

PIPELINE

Date:

NAME

BUDGET (SEK)

TOTAL PIPELINE VALUE (SEK)

CLOSED (SEK)

OPPORTUNITY GAP (#)

PIPELINE GAP (SEK)

DESCRIPTION

RESPONSIBLE

DEADLINE

1

2

3

OPPORTUNITIES

OPPORTUNITY:

R

O

W

E

R

S

1

Roadblock

Ownership

Win Likelihood

Economic Value

Risk

Stakeholders

3

5

Activity

Deadline

OPPORTUNITY:

R

O

W

E

R

S

Roadblock

Ownership

Win Likelihood

Economic Value

Risk

Stakeholders

Activity

Deadline

OPPORTUNITY:

R

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W

E

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Roadblock

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Activity

Deadline