

Open Software Sales Pipeline For 2021

Filters

Industry

All

Company

All

Sales Rep ID

All

Total Software Value

\$60.1M

80.5%

Total Service Value

\$14.6M

19.5%

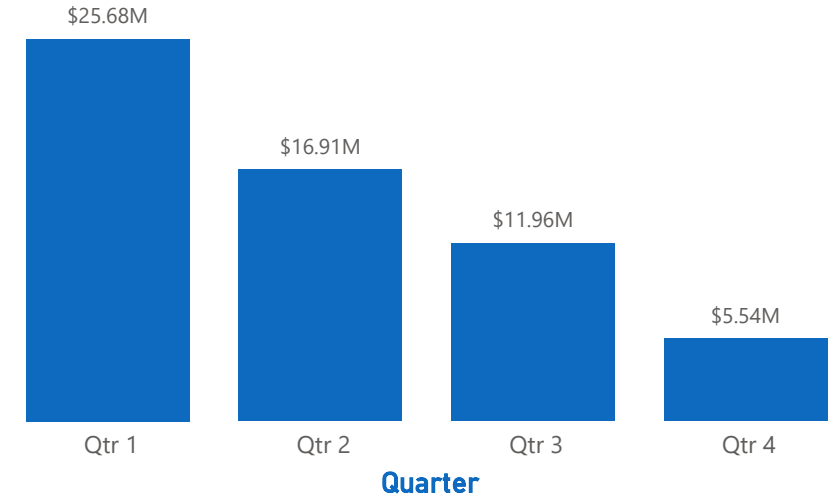
Total No. of Sales Opportunity

1200

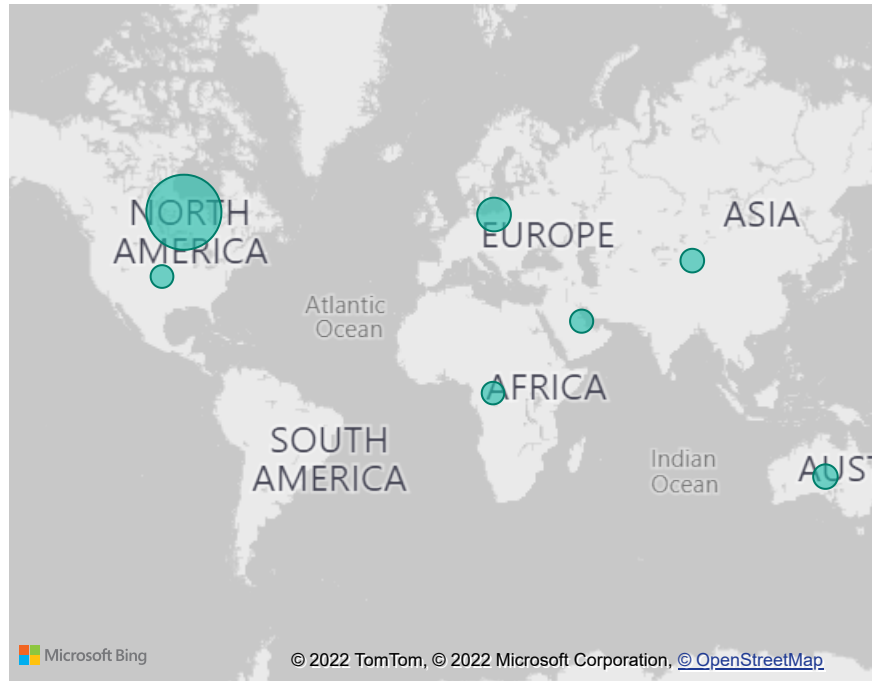
Total Pipeline Value \$

\$74.7M

Quarterly Software Pipeline Dollars



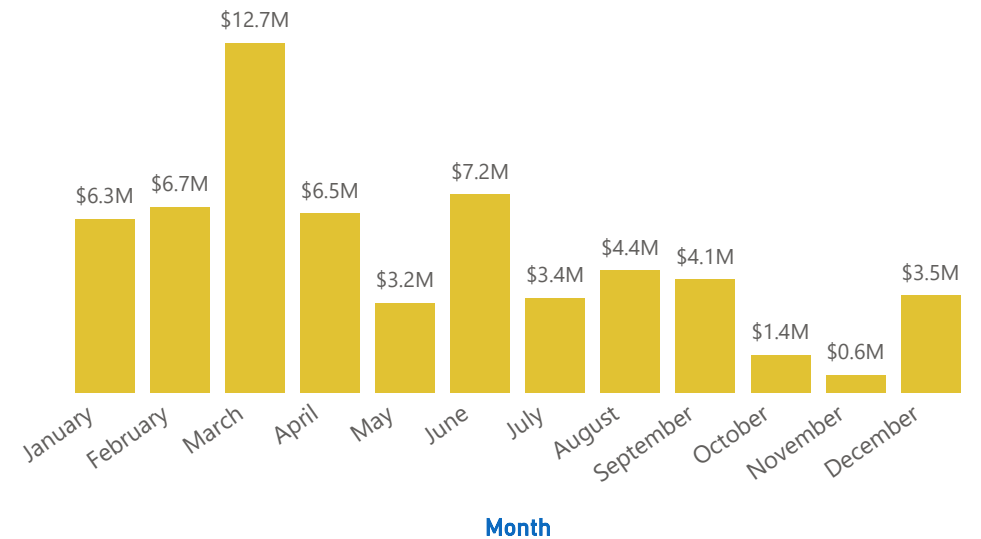
Software Pipelines Dollars by World Region



