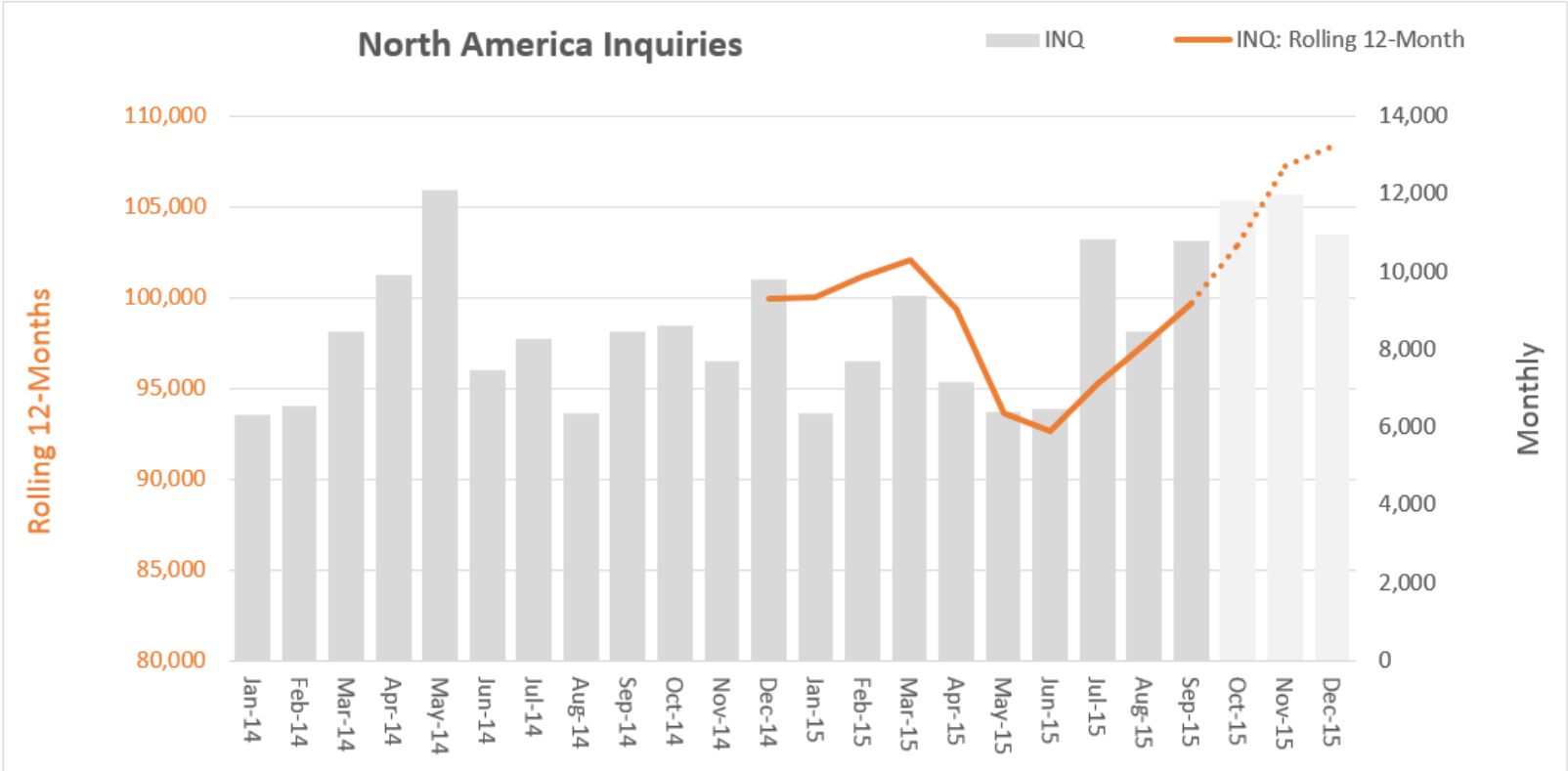


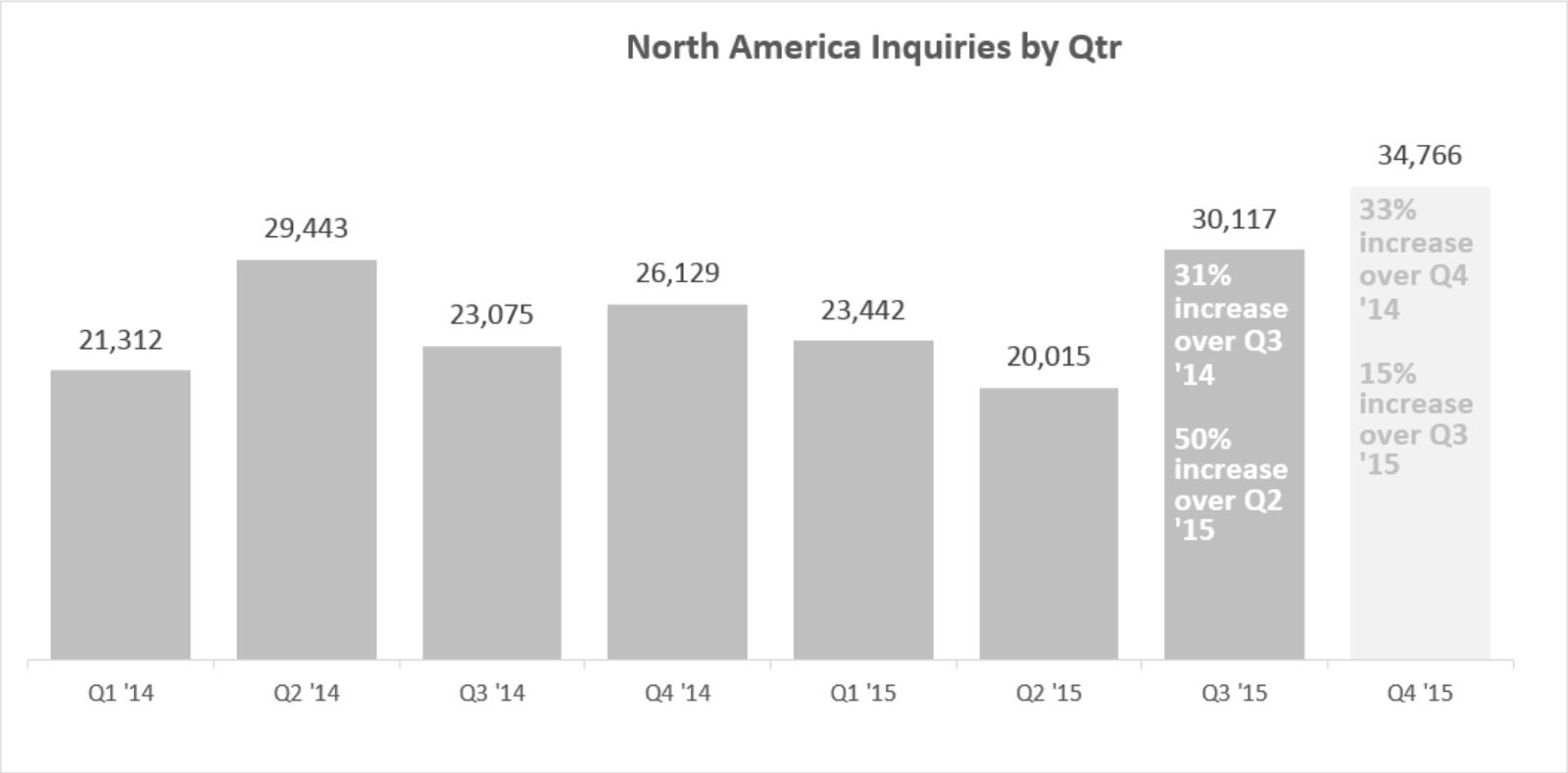
Demand Gen Results



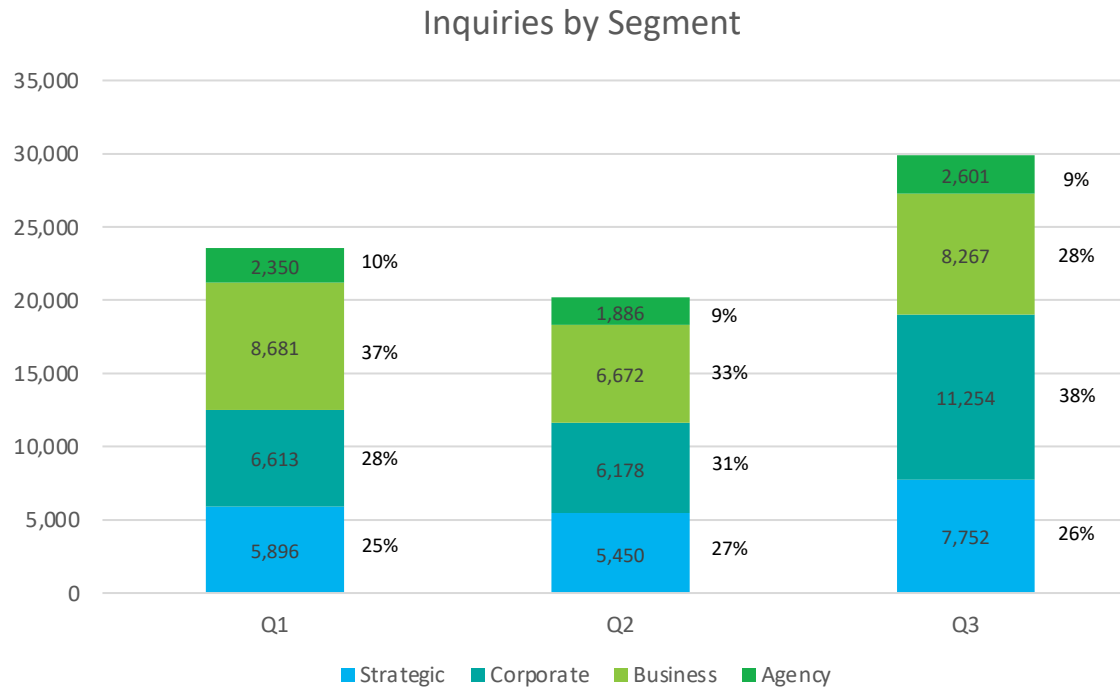
