**1Q.**

Account\_Name last\_name Industry Business\_Type

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

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Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

Laura Ashley Hart Technology Customer

**2Q.**

Created\_On Days\_to\_Closed

2021-04-10 23:01:19 3

2021-04-10 20:01:36 33

2021-04-10 13:01:50 21

2021-04-10 11:01:11 14

2021-04-10 10:01:45 45

2021-04-10 09:01:22 27

2021-04-08 21:01:04 61

2021-04-08 17:01:29 55

2021-04-07 20:01:48

2021-04-07 18:01:14

2021-04-07 17:01:31

2021-04-07 11:01:50

2021-04-07 04:01:46 25

2021-04-07 01:01:47 61

2021-04-07 00:01:15

2021-04-06 20:01:08

2021-04-06 06:01:56 28

2021-04-06 01:01:50

2021-04-05 17:01:23

2021-04-05 16:01:10

2021-04-05 14:01:35

2021-04-04 19:01:36

2021-04-04 16:01:43

2021-04-04 15:01:44

2021-04-04 05:01:28 61

**3Q.**

Total\_Amount\_Base

$26.95K

$8.50K

$4.77K

$5.29K

$17.21K

$1.15K

$34.02K

$3.19K

$38.97K

$14.19K

**4Q.**

order\_id

21000837

21000260

21000002

21000950

21001072

21002480

21003541

21001791

21000346

21002034

21002038

21002073

21000219

21002748

21000302

21000037

21002892

21001485

21001236

21000549

21001264

21001729

21001038

21001469

21001182

**5Q.**

Status\_Reason\_Distinct\_Count

2

**6Q.**

Created\_By Lead\_Source Status\_Reason

1001 Advertisement Lost

1001 Advertisement Open

1001 Advertisement Won

1001 Cold Call Lost

1001 Cold Call Open

1001 Cold Call Won

1001 Employee Referral Lost

1001 Employee Referral Open

1001 Employee Referral Won

1001 External Referral Lost

1001 External Referral Open

1001 External Referral Won

1001 Lead Source Lost

1001 Lead Source Open

1001 Lead Source Won

1001 Online Store Lost

1001 Online Store Open

1001 Online Store Won

1001 Partner Lost

1001 Partner Open

1001 Partner Won

1001 Public Relations Lost

1001 Public Relations Open

1001 Public Relations Won

1001 Sales Mail Alias Lost

**7Q.**

quote\_product

20000002

20000009

20000011

20000013

20000031

20000041

20000060

20000061

20000085

20000094

20000095

20000098

20000107

20000108

20000109

20000110

20000113

20000115

20000144

20000164

20000170

20000173

20000178

20000188

20000192

**8Q.**

User full\_name Monthly\_target

1001 Rozario Diego $300.00K

1002 Santa Cruz Clara $500.00K

1003 Lazar Mathew $300.00K

1004 Pete Zachariah $200.00K

1005 Jasmine Frank $400.00K

1006 Harold Pawlan $650.00K

1007 David Love $700.00K

1008 Roger Terrence $500.00K

1009 Thomas Mondrake $400.00K

1010 Augustine Paul $125.00K

1011 Tina Thomas $1,000.00K

**9Q.**

Product Name Created\_On Product\_Type Amount\_Base

16001493 Water temperature meterIgnition system    Coil wir... 2020-03-14 05:15:58 Inside the Home INR 931.16

16001397 Taco night Ready-bake breads 2019-09-01 05:12:07 Inside the Home INR 290.39

16001437 Transmission gear 2020-03-11 08:00:32 Inside the Home INR 1,937.74

16001316 Spark plugLighting and signaling system    Engine ... 2021-03-01 01:57:45 Inside the Home INR 1,028.63

16001451 TurboJet Engine 2020-08-19 06:21:34 Inside the Home INR 469.28

16001349 Steering column assembly 2020-08-06 07:47:34 Inside the Home INR 722.97

16001344 Starter solenoid 2020-02-12 04:14:37 Inside the Home INR 984.13

16001377 Syrup of Maidenhair 2021-03-05 02:51:55 Inside the Home INR 275.37

**10Q.**

Product quote\_product Name Total\_Amount\_Base Status\_Reason

16000010 20000000 ZR-1540289-Barcelona Chair (Aniline Black) $9,822.00 Negotiation

16001140 20000001 ZR-1540289-Barcelona Chair (Aniline Black) $9,822.00 Negotiation

16000964 20000005 ZR-1567228-Barcelona Chair (Aniline Black) $33,583.00 Negotiation

