Close % by Product category

Product category	Close %
Computers	75.6%
Furniture	71.2%
Software	64.4%
Electronics	53.1%

Close %

Revenue Won by Product

Product	Revenue Won
Design app	$10.1M
Stand-up Desks	$4.3M
Tablets	$4.1M
All-in-One	$3.6M
Mobile app	$2.7M
Ergonomic Seating	$1.6M
Laser Printers	$1.1M
Desktops	$1.1M
Webcams	$0.6M
Scanners	$0.5M
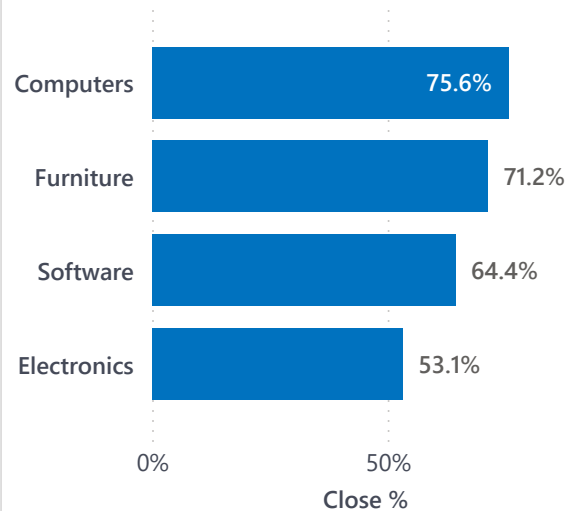
Revenue Won
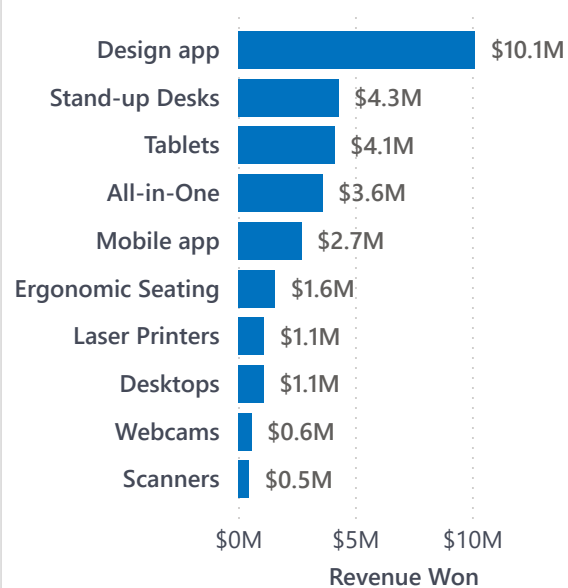
Key influencers   Top segments

What influences Status to be [Won ∨] ?

When...   ....the likelihood of Status being Won increases by

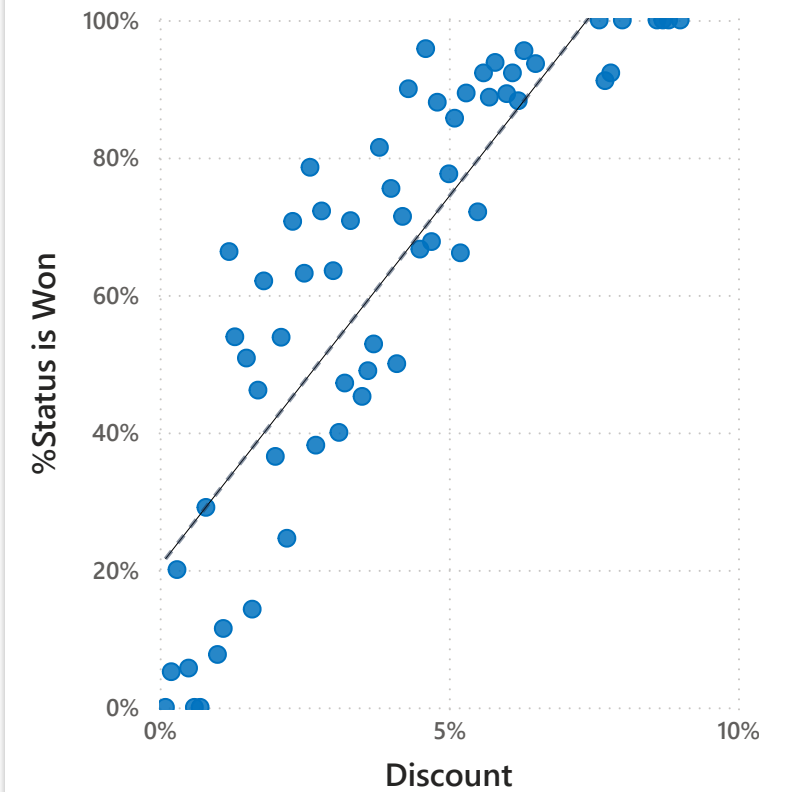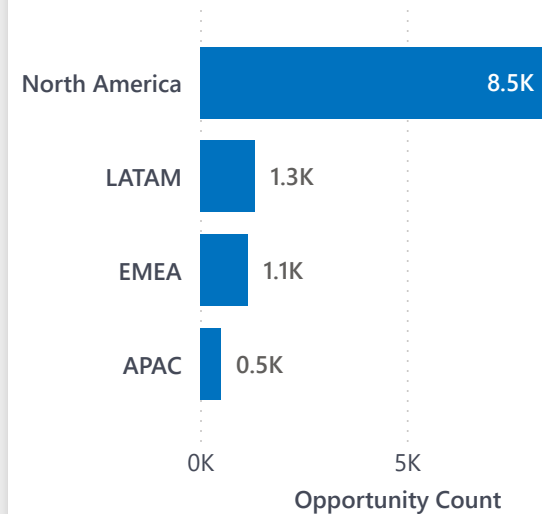| When...	likelihood increase
Discount goes up 0.02	2.75x
Sales owner is Molly Clark	1.52x
Product is Tablets	1.50x
Campaign Name is Customer Follow-up	1.40x
Manager is Low, Spencer	1.36x
Campaign Name is Consumer Tradeshow	1.34x
Sales owner is Alicia Thomber	1.31x

