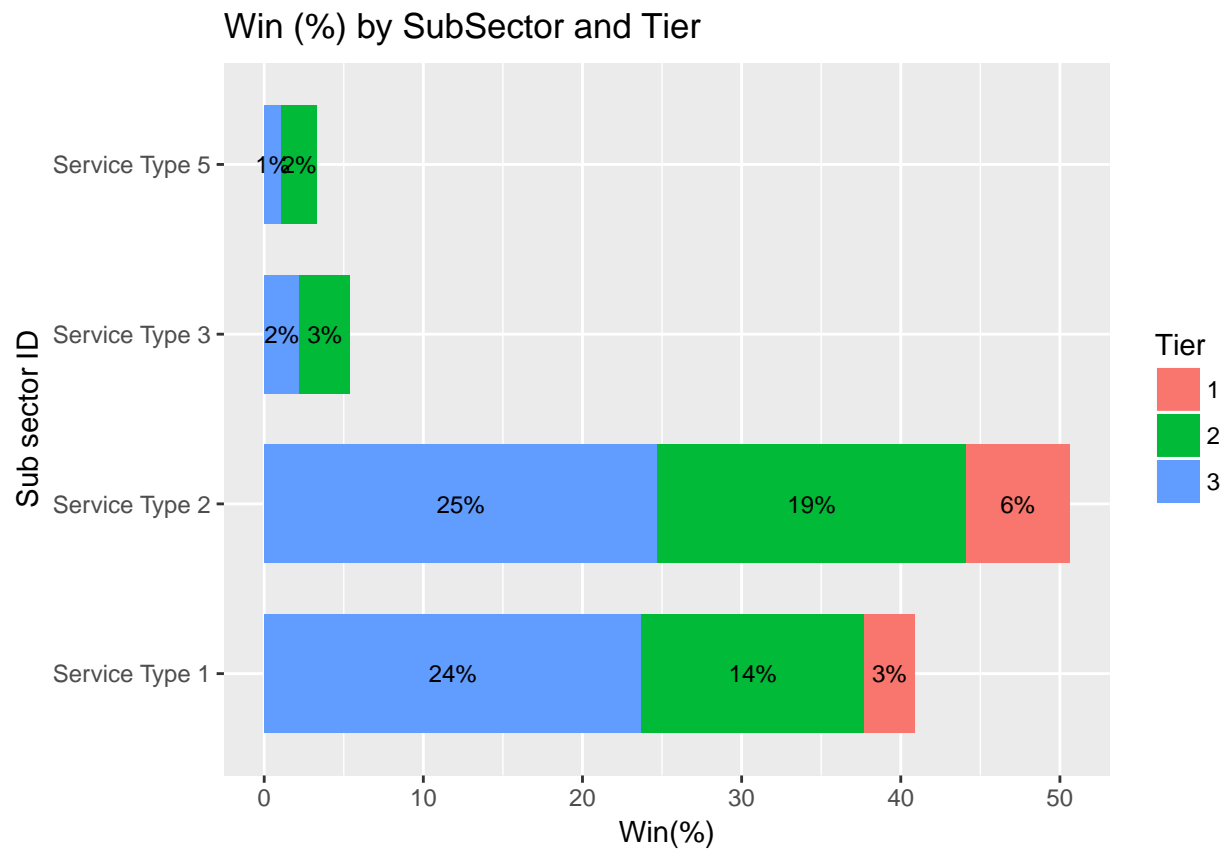# Presenting outputs
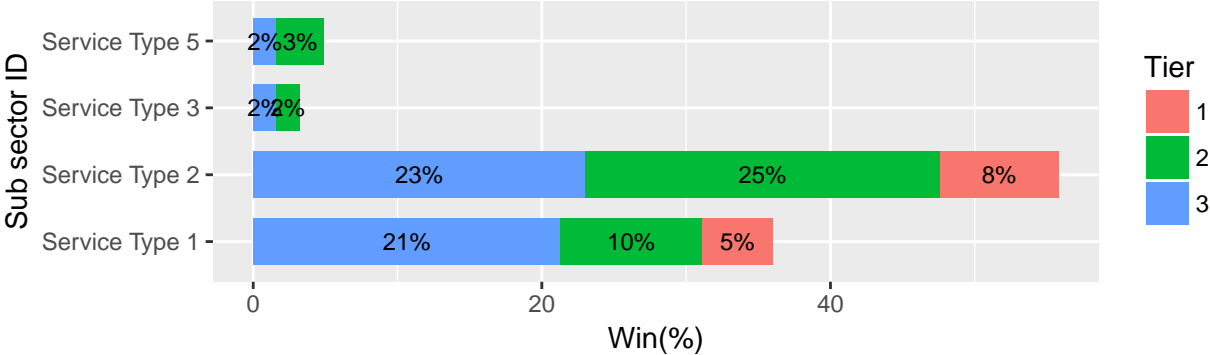
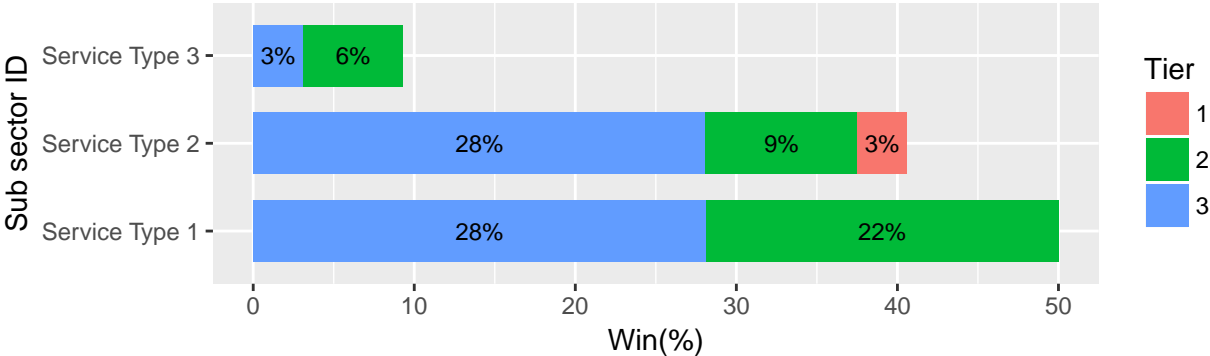**Q1: What is the win rate by Tier and Sub sector ID. Split the above in to FY19 and FY20.**

