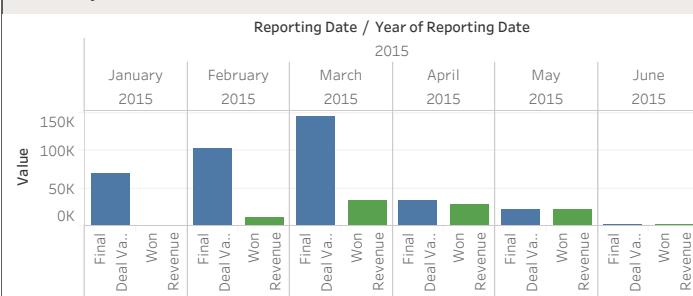


## CRM Data - Sales Pipeline Analytics

# Total opp	# Open Opp	# Closed Won Opp	# Closed Lost Opp	Sales stage All	Sales Rep All
147	55	33	59	Month All	Month All

### Monthly Revenue Trend



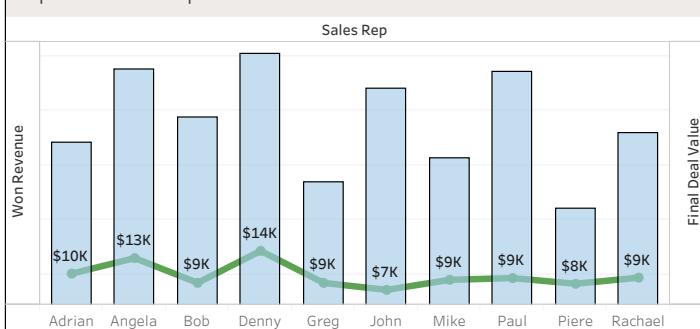
### Monthly Inflow

Month of Reporting Date	Total Opp	Won Revenue	Won Opportunit..	Win %
January	27	\$0	0	0.00%
February	38	\$11,940	4	10.53%
March	60	\$34,010	9	15.00%
April	12	\$28,090	10	83.33%
May	8	\$22,310	8	100.00%
June	2	\$1,790	2	100.00%

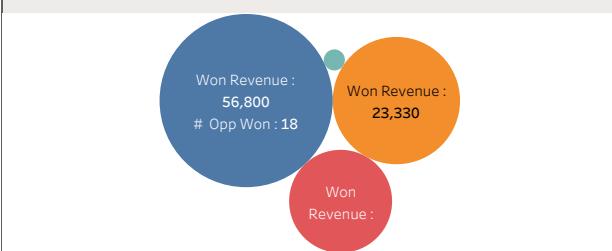
### Forecast (Weighted Pipeline)



### Top 10 Sales Rep



### Sales Channel Performance



### Pipeline By Stage

Sales stage	Final Deal Value
Lost	\$149K 39.36%
Won	\$98K 25.95%
Qualified	\$65K 17.31%
Validated	\$35K 9.30%

### Revenue By Country

