

	Fields Needed/Validation Rules	Probability %
Creation	Opportunity Name Account Name PO Receipt Date	10%
At S1 you need	Milestones (First Meeting with Customer)	50%
At S2 you need	Milestones (Customer Energy Date Collected, Budgetary Proposal Submitted, LOL Signed or Decision to Elevate)	50%
At S3 you need	Milestones (Audit/Site Visit Complete, Firm Bid Submitted)	50%
At S4 you need	Milestones (Contract signed)	50%
At S5 you need	Milestones (Po Received & Payment Received)	90%
At PO Received	Complete Reason Won/Lost	100%