Win (%) by SubSector and Tier

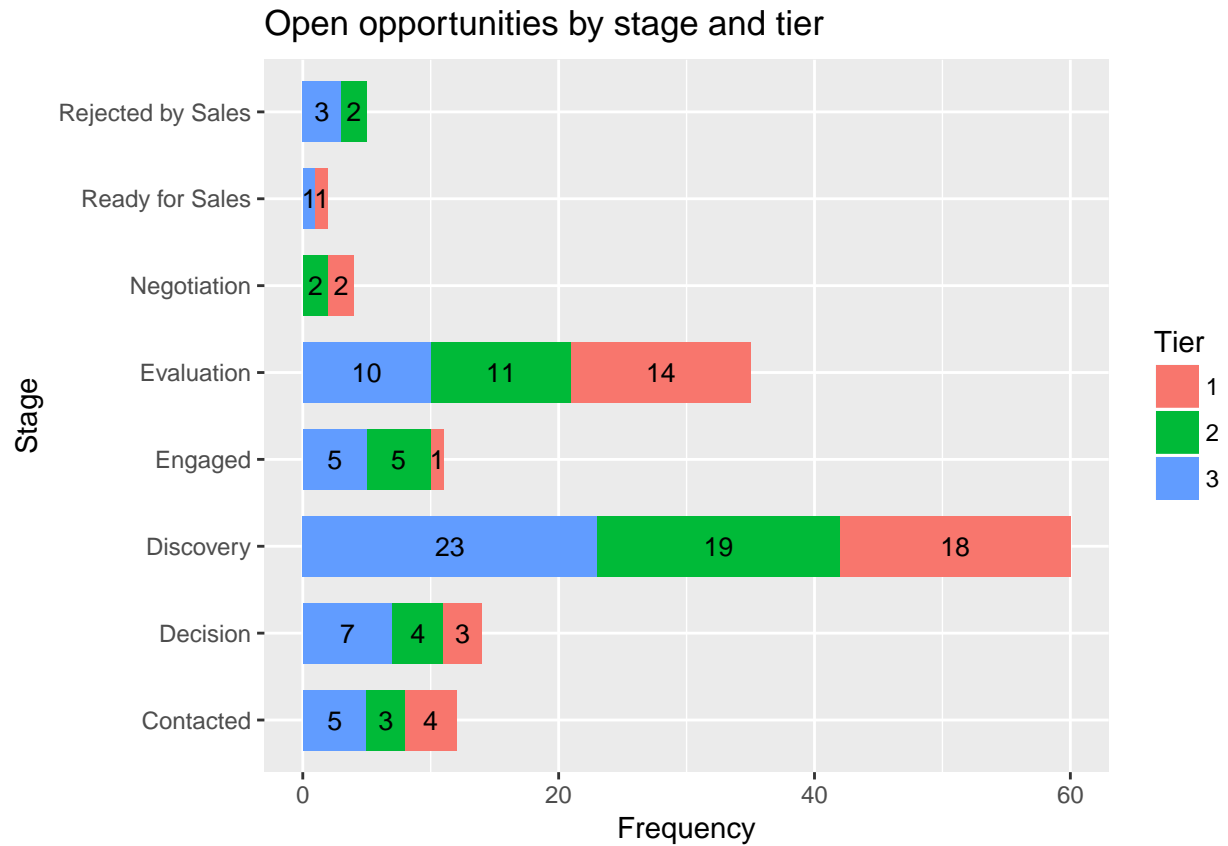Win (%) by SubSector and Tier (FY19)

Win (%) by SubSector and Tier (FY20)

Q2: How many opportunities are open (i.e. not closed lost or closed won) by stage and tier. (e.g. we