

2019 REVENUE BY SOURCE		2019 REVENUE BY REGION	2019 REVENUE BY BUSINESS	2019 REVENUE BY BUSINESS	
Revenue Type	Amount (\$M)	Region	Business	Product	
Product Revenue					
Software License	1,200	North America	Software	Software	
Software Support	300	North America	Software	Support	
Hardware	200	Europe	Hardware	Hardware	
Services	100	Asia Pacific	Services	Services	
Other Product Revenue	100	Latin America	Software	Support	
Total Product Revenue	2,000				
Service Revenue					
Consulting Services	500	North America	Services	Consulting	
Implementation Services	300	North America	Services	Implementation	
Training Services	200	Europe	Services	Training	
Other Service Revenue	100	Asia Pacific	Services	Other Services	
Total Service Revenue	1,100				
Other Revenue					
Interest Income	100	North America	Other	Interest	
Dividend Income	50	North America	Other	Dividends	
Other Income	100	Europe	Other	Other Income	
Total Other Revenue	350				
Total Revenue	3,450				
2019 REVENUE BY REGION					
Region	Revenue (\$M)	Region	Revenue (\$M)	Region	Revenue (\$M)
North America	2,000	Europe	1,100	Asia Pacific	350
Latin America	100	Australia	50	Other Regions	100
Total Revenue	3,450				
2019 REVENUE BY BUSINESS					
Business	Revenue (\$M)	Business	Revenue (\$M)	Business	Revenue (\$M)
Software	1,200	Hardware	200	Services	1,100
Support	300	Consulting	500	Implementation	300
Training	200	Training	200	Other Services	100
Other Services	100	Other	100	Interest	100
Total Business Revenue	2,000				
2019 REVENUE BY PRODUCT					
Product	Revenue (\$M)	Product	Revenue (\$M)	Product	Revenue (\$M)
Software	1,200	Hardware	200	Consulting	500
Support	300	Consulting	500	Implementation	300
Hardware	200	Training	200	Training	200
Other Products	100	Other	100	Other	100
Total Product Revenue	2,000				
2019 REVENUE BY SERVICE					
Service	Revenue (\$M)	Service	Revenue (\$M)	Service	Revenue (\$M)
Consulting	500	Implementation	300	Training	200
Implementation	300	Training	200	Other Services	100
Training	200	Other Services	100	Interest	100
Other Services	100	Interest	100	Dividends	50
Total Service Revenue	1,100				
2019 REVENUE BY OTHER					
Other	Revenue (\$M)	Other	Revenue (\$M)	Other	Revenue (\$M)
Interest	100	Dividends	50	Other Income	100
Other Income	100	Other	100	Other	100
Total Other Revenue	350				
Total Revenue	3,450				

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