NA INQs by Month



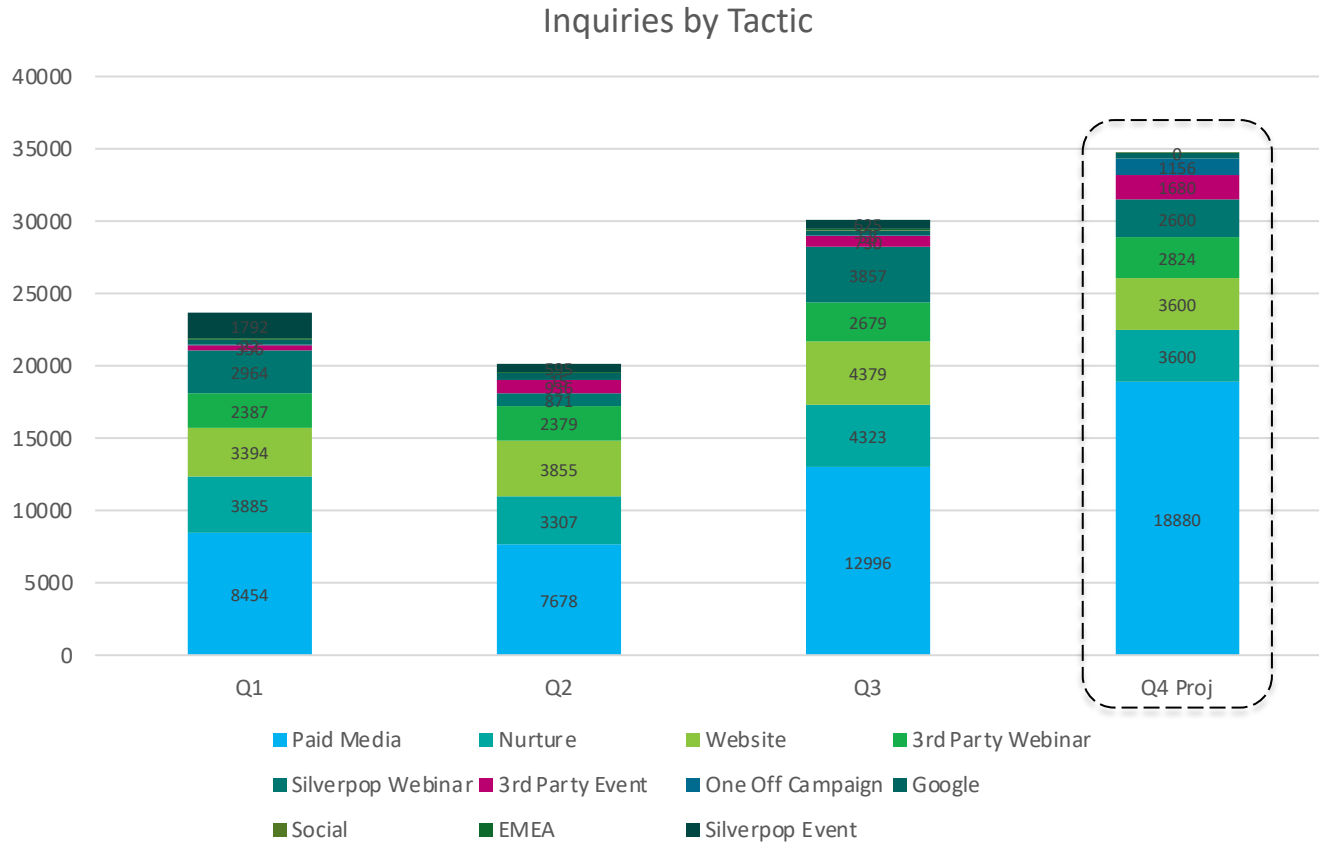
NA INQs by Qtr



2015 NA Segment Mix - Inquiries