have x number of opportunities open at stage y for Tier 1)

Open opportunities by stage and tier

Q3: What is the average order value (ABC) by Tier and Sub sector.

Average order value (ABC) by Tier and Sub sector
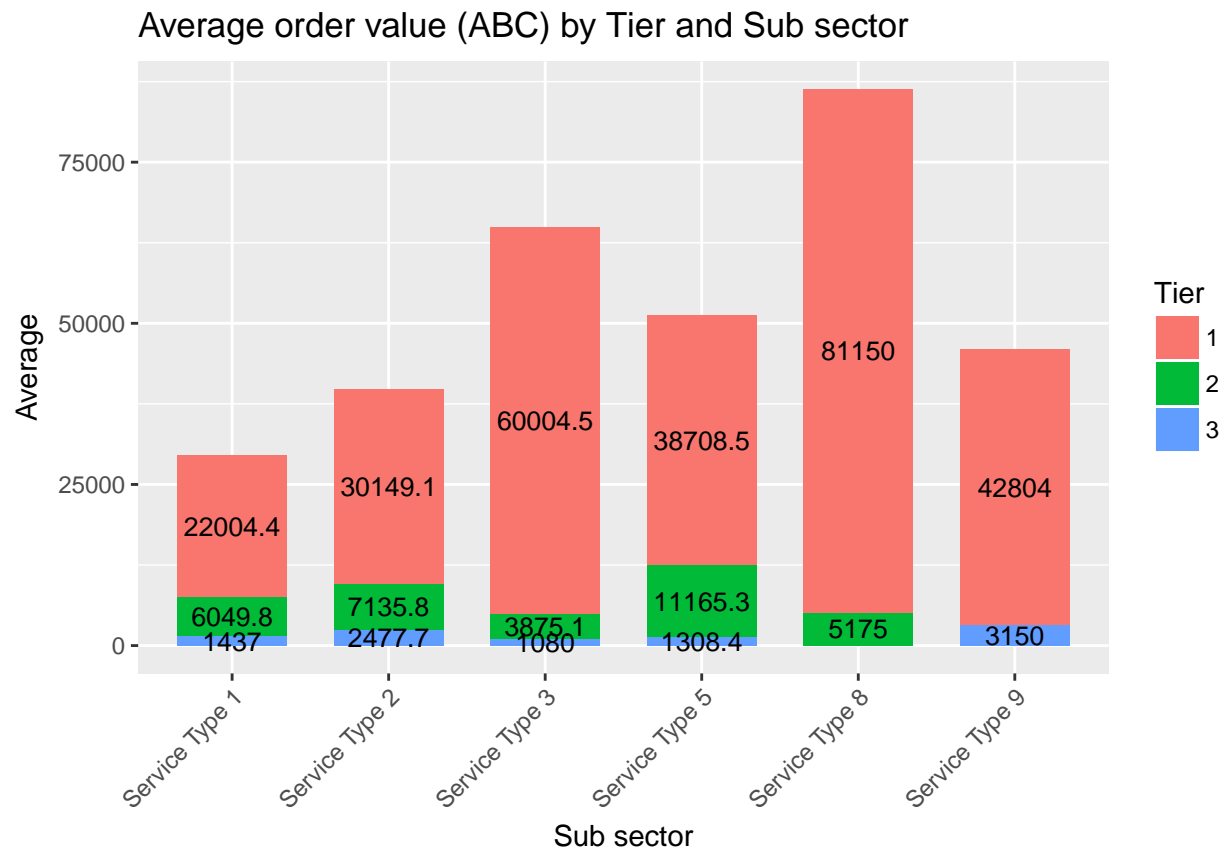
