

	Fields Needed/Validation Rules	Probability %
Creation	Opportunity Name Account Name PO Receipt Date	10%
At S1 you need	No specific action needed to move to S2. You can manually change the stage to S2 at any time	50%
At S2 you need	No specific action needed to move to S3. You can manually change the stage to S3 at any time	50%
At S3 you need	Add high level product, quantity & price to move to S4	50%
At S4 you need	<ul style="list-style-type: none"> • Add product schedule or indicate ONE-TIME shipment (needed to move to S5) • Answer channel question Yes/No/Unknown (needed to move to S5) 	50%
At S5 you need	<ul style="list-style-type: none"> • Add CATLOGIC/Description (e.g. EASC0KAF5501SDKBZ) and/or Item#/SKU (e.g. 93015745) must be entered (needed to move to PO Received) • Select a distributor & agent OR select No to Channel partner if going direct (needed to move to PO Received) 	90%
At PO Received	Complete closing requirements	100%