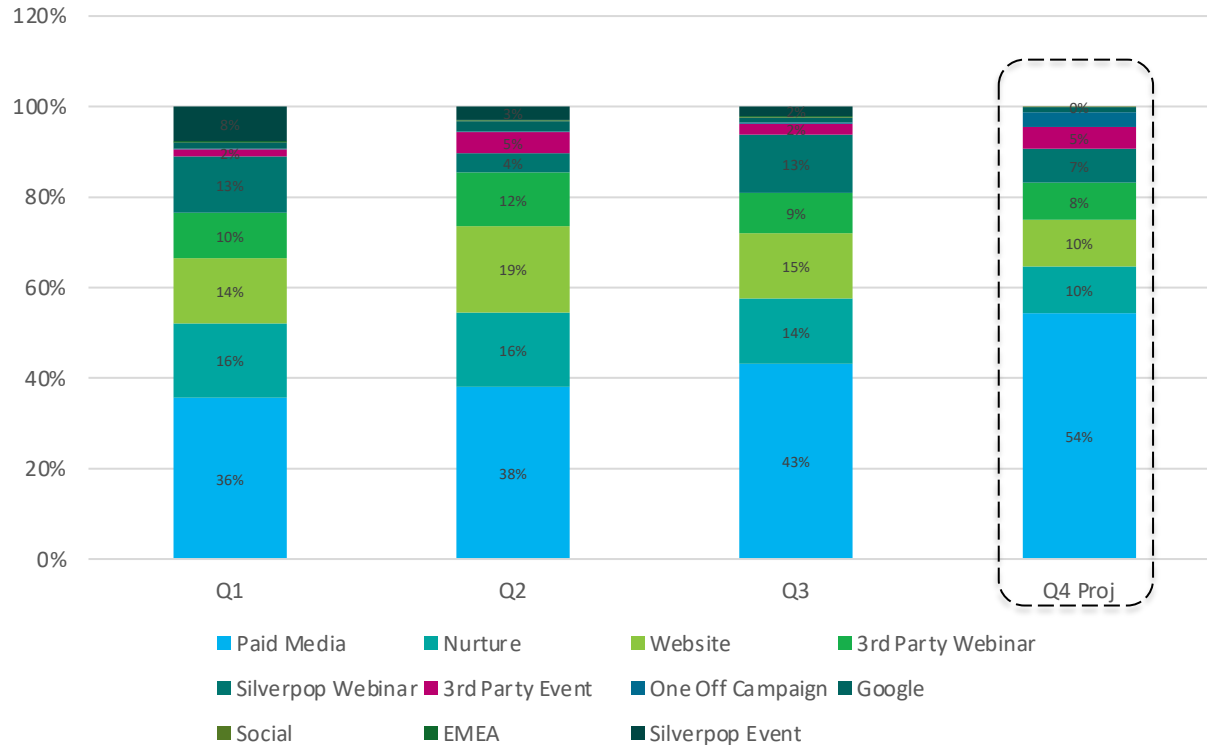


2015 NA Inquiries by Tactic

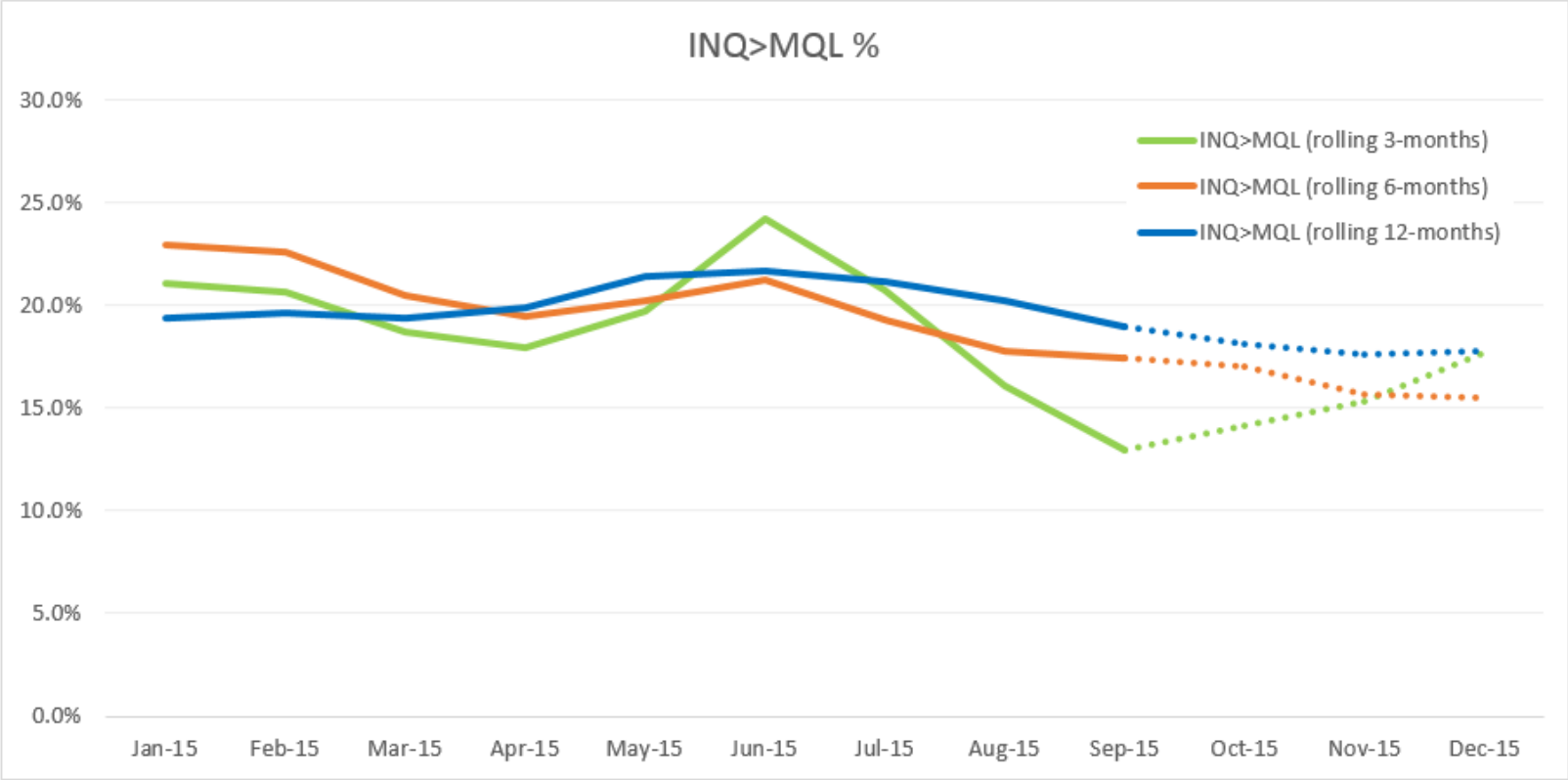


2015 NA Marketing Mix