16000983 20000007 ZR-1567228-Barcelona Chair (Aniline Black) $33,583.00 Negotiation

16001659 20000012 ZR-1509413-Barcelona Chair (Aniline Choc Brown) $28,105.00 Delivered

16000804 20000014 ZR-1542239-Arco Floor Base (Stainless Steel-Marble... $23,844.00 Confirmed

16001104 20000015 ZR-1542239-Arco Floor Base (Stainless Steel-Marble... $23,844.00 Confirmed

16001901 20000016 ZR-1542239-Arco Floor Base (Stainless Steel-Marble... $23,844.00 Confirmed

16000035 20000017 ZR-1542239-Arco Floor Base (Stainless Steel-Marble... $23,844.00 Confirmed

16000221 20000018 ZR-1542239-Arco Floor Base (Stainless Steel-Marble... $23,844.00 Confirmed

16000517 20000021 ZR-1596803-Bromi products $10,552.00 Negotiation

16001026 20000024 ZR-1567970-Barcelona Chair and Ottoman (Aniline Bl... $16,514.00 Delivered

16000749 20000028 ZR-1511394-Barcelona Sofa (Italian Black) $18,355.00 Confirmed

16001660 20000032 ZR-1629690-Barcelona Sofa (Italian Black) $6,611.00 Closed Won

16001899 20000033 ZR-1629690-Barcelona Sofa (Italian Black) $6,611.00 Closed Won

16000924 20000035 ZR-49617-Brno Flat Chair (Italian White) $13,091.00 Confirmed

16000509 20000036 ZR-49617-Brno Flat Chair (Italian White) $13,091.00 Confirmed

16000388 20000037 ZR-1509350-Barcelona Chair and Ottoman (Italian Bl... $5,008.00 Negotiation

16000878 20000039 ZR-1602568-Scando Style Coffee Table (Natural) $9,318.00 Confirmed

16001773 20000040 ZR-1602568-Scando Style Coffee Table (Natural) $9,318.00 Confirmed

16001397 20000042 ZR-1514374-Barcelona Chair (Italian Red) $20,407.00 Delivered

16000307 20000043 ZR-1514374-Barcelona Chair (Italian Red) $20,407.00 Delivered

16000812 20000045 ZR-1514374-Barcelona Chair (Italian Red) $20,407.00 Delivered

16001854 20000047 ZR-1508418-Barcelona Style Coffee Table (3/4 glass... $28,189.00 Delivered

16001659 20000048 ZR-1508418-Barcelona Style Coffee Table (3/4 glass... $28,189.00 Delivered

