

# Q1 2026 TOTAL ARR TARGET REPORT

Target: \$1.6M Total ARR (All Customers) | Generated: 2026-01-28 15:07

\$979,072 ARR remaining to reach \$1.6M target

## TOTAL ARR TARGET PROGRESS

Metric	ARR Value	Change
Q1 ARR Target	\$1,600,000	-
Current Total ARR (All Customers)	\$620,928	-
Q1 New Wins ARR	\$48,000	-
Remaining to Target	\$979,072	-
Achievement	38.8%	-
Days Remaining in Q1	63	-

## REQUIRED ARR RUN RATE TO HIT TARGET

Daily ARR Required	Weekly ARR Required	Monthly ARR Required
\$15,541	\$108,786	\$466,225

## PIPELINE ARR COVERAGE

Metric	ARR Value	Change
Total Open Pipeline ARR	\$3,361,000	-
Q1 Pipeline ARR (closing by Mar 31)	\$2,598,000	-
Weighted Pipeline ARR	\$867,600	-
Coverage Ratio	3.4x	(need 3x)

# TODAY'S CHANGES

## STAGE MOVEMENTS

Deal	ARR	Movement
E Shipper Plus	\$24,000	Solution Alignment -> Commercial Re
CapEc - 3PL Partner	\$24,000	Discovery -> Technical Evaluation
Prolific Brands - 3PL Partner	\$12,000	NBM Scheduled -> Technical Evaluati

## TOP DEALS EXPECTED TO CLOSE IN Q1

Deal Name	ARR	Owner	Stage	Days in Stage
Relentless Fulfillment - 3PL P	\$300,000	Blake Read	NBM Scheduled	20
Farrall's Group - 3PL Partner	\$150,000	Jay Mazur	NBM Scheduled	47
Barrett Distribution Centers	\$120,000	Blake Read	Technical Evalu	131
Shipcalm	\$100,000	Blake Read	Stalled / Delay	565
James Cargo Services - 3PL Par	\$84,000	Chanan Burst	NBM Scheduled	47
Encore Fulfillment	\$78,000	Blake Read	Stalled / Delay	158
Motivational Fulfillment & Log	\$66,000	Jay Mazur	Stalled / Delay	36
Estes Forwarding Worldwide. -	\$65,000	Court Friedm	NBM Scheduled	80
Thrive 3PL - 3PL Partner	\$60,000	Jay Mazur	Stalled / Delay	273
MtnyMade	\$60,000	Blake Read	Stalled / Delay	123

## DEALS AT RISK

Risk view not available or no high-risk deals.

## OWNER CONTRIBUTION TO Q1 TARGET

Owner	Q1 Won	# Won	Q1 Pipeline	# Open
Blake Read	\$36,000	2	\$1,188,000	25
Jay Mazur	\$12,000	1	\$764,000	19
Court Friedman (Arch	\$0	0	\$95,000	2
Alon Partuk	\$0	0	\$3,000	1
Chanan Burstein	\$0	0	\$548,000	15