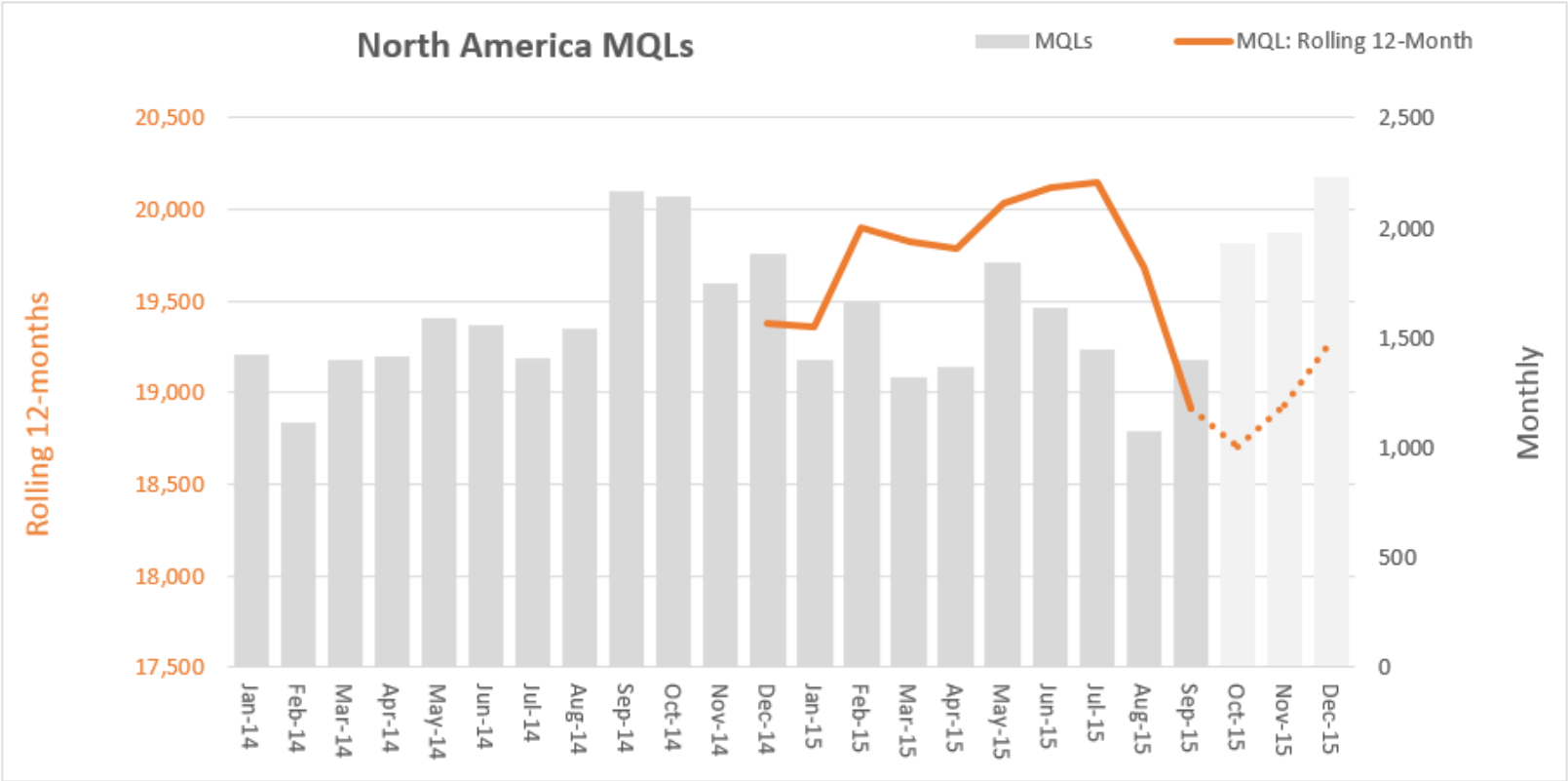
Marketing Mix - Inquiries



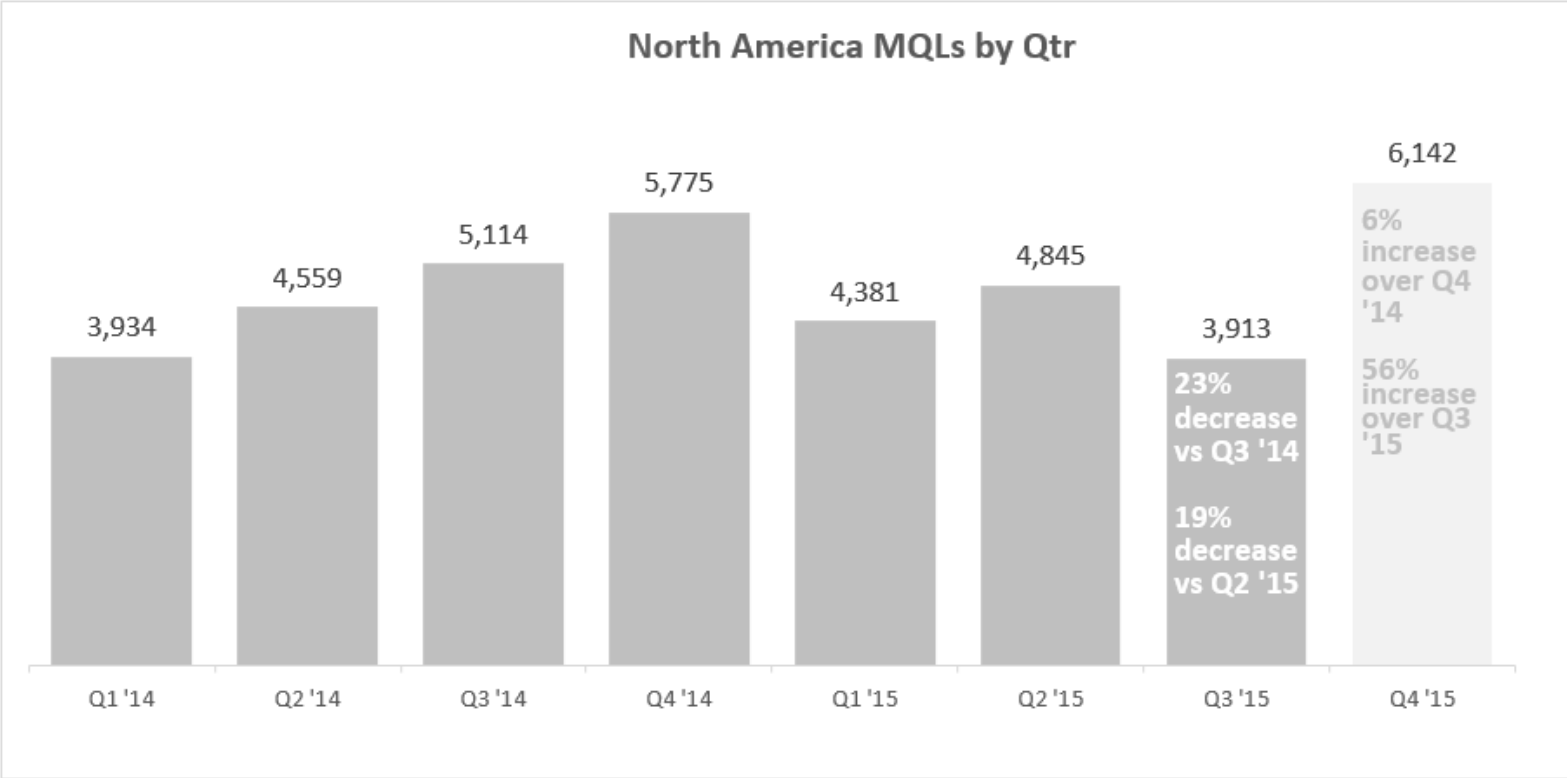