Q4: What is average sales age by tier and sub sector.

Average sales age by Tier and Sub sector
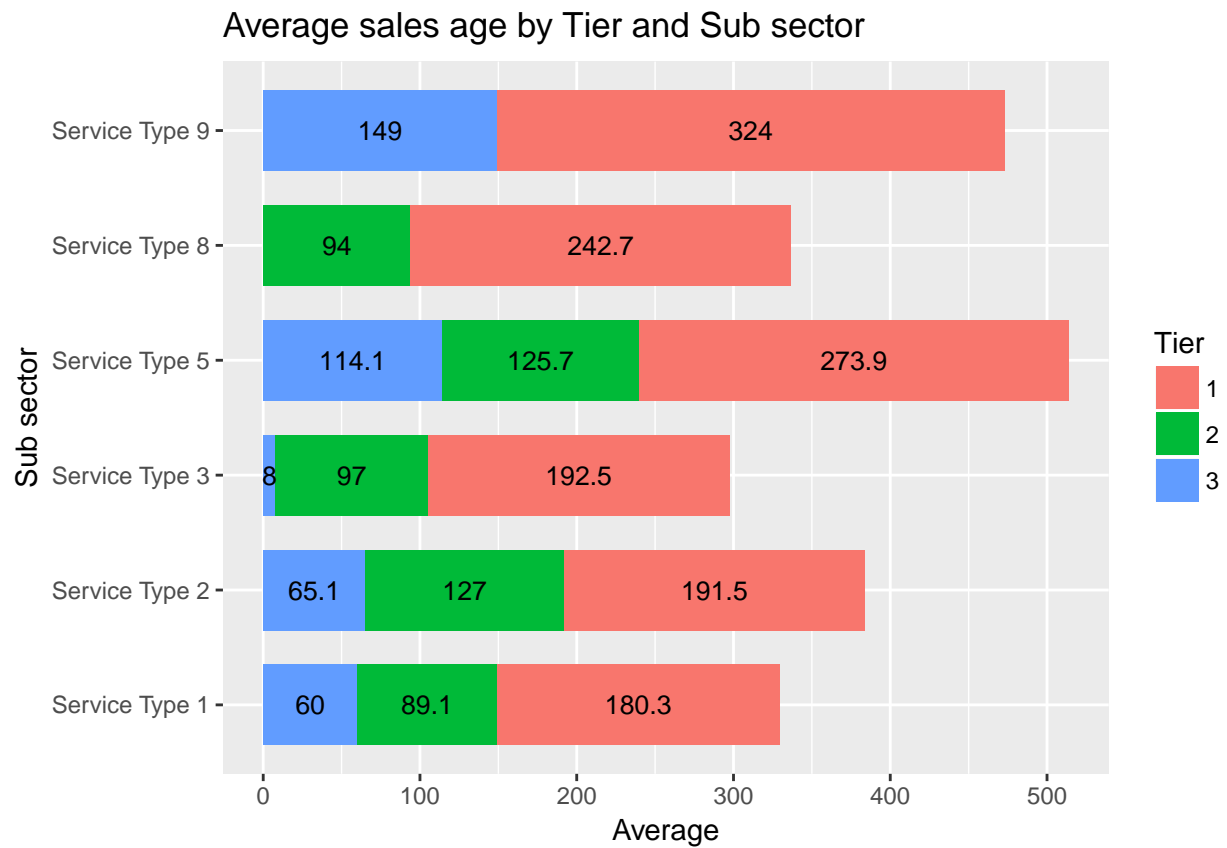
Q5: For deals that have closed won what is the average sales age by tier and subsector.

