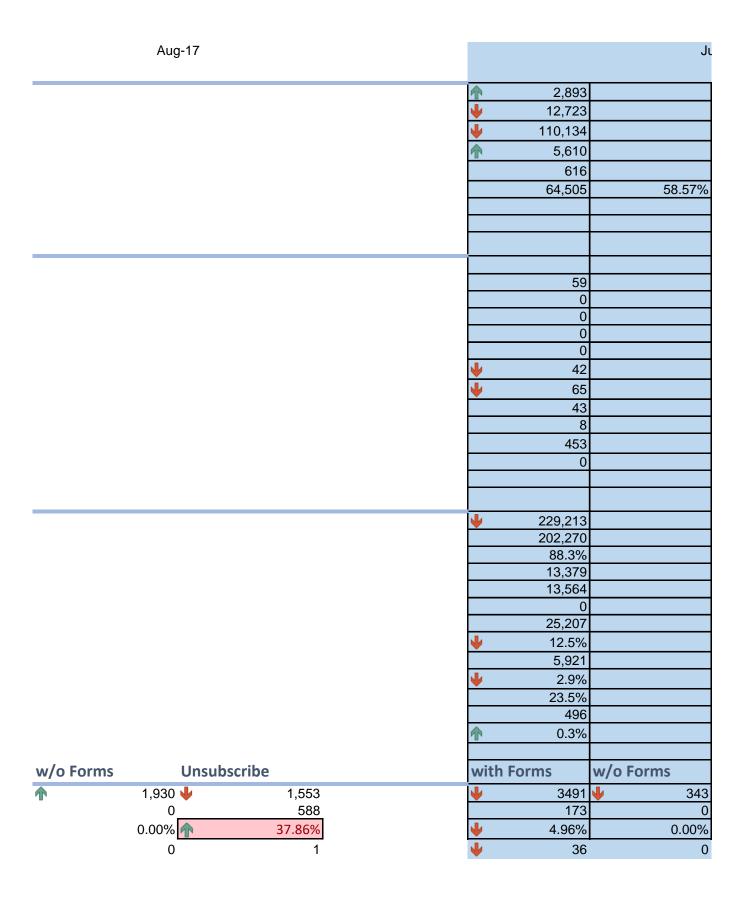
People

| Net New to Database | 4 | 1,328 |
|--|----------|---------|
| Active in the last month (Open, clicked, visited, filled) | 1 | 16,010 |
| Total Database | 1 | 111,598 |
| Total # Unsubscribed in Month | • | 710 |
| Total # Bounced in Month | · | 5,790 |
| Total Marketable Database | | 65,624 |
| | | |
| Forms | | |
| Unique People who have filled out Form (not including unsubscribe) | | |
| Contact Us | | 60 |
| AdWords | | 0 |
| Content Registration | | 0 |
| Demo | | 0 |
| Event Registration | A | 0 |
| Request a Quote | 1 | 95 |
| Webinar | 1 | 94 |
| WhitePaper | | 48 |
| Demo v.2 | | 6 |
| Unsubscribe | | 577 |
| Subscription Management | | 0 |
| Emails | | |
| Sent | 1 | 311,201 |
| Delivered | | 275,631 |
| % Delivered | | 88.6% |
| Hard Bounced | | 17,710 |
| Soft Bounced | | 17,860 |
| Pending | | 0 |
| Opened | | 38,529 |
| % Opened | | 14.0% |
| Clicked | | 9,077 |
| % Clicked | | 3.3% |
| Clicked to Opened Ratio | | 24 |
| Unsubscribed | | 669 |
| % Unsubscribed | • | 0.2% |
| Landing Pages | with Fo | orms |
| Total Views | 1 | 4,301 |
| Conversions | | 249 |
| Conversions % | 1 | 5.79% |
| | | |



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| Unsubscribe | | | | | |
| 1 2001 | | | | | |
| 461 | | | | | |
| ↓ 23.04% | | | | | |
| 1 | | | | | |
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