NA INQ-MQL Conversion Rate



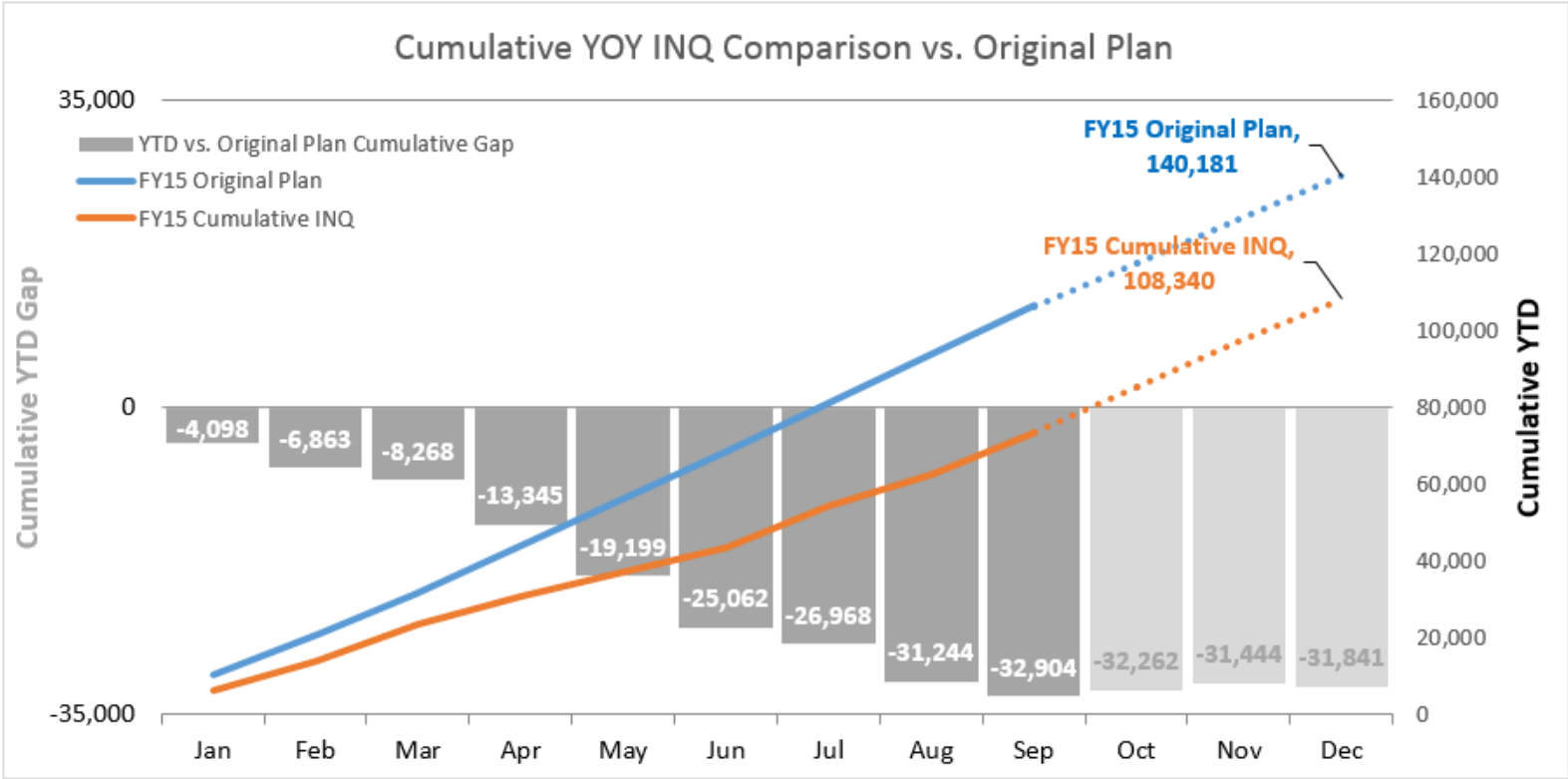
NA MQLs by Month



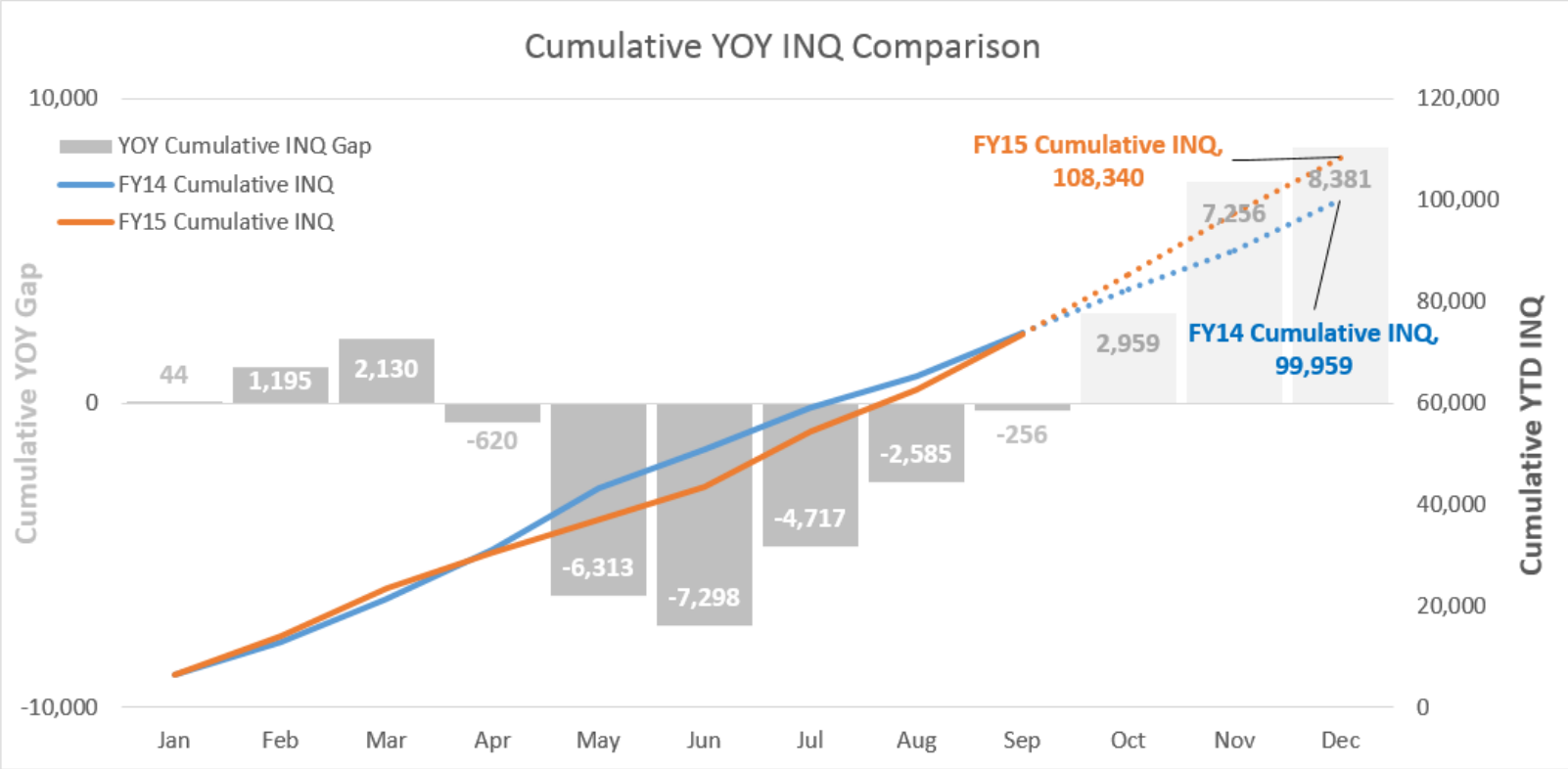