Average sales age by Tier and Sub sector (Closed won)

Average sales age by Tier and Sub sector (Closed lost)
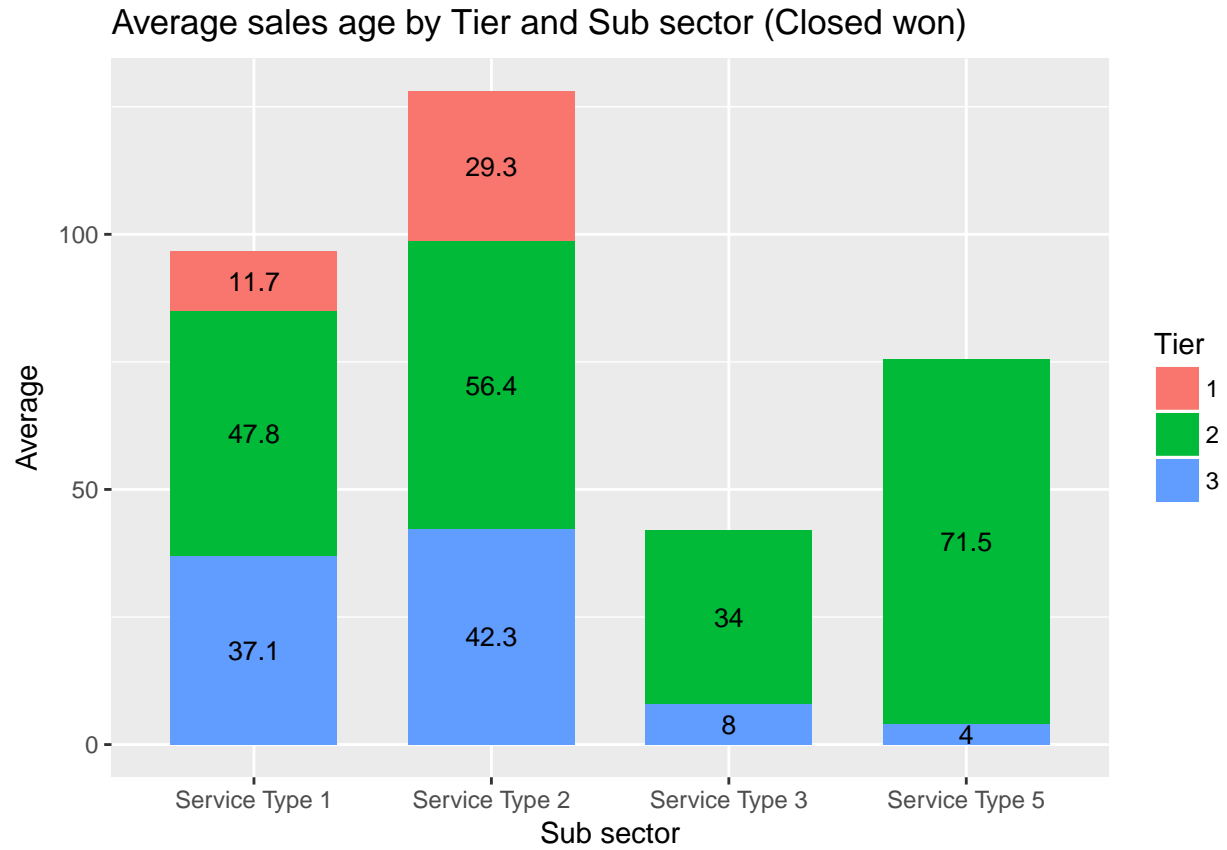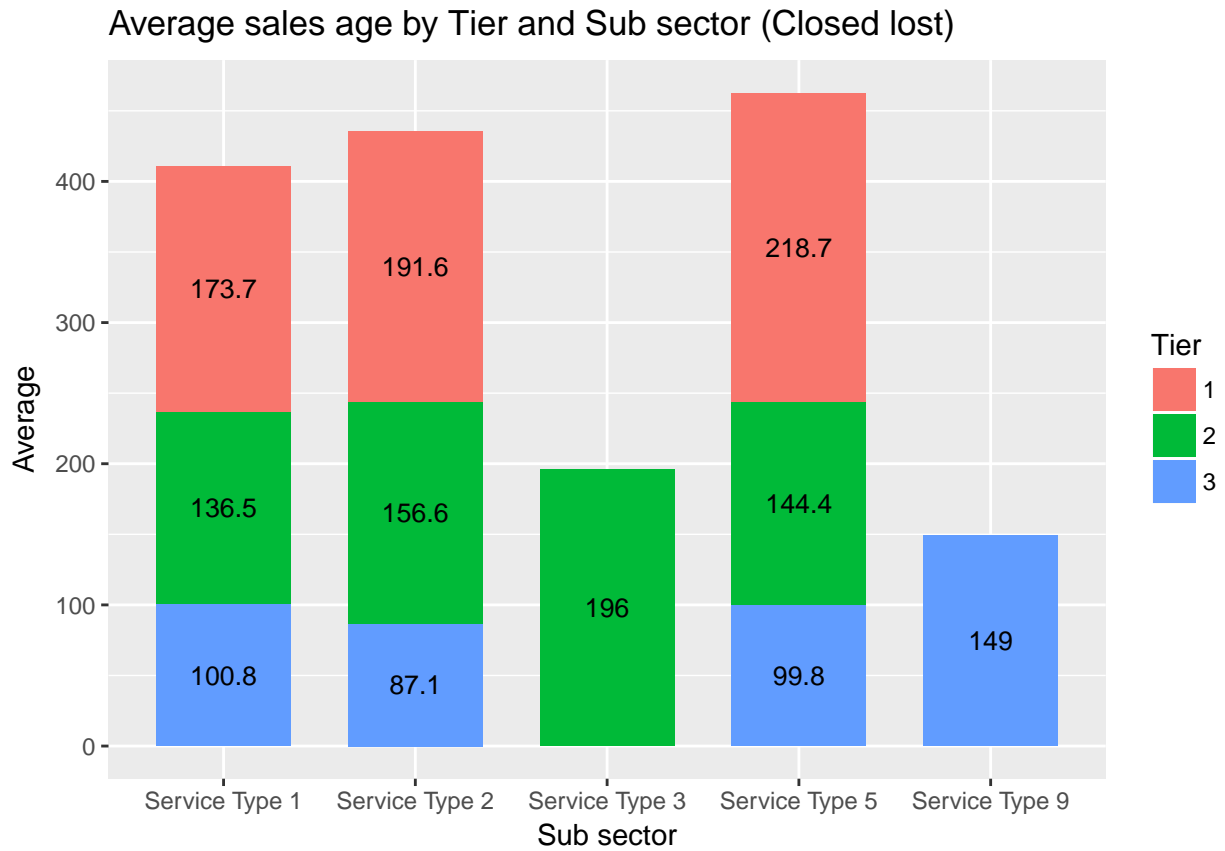
Q6: Number of deals closed by tier by opportunity owner.