Sort by: Impact   Count

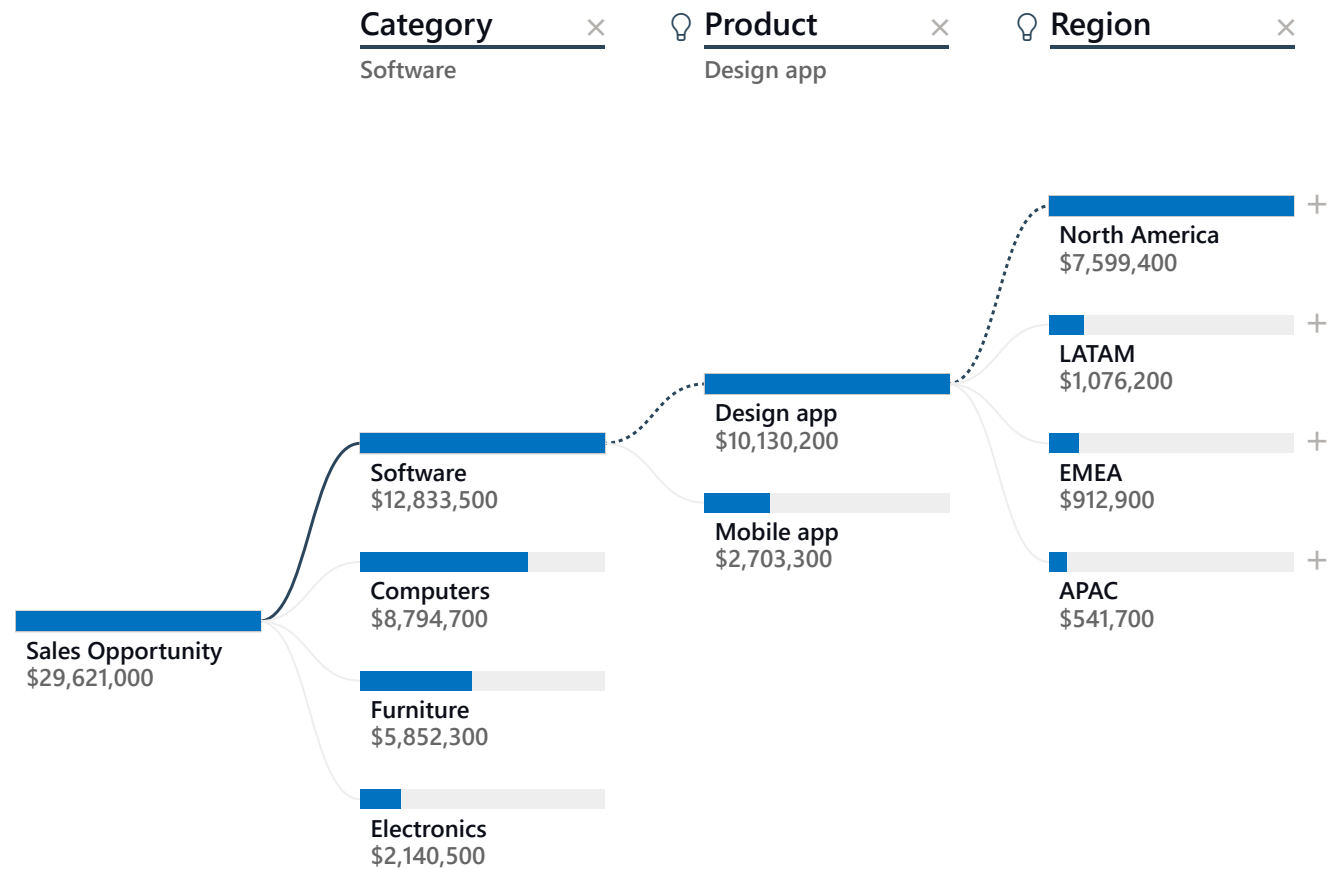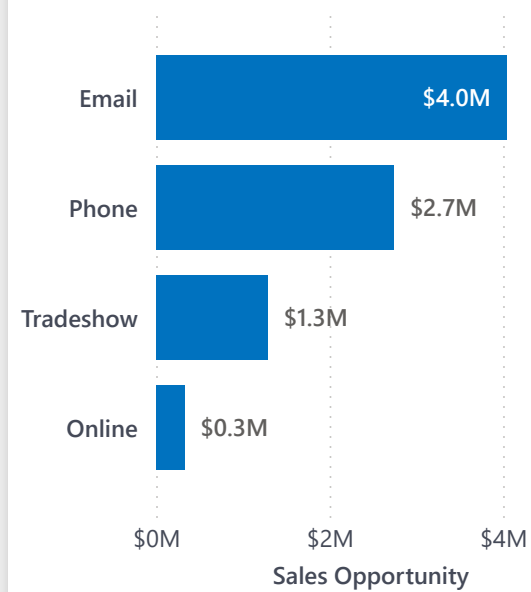← On average when Discount increases, the likelihood of Status being Won increases.