NA MQLs by Qtr



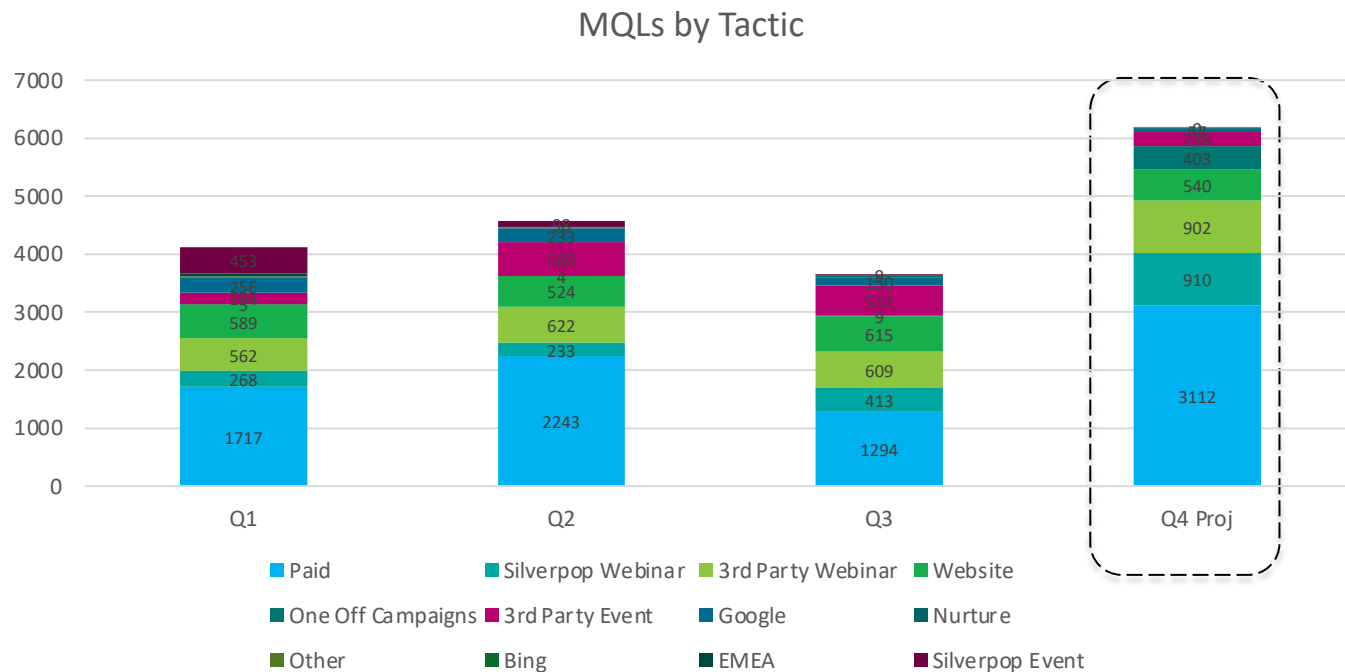
Cumulative FY15 vs. Original Plan



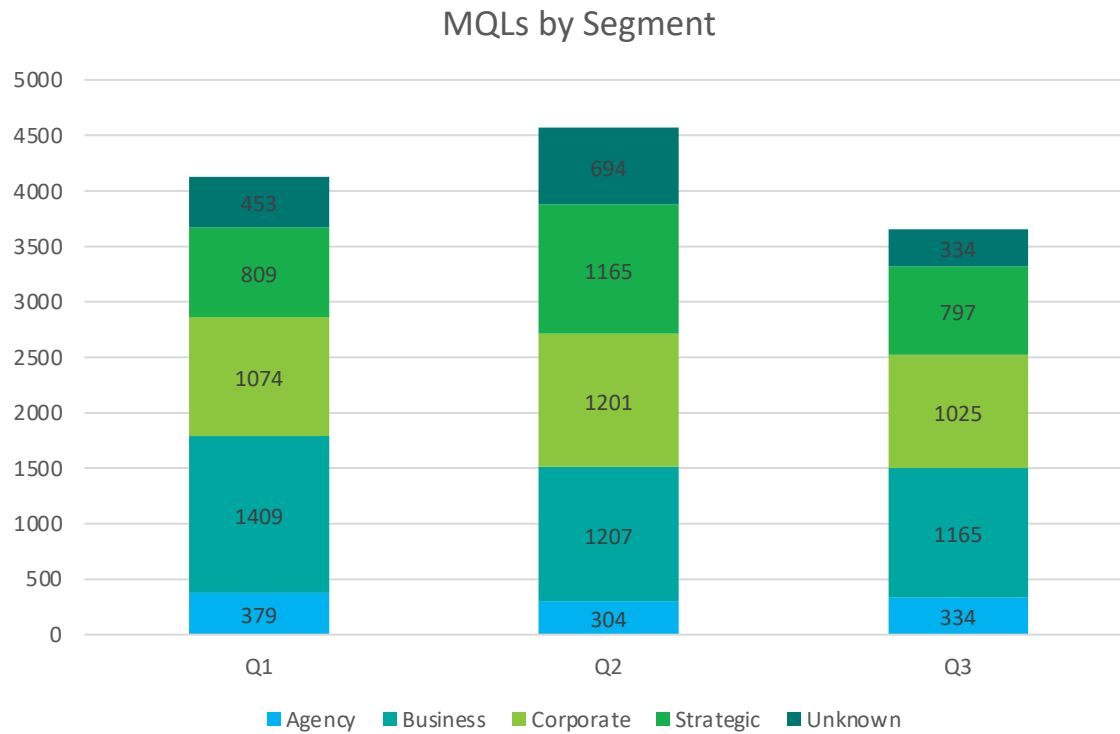
