

customer_data																
Customer ID	Customer Name	Industry	Annual Revenue (USD)	Number of Employees	Customer Priority	Rating	Account Type	Location	Current Products	Product Usage (%)	Cross-Sell Synergy	Last Activity Date	Opportunity Stage	Opportunity Amount (USD)	Opportunity Type	Competitors
C001	Edge Communications	Electronics	139000000	1000	Medium	Hot	Customer - Direct	Austin, TX, USA	Core Management Platform	100	Collaboration Suite, E	2024-11-19	Closed Won	75000	New Customer	John Deere, Mitsubishi
C002	Burlington Textiles Corp.	Apparel	350000000	9000	High	Warm	Customer - Direct	Burlington, NC, USA	Collaboration Suite	85	Advanced Analytics, F	2024-11-19	Closed Won	235000	New Customer	John Deere
C003	Pyramid Construction Inc.	Construction	950000000	2680	High	Warm	Customer - Channel	Paris, France	Advanced Analytics	70	Workflow Automation, G	2024-11-19	Prospecting	10000	Existing Customer - Upgrade	Caterpillar
C004	Grand Hotels & Resorts	Hospitality	500000000	5600	High	Warm	Customer - Direct	Chicago, IL, USA	Reporting Dashboard	65	API Integrations, H	2024-11-19	Closed Won	210000	Existing Customer - Upgrade	Fujitsu
C005	United Oil & Gas Corp.	Energy	5600000000	145000	High	Hot	Customer - Direct	New York, NY, USA	Workflow Automation	60	AI Insights Module, J	2024-11-19	Negotiation/Review	270000	Existing Customer - Upgrade	Caterpillar, Hawkipower
C006	Green Energy Solutions	Energy	4200000000	3200	Medium	Cold	Customer - Channel	Houston, TX, USA	API Integrations	45	IoT Monitoring, K	2024-11-20	Qualification	5000	New Customer	Schneider Electric
C007	Global Retail Inc.	Retail	7800000000	12000	High	Hot	Customer - Direct	London, UK	AI Insights Module	90	Predictive Analytics, L	2024-11-20	Closed Won	185000	Existing Customer - Upgrade	Amazon, Walmart
C008	Tech Innovators LLC	Technology	1500000000	800	Low	Warm	Customer - Direct	San Francisco, CA, USA	IoT Monitoring	55	Cloud Migration, M	2024-11-20	Prospecting	15000	New Customer	IBM
C009	Metro Health Systems	Healthcare	6700000000	4500	High	Hot	Customer - Channel	Boston, MA, USA	Predictive Analytics	75	Telehealth Suite, N	2024-11-21	Negotiation/Review	95000	Existing Customer - Upgrade	GE Healthcare, Siemens
C010	Summit Manufacturing	Manufacturing	8900000000	6000	Medium	Warm	Customer - Direct	Detroit, MI, USA	Cloud Migration	50	Robotics Automation, P	2024-11-21	Closed Lost	0	New Customer	ABB, Fanuc
C011	Alpha Financial Services	Finance	12000000000	8500	High	Hot	Customer - Direct	Charlotte, NC, USA	Telehealth Suite	80	Blockchain Security, Q	2024-11-21	Closed Won	320000	Existing Customer - Upgrade	Goldman Sachs, JPMorgan
C012	Precision Tools Corp	Industrial	2900000000	2000	Low	Cold	Customer - Channel	Berlin, Germany	Robotics Automation	40	Predictive Maintenance, R	2024-11-22	Qualification	8000	New Customer	Bosch
C013	Oceanic Shipping	Logistics	5100000000	3800	Medium	Warm	Customer - Direct	Miami, FL, USA	Blockchain Security	65	Supply Chain AI, S	2024-11-22	Prospecting	25000	Existing Customer - Upgrade	Maersk, FedEx
C014	Stellar Entertainment	Media	2300000000	1500	Low	Warm	Customer - Channel	Los Angeles, CA, USA	Predictive Maintenance	70	Content Analytics, T	2024-11-23	Closed Won	110000	New Customer	Netflix, Disney
C015	AgriGrowth Farms	Agriculture	1800000000	1200	Medium	Cold	Customer - Direct	Des Moines, IA, USA	Supply Chain AI	30	AgriTech Sensors, U	2024-11-23	Negotiation/Review	45000	Existing Customer - Upgrade	Monsanto, Cargill

Activity Status	Activity Priority	Activity Type	Product SKU
Completed	High	Call	GC1060
Completed	Medium	Email	GC1040
Open	High	Call	GC5020
Completed	High	Email	GC3040
Open	Medium	Call	SL9080
Open	Low	Email	SL2010
Completed	High	Meeting	GC5050
Open	Medium	Call	SL3020
Open	High	Email	GC7080
Completed	Low	Call	SL4010
Completed	High	Meeting	GC6060
Open	Low	Email	SL2030
Open	Medium	Call	GC4040
Completed	Medium	Email	GC8080
Open	Low	Call	SL1050