

Sales Region: United States

Current Pipeline vs. Quota by Sales
Region and District

Metrics	Sales District	Northeast USA	Central USA	Southern USA	Total
Closed Revenue		525,000	275,000	125,000	925,000
Target Quota		1,800,000	1,800,000	1,800,000	5,400,000
% Quota Achieved (Current)		29.17%	15.28%	6.94%	17.13%
Opportunity Size (Current)		150,000	425,000	300,000	875,000
Weighted Opportunity Size (Current)		120,000	147,500	150,000	417,500
Current Revenue Projection = Closed + Weighted		645,000	422,500	275,000	1,342,500
Projection vs. Quota		-1,155,000	-1,377,500	-1,525,000	(4,057,500)
% Quota Achieved vs. Revenue Projection		35.83%	23.47%	15.28%	24.86%
Open Opportunities		2	2	1	5
Opportunities In the Funnel		Empty	Empty	1	1
Opportunities Top of the Funnel		1	1	Empty	2
Opportunities In Commit		1	1	Empty	2