NA INQs Cumulative YTD



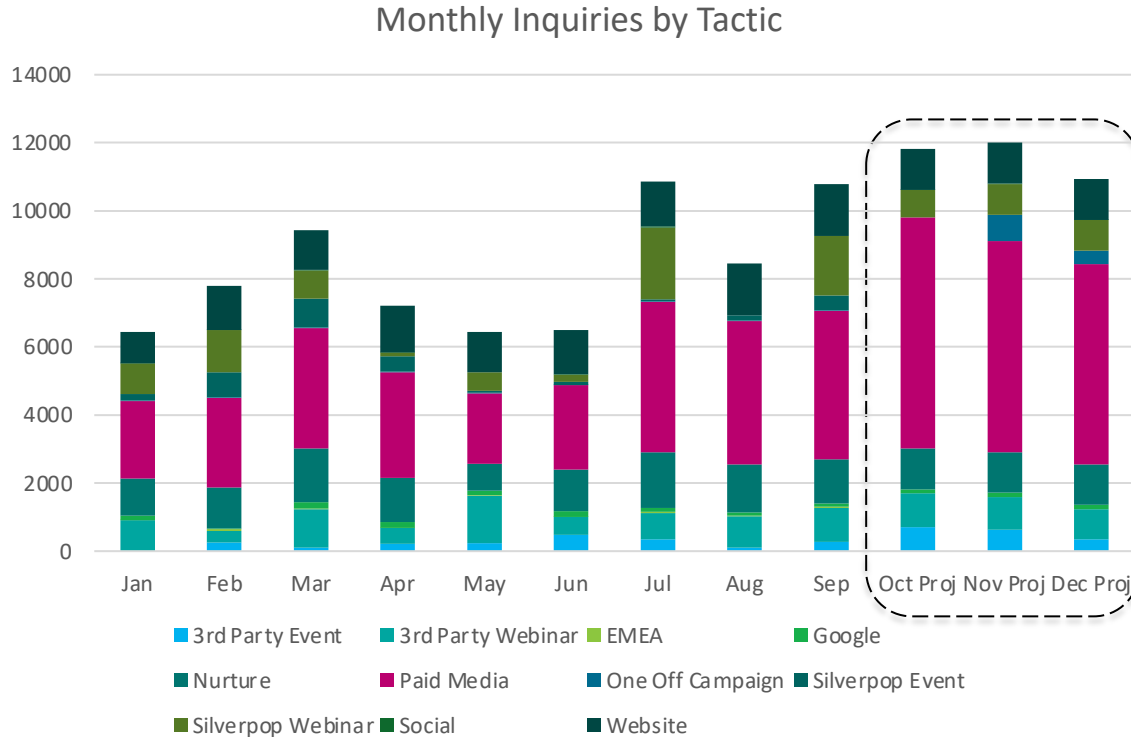
2015 NA MQLs by Tactic



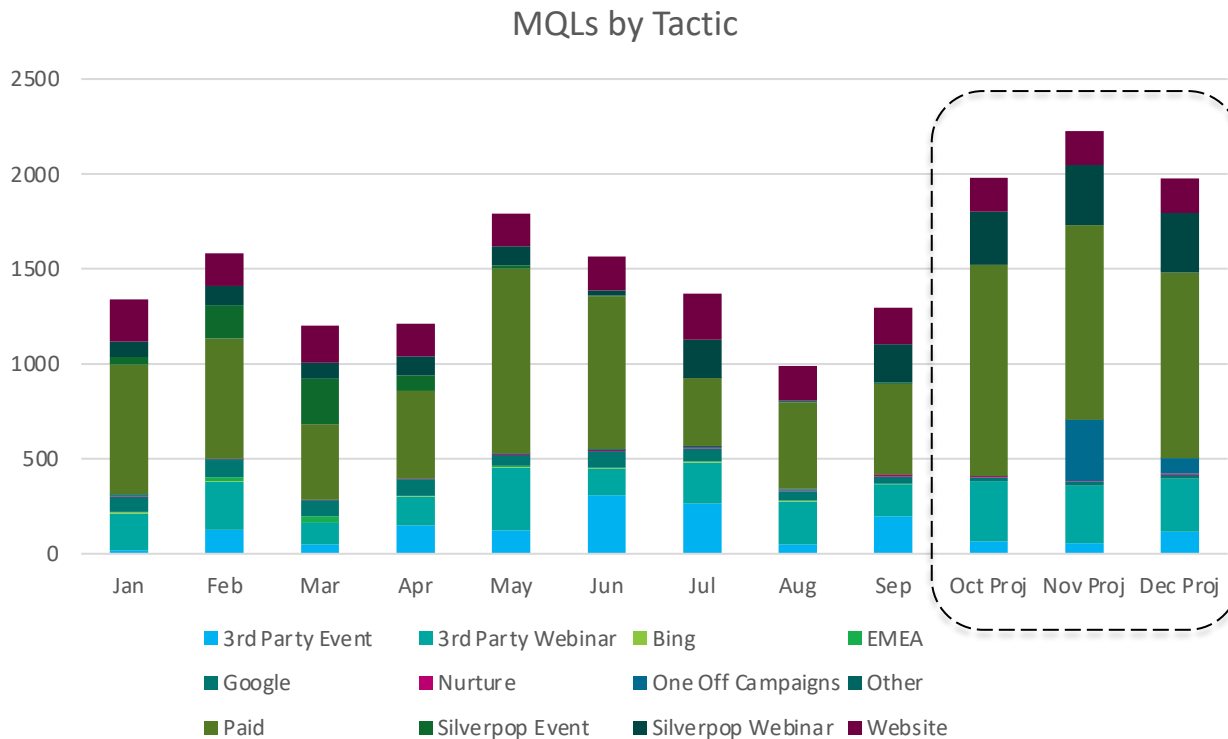
2015 NA Segment Mix - MQLs



2015 NA Inquiries by Tactic



2015 NA MQLs by Tactic



2015 NA Monthly Marketing Mix