16001562 back door product 2020-08-13 02:59:13 Inside the Home INR 617.82

16001512 Worcestershire sauce 2020-04-19 02:28:50 Inside the Home INR 384.44

16001555 armchair 2019-08-10 05:14:10 Inside the Home INR 1,292.82

16001429 Torque converter 2019-05-19 07:47:23 Inside the Home INR 1,414.09

16001390 TVR-200 Stack Bi-Coupler 2021-02-20 04:32:50 Inside the Home INR 185.49

16001506 Windshield (also called windscreen) 2019-11-22 03:54:49 Inside the Home INR 1,473.98

16001524 X3 Touch and Type S 2020-06-09 04:55:50 Inside the Home INR 964.66

16001558 attic product 2019-03-21 05:25:06 Inside the Home INR 169.16

16001510 Wiring connectorInterior    Dash PanelsFloor compo... 2020-01-13 11:01:06 Inside the Home INR 1,019.67

16001320 Speedometer 2019-07-27 06:55:55 Inside the Home INR 2,099.08

16001320 Speedometer 2019-07-27 06:55:55 Inside the Home INR 1,979.14

16001540 Z-200 Rechargeable Battery Bank 2020-10-01 09:23:18 Inside the Home INR 1,190.72

16001556 asbestos 2020-08-31 03:26:59 Inside the Home INR 231.28

16001386 TT-38K Radial Decoupler 2019-11-21 06:19:40 Inside the Home INR 676.29

16001497 Wet grinder 2021-02-08 08:42:43 Inside the Home INR 1,740.85

16001295 Side lighting 2021-02-24 06:32:03 Inside the Home INR 363.45

16001304 Solar cooker 2019-12-16 07:50:33 Inside the Home INR 348.04

**11Q.**

User full\_name Monthly\_target

1001 Rozario Diego $300.00K

1002 Santa Cruz Clara $500.00K

1003 Lazar Mathew $300.00K

1004 Pete Zachariah $200.00K

1005 Jasmine Frank $400.00K

1006 Harold Pawlan $650.00K

1007 David Love $700.00K

1008 Roger Terrence $500.00K

1009 Thomas Mondrake $400.00K

1010 Augustine Paul $125.00K

1011 Tina Thomas $1,000.00K

**12Q.**

Account Account\_Name Industry Owning\_User Website Business\_Type

81 Dubrow's Cafeteria Service Provider 1007 Cinebucks.com Customer

106 Crafts Canada Education 1006 BingoLesson.com Prospect

147 Alpha Beta Communications 1006 RoundBlog.com Prospect

270 Builderama Service Provider 1008 TheyTravel.com Prospect

301 JasmineSola IT Services 1003 ePompanoBeach.com Customer

353 De Pinna Government/Military 1003 CopperBroker.com Customer

358 Licorice Pizza Manufacturing 1008 CondoFlippers.com Prospect

366 Ejecta Communications 1011 SelfSmarts.com Customer

387 Planet Pizza Manufacturing 1007 PopMoves.com Prospect

411 Licorice Pizza Pharma 1007 FancyApps.com Prospect

412 Parts America Government/Military 1007 ThousandTimes.com Prospect

453 Sports Town USA Communications 1011 FinancialSolver.com Prospect

457 Walt's IGA Financial Services 1002 MovieLocks.com Customer

538 Titania Government/Military 1003 PersonStore.com Prospect

568 Sholl's Colonial Cafeteria Government/Military 1006 TheologyStudent.com Prospect

660 Libera Pharma 1008 TheatreAudition.com Customer

672 Licorice Pizza Technology 1004 NoteNews.com Customer

774 JasmineSola Government/Military 1005 ParkingClinic.com Prospect

826 De Pinna Service Provider 1011 MarriageAids.com Customer

960 Libera Manufacturing 1009 AMRegister.com Prospect

966 Libera Service Provider 1003 DropSome.com Prospect

1005 Afforda Education 1009 VoiceTower.com Prospect

1078 Crafts Canada Manufacturing 1008 ListRules.com Prospect

1121 Libera Service Provider 1001 CasinoKnows.com Customer

1144 Laughner's Cafeteria Education 1008 AnonymousLoan.com Customer

**13Q.**

opportunity year

24934 2019

26429 2019

26523 2019

25272 2019

25400 2019

26506 2019

24997 2019

25398 2019

24407 2019

24434 2019

24633 2019

25002 2019

25654 2019

24595 2019

25336 2019

24564 2019

25321 2019

25296 2019

25044 2019

25414 2019

24989 2019

24646 2019

25235 2019

26465 2019

25171 2019

**14Q.**

Quote Created\_On Modified\_On Name Quote\_ID Total\_Amount\_Base Total\_Discount\_Amount\_Base Total\_Tax\_Base Status\_Reason

19000623 2021-03-23 06:01:41 2021-03-24 08:46:37 ZR-48688-Barcelona Chair (Italian Choc Brown) 19000623 $33,094.00 $2,817.58 $1,796.82 Closed Lost

19001458 2021-03-23 04:08:43 2021-03-24 04:10:50 ZR-48720-Shell chiar (Italian black with walnut) 19001458 $4,435.00 $113.27 $46.83 Closed Lost

19000937 2021-03-23 03:46:00 2021-03-23 09:42:53 ZR-48687-LC3 Sofa (Italian Black) 19000937 $48,472.00 $1,127.49 $1,863.93 Closed Lost

19001308 2021-03-22 12:26:47 2021-03-24 12:43:29 ZR-1695-ZIGZAG CHAIR 19001308 $3,297.00 $277.40 $149.40 Delivered

19001785 2021-03-22 10:53:58 2021-03-24 09:22:02 ZR-48755-Eileen Grey End Table (Stainless Steel - ... 19001785 $19,515.00 $663.04 $812.37 Closed Won

19002437 2021-03-22 09:41:00 2021-03-23 09:14:59 ZR-48663-Barcelona Chair and Ottoman (Aniline Red) 19002437 $7,460.00 $441.15 $75.81 Delivered

19002123 2021-03-21 12:21:17 2021-03-22 07:28:38 ZR-51509-Barcelona ottoman only (aniline camel) 19002123 $23,447.00 $566.44 $629.82 Delivered

19000989 2021-03-21 08:29:59 2021-03-23 11:09:53 ZR-49775-Barcelona Style Coffee Table (3/4 glass) 19000989 $4,141.00 $268.92 $210.41 Closed Won

