

Pipeline Coverage

Total Value of Opportunities in Pipeline ⓘ	\$ 50000	Sales Pipeline Coverage 3.13x
Sales Target ⓘ	\$ 4000	
Win Rate ⓘ	25 %	

Users to enter data as seen above to get an output. Does not need to look exactly as above but similar or more visually appealing would be fine.

How it's calculated

Sales Pipeline Coverage = $[(\text{Total Value of Opportunities in the Pipeline} * \text{Win Rate}) / (\text{Sales Target})]$

IF result is 3.00x or better to be colored **green and display message below that says**

"Your sales pipeline coverage is healthy".

If result is 2.99x or less to be colored **red and display message below that says**

"Add \$x to your pipeline to achieve 3.0x pipeline coverage"

x is calculated with the following formula:

$(\text{Sales Target}) * (\text{Pipeline Coverage} / \text{Win Rate}) - \text{Total Value of Opportunities in Pipeline}$

Please keep in mind that eventually there will be an option to auto-populate this data through Salesforce integration and the only number that will be required to manually enter is the sales target.