%Status is Won vs Discount

Opportunity Count by Region

Region	Opportunity Count
North America	8.5K
LATAM	1.3K
EMEA	1.1K
APAC	0.5K

Opportunity Count

0K   5K

Sales Opportunity by Campaign Type

Campaign Type	Sales Opportunity
Email	$4.0M
Phone	$2.7M
Tradeshow	$1.3M
Online	$0.3M

Sales Opportunity

$0M $2M $4M

Category ✕
Software

Product ✕
Design app

Region ✕

Sales Opportunity
$29,621,000

Software
$12,833,500

Computers
$8,794,700

Furniture
$5,852,300

Electronics
$2,140,500

Design app
$10,130,200

Mobile app
$2,703,300

North America
$7,599,400

LATAM
$1,076,200

EMEA
$912,900

APAC
$541,700

Revenue Won by Manager and Product category

Computers

Low, Spencer	
Weiler, Anne	

Electronics

Furniture

Low, Spencer	
Weiler, Anne	

$0M $5M

Software

$0M $5M
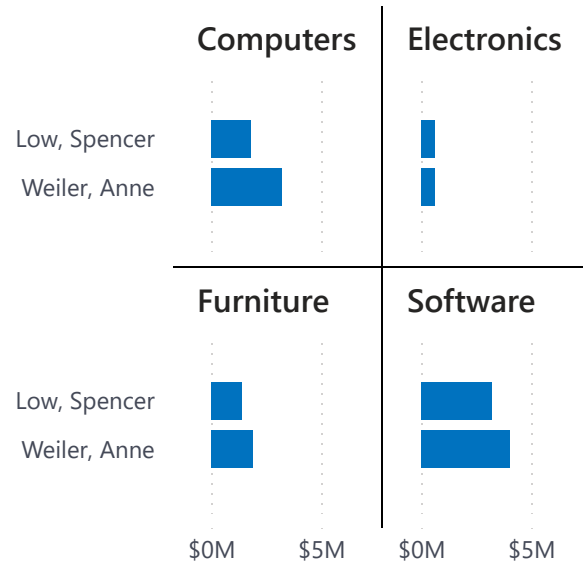
Revenue Won by Year and Month

Revenue Won

$1.6M
$1.4M
$1.2M

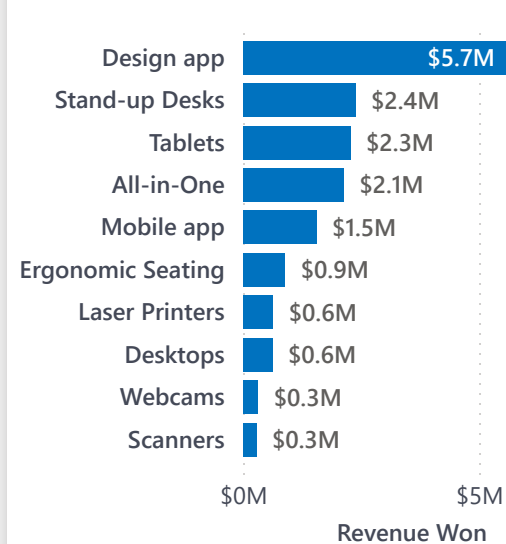Jul 2020   Sep 2020   Nov 2020   Jan 2021   Mar 2021   May 2021
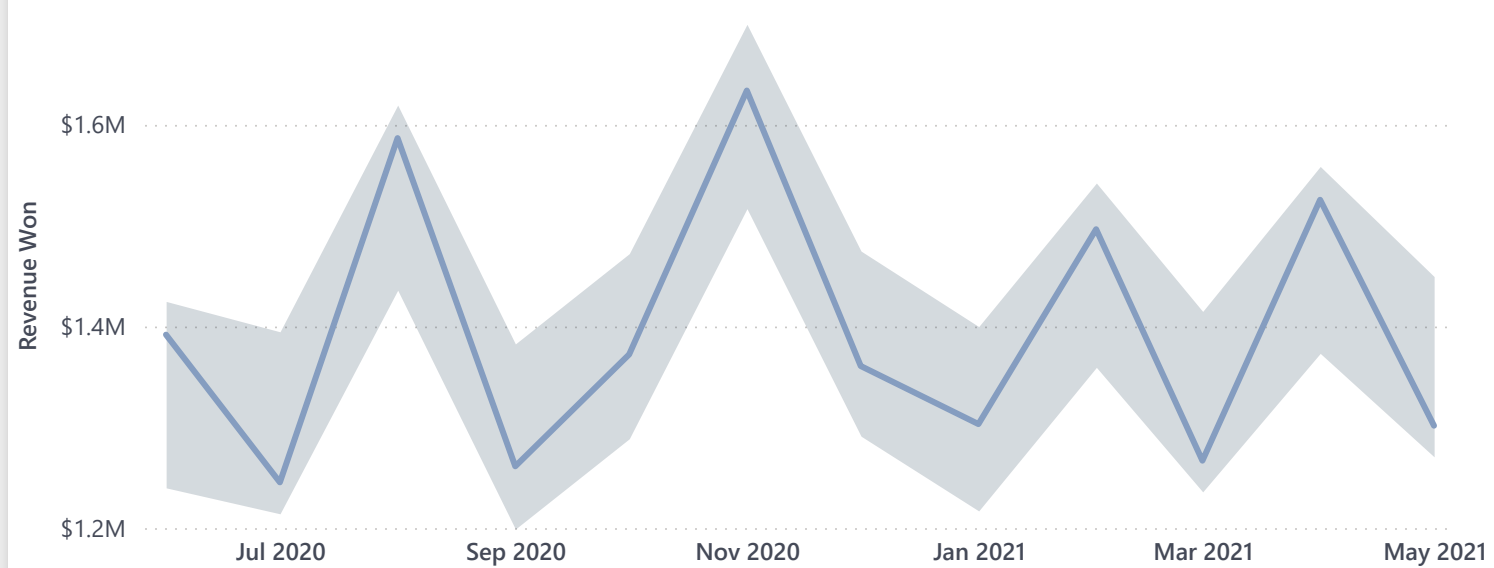
Revenue Summary

At $1,634,000.0, Nov 2020 had the highest Revenue Won and was 31.21% higher than Jul 2020, which had the lowest Revenue Won at $1,245,300.0.

Across all 12 Month, Revenue Won ranged from $1,245,300.0 to $1,634,000.0.

Revenue Won by Product

Design app	$5.7M
Stand-up Desks	$2.4M
Tablets	$2.3M
All-in-One	$2.1M
Mobile app	$1.5M
Ergonomic Seating	$0.9M
Laser Printers	$0.6M
Desktops	$0.6M
Webcams	$0.3M
Scanners	$0.3M

$0M $5M

Revenue Won

ⓘ Help Q&A understand people better by adding synonyms.

[Add synonyms now] ✕

💬 Revenue won by region