19000162 2021-03-21 04:40:26 2021-03-22 09:38:52 ZR-50771-Barcelona Bench A (Italian Black) 19000162 $25,257.00 $1,536.94 $1,601.32 Closed Lost

19002846 2021-03-21 02:59:56 2021-03-22 06:49:19 ZR-48631-Barcelona Chair (Italian Camel) 19002846 $3,263.00 $324.72 $260.94 Closed Lost

19002014 2021-03-20 12:32:19 2021-03-22 02:28:03 ZR-50550-Barcelona Chair (Italian Choc Brown) 19002014 $29,239.00 $667.42 $309.85 Closed Lost

19002111 2021-03-20 04:19:28 2021-03-22 04:36:10 ZR-50678-Barcelona Chair (Italian Black) 19002111 $17,109.00 $740.21 $1,737.56 Closed Won

19002957 2021-03-20 01:40:56 2021-03-23 01:54:07 ZR-49621-Barcelona Daybed (Aniline Black) 19002957 $27,756.00 $2,801.25 $1,728.59 Closed Lost

19000652 2021-03-19 07:36:10 2021-03-19 06:38:41 ZR-49715-Barcelona Bench A (Italian White) 19000652 $7,178.00 $431.91 $433.35 Closed Lost

19002745 2021-03-17 12:24:20 2021-03-19 01:31:19 ZR-52506-Shell chiar (Italian black with walnut) 19002745 $2,330.00 $101.65 $266.96 Closed Lost

19000552 2021-03-17 08:36:53 2021-03-21 03:39:32 ZR-48786-Barcelona Chair and Ottoman (Italian Came... 19000552 $22,509.00 $1,032.23 $590.57 Closed Lost

19002731 2021-03-16 12:43:40 2021-03-17 10:38:15 ZR-52504-Pod Style Chair (Black shell  Red Fabric) 19002731 $6,221.00 $597.74 $185.60 On Hold

19000316 2021-03-16 11:42:35 2021-03-21 03:54:18 ZR-52538-Barcellona Ottoman only (Italian Camel) 19000316 $732.00 $55.32 $13.83 Draft

19000184 2021-03-16 09:05:48 2021-03-17 10:02:03 ZR-50641-Barcelona Chair (Aniline White) 19000184 $4,332.00 $83.02 $365.26 Closed Lost

19000202 2021-03-16 08:55:06 2021-03-18 11:21:14 ZR-52693-Barcelona Chair (Italian White) 19000202 $1,825.00 $77.80 $193.28 Closed Won

19000501 2021-03-16 05:04:44 2021-03-20 09:24:02 ZR-52593-Brno Flat Chair (Italian Black) 19000501 $14,279.00 $169.23 $227.42 Delivered

19001901 2021-03-16 02:36:01 2021-03-21 03:59:28 ZR-49805-Barcelona Chair and Ottoman (Italian Blac... 19001901 $792.00 $8.09 $30.39 On Hold

19002902 2021-03-15 06:25:24 2021-03-15 06:43:49 ZR-51696-Barcelona Chair and Ottoman (Italian Whit... 19002902 $35,120.00 $2,652.14 $1,437.18 Closed Won

19001175 2021-03-14 03:33:13 2021-03-15 08:07:45 ZR-1508422-Barcelona Chair and Ottoman (Italian Wh... 19001175 $12,771.00 $1,446.51 $1,265.73 Delivered

19001770 2021-03-13 06:04:17 2021-03-23 06:40:26 ZR-49711-Barcelona Chair (Aniline Choc Brown) 19001770 $33,064.00 $247.20 $1,548.29 Delivered