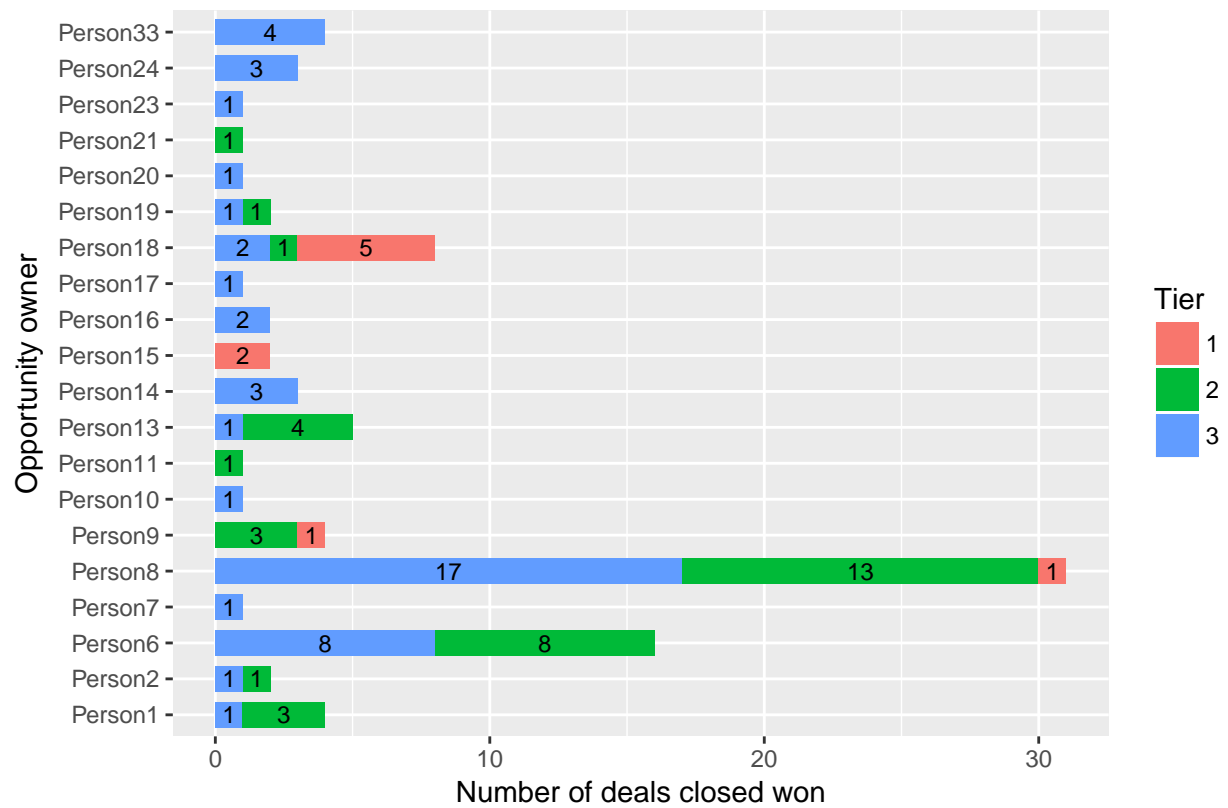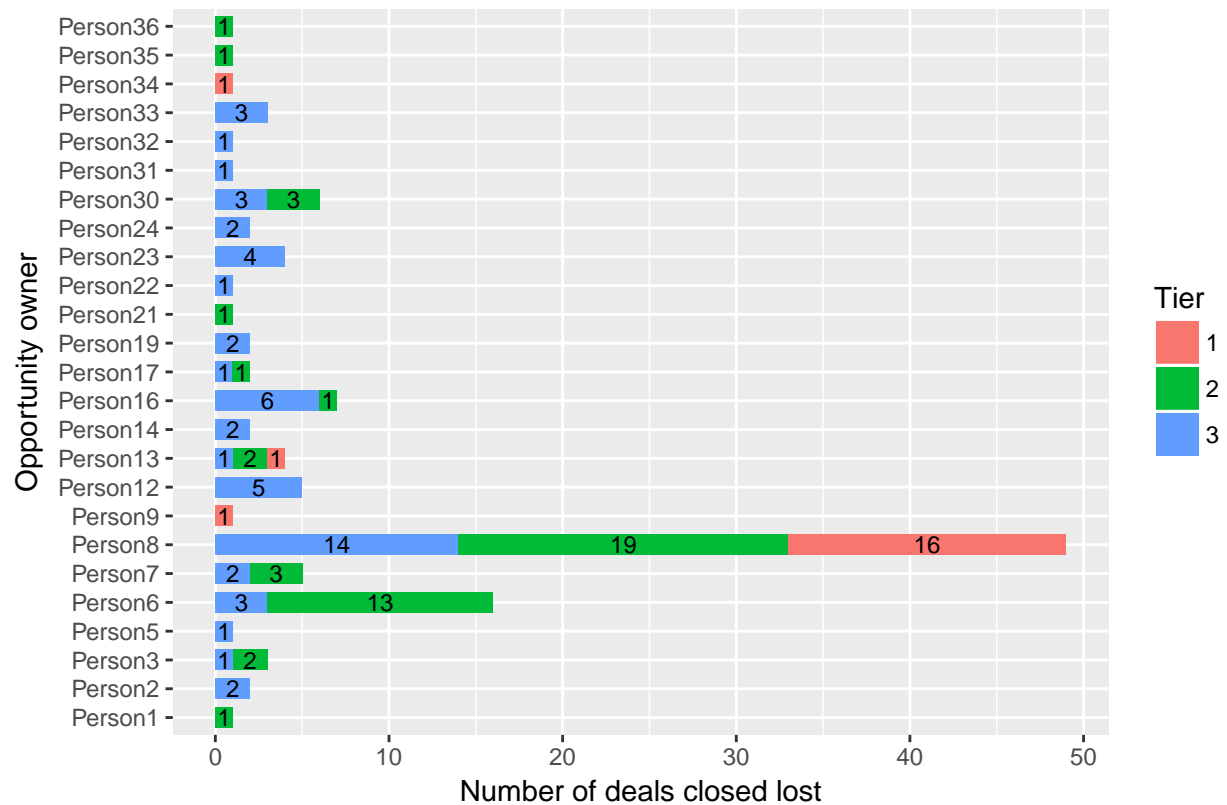
Q7: What is our sweet spot - i.e. which subsector and tier are we winning most deals? Which sub sector and tier are we losing most deals?

- **Sweet spot** Subsector = Service Type 2 and Tier = 3. (Total closed won = 23).
- **Losing spot** Subsector = Service Type 2 and Tier = 2. (Total closed lost = 32).

Table 1: Total value (ABC) of deals closed by opportunity owner

	Stage	OpportunityOwner	TotalValue
1	Closed Lost	Person1	5400
2	Closed Won	Person1	14817
3	Closed Won	Person10	2760
4	Closed Won	Person11	12600
5	Closed Lost	Person12	9945
6	Closed Lost	Person13	41630
7	Closed Won	Person13	22861
8	Closed Lost	Person14	3840
9	Closed Won	Person14	3600
10	Closed Won	Person15	63606
11	Closed Lost	Person16	13840
12	Closed Won	Person16	2640
13	Closed Lost	Person17	16548
14	Closed Won	Person17	0
15	Closed Won	Person18	36150
16	Closed Lost	Person19	2220
17	Closed Won	Person19	2220
18	Closed Lost	Person2	1800
19	Closed Won	Person2	5820
20	Closed Won	Person20	1140
21	Closed Lost	Person21	0
22	Closed Won	Person21	4200
23	Closed Lost	Person22	2160
24	Closed Lost	Person23	3600
25	Closed Won	Person23	1080
26	Closed Lost	Person24	1839
27	Closed Won	Person24	6165
28	Closed Lost	Person3	15600
29	Closed Lost	Person30	38430
30	Closed Lost	Person31	1518
31	Closed Lost	Person32	2520
32	Closed Lost	Person33	3600
33	Closed Won	Person33	4050
34	Closed Lost	Person34	10000
35	Closed Lost	Person35	3000
36	Closed Lost	Person36	20000
37	Closed Lost	Person5	900
38	Closed Lost	Person6	39712
39	Closed Won	Person6	41559
40	Closed Lost	Person7	12112
41	Closed Won	Person7	1530
42	Closed Lost	Person8	536834
43	Closed Won	Person8	206583
44	Closed Lost	Person9	1000
45	Closed Won	Person9	8100