**15Q.**

month total\_amount\_base status\_reason

April $1,048.00 Closed Won

April $1,108.00 Closed Lost

April $1,151.00 On Hold

April $1,227.00 Closed Lost

April $1,232.00 Delivered

April $1,296.00 Negotiation

April $1,325.00 Closed Lost

April $1,577.00 Negotiation

April $1,619.00 Draft

April $1,667.00 Closed Lost

April $1,863.00 Closed Lost

April $10,226.00 Negotiation

April $10,243.00 Closed Lost

April $10,297.00 Delivered

April $10,382.00 Closed Won

April $10,451.00 Draft

April $10,476.00 Draft

April $10,557.00 Draft

April $10,612.00 On Hold

April $10,973.00 Negotiation

April $11,008.00 Closed Won

April $11,044.00 Closed Won

April $11,118.00 Negotiation

April $11,439.00 Negotiation

April $11,463.00 On Hold

**16Q.**

MAX(age\_in\_days) sales\_stage

1017 Initial Offer

993 Needs Analysis

996 Negotiation/Review

983 Proposal/Price Quote

995 Prospect

1021 Qualification

**17Q.**

product product\_id name created\_on modified\_on product\_type

16001188 P1189 Radiator 2019-03-14 07:10:17 2020-09-10 01:20:11 Pesticides

**18Q.**

Account Account\_Name Industry Owning\_User Website Business\_Type

2 Laura Ashley Technology 1011 BetaPages.com Customer

8 Circuit Design Government/Military 1003 SaltLakeCityFlower.com Customer

9 Anthony's Financial Services 1003 ThirdTechnology.com Customer

10 Jack Lang Service Provider 1008 PrisonMobile.com Customer

11 Great Western IT Services 1005 AutoMining.com Customer

12 Carrols Restaurant Group Technology 1003 NoMoratorium.com Customer

15 Expo Superstore Manufacturing 1003 GovernmentFlag.com Customer

16 Childrens Bargain Town Service Provider 1010 SanDiegoFuneralHome.com Customer

18 Giant Open Air Education 1002 ShopIncentive.com Customer

19 Smitty's Marketplace IT Services 1008 CostumeStyles.com Customer

23 Netobill Service Provider 1010 TonerTraders.com Customer

24 Magna Consulting IT Services 1004 TextbookReseller.com Customer

25 Music Den Consulting 1001 BurmaBeach.com Customer

28 Shabby Chic Communications 1011 BashBlog.com Customer

31 Chatham Pharma 1010 NotebookLive.com Customer

32 Movie Gallery IT Services 1002 GroupTraffic.com Customer

33 Laura Ashley Mother & Child Pharma 1003 SoldierNews.com Customer

34 Destiny Realty Solutions IT Services 1007 HurricanePlane.com Customer

37 Twin Food Stores IT Services 1004 CapCams.com Customer

38 Computer City Consulting 1003 LockMovie.com Customer

40 Perisolution Financial Services 1007 MobileResumes.com Customer

41 Signa Air Communications 1011 VoiceOptics.com Customer

43 Old America Stores Pharma 1005 BikeCommunication.com Customer

44 Matrix Interior Design Consulting 1001 CustomizedRugs.com Customer

45 World of Fun Financial Services 1003 PartyMonthly.com Customer

**19Q.**

Full\_Name Monthly\_Target Yearly\_Target

Roger Terrence $500.00K $6,000K

Rozario Diego $300.00K $3,600K

**20Q.**

Product Name Creaed\_On Amount

16000010 A/C schrader valve 2019-06-17 04:55:13 INR 270.96

16001140 Pop C2 2019-07-06 06:30:57 INR 1,252.82

16000804 OT 511 2019-09-05 05:42:23 INR 671.38

16001901 scarf 2019-11-14 01:19:46 INR 1,662.18

16000035 Almond meal 2019-08-10 10:30:37 INR 1,536.73

16000517 Gerber multitool 2019-07-17 06:01:21 INR 380.33

16000749 Mk3 Cargo Bay CRG-100 2019-03-19 05:15:37 INR 1,171.39

16001957 string 2019-06-11 05:03:18 INR 790.91

16001994 top 2019-06-08 08:27:22 INR 541.34

16000686 Lumia 710 T-Mobile 2019-08-31 01:05:21 INR 1,117.66

16001899 saw 2019-06-21 06:16:44 INR 1,809.35

16001670 downstairs product 2019-05-10 04:51:50 INR 156.53

16001397 Taco night Ready-bake breads 2019-09-01 05:12:07 INR 290.39

16000307 Convection microwave 2019-07-20 01:39:18 INR 1,247.58

16001952 stilettos 2019-04-17 12:41:07 INR 1,276.77

16001728 gas fire 2019-09-05 07:32:52 INR 1,666.81

16000298 Condoms / Other b.c. 2019-07-10 07:05:05 INR 873.34

16001225 Rocket mass heater 2019-05-20 06:22:07 INR 534.11

16001927 slippers 2019-07-14 05:49:20 INR 1,271.63

16001931 socks 2019-06-01 10:50:13 INR 153.00

16001831 nylon 2019-09-02 02:58:44 INR 664.31

16001788 lampshade 2019-08-10 04:50:19 INR 1,817.98

16000984 OT-I650 SPORT 2019-07-27 11:27:53 INR 1,417.91

16000603 Ignition coil parts 2019-07-15 11:23:46 INR 1,772.12

16001429 Torque converter 2019-05-19 07:47:23 INR 1,414.09