INSIGHTS

- There has been a steady decline in the software dollars from quarter 1 - 3.
- March & June have the highest software pipeline dollars.
- The highest Software Sales dollars comes from North America region and the lowest comes from Africa.
- The total number of Open software opportunity in the pipeline is 1200.

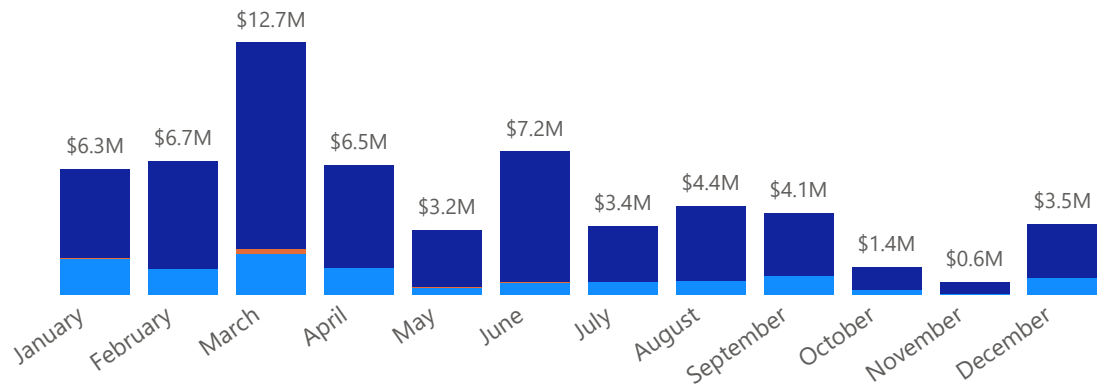
Monthly Software Pipeline Dollars



Open Software Sales Pipeline for 2021

Software Pipeline Dollars by Close Date & Forecast Category

ForecastCategory ● Best Case ● Commit ● Pipeline



Software Pipeline Dollars by Close Date & Forecast Category

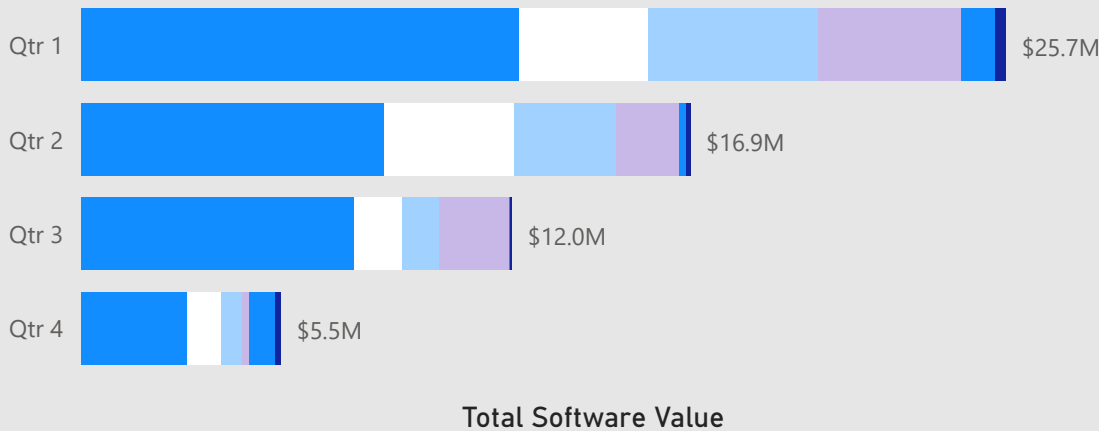
CloseDate	Best Case	Commit	Pipeline	Total
01 January 2021			\$51,432	\$51,432
04 January 2021		\$11,274		\$11,274
05 January 2021	\$39,786		\$71,194	\$110,980
06 January 2021			\$212,045	\$212,045
07 January 2021			\$12,530	\$12,530
Total	\$16,194,273	\$358,211	\$58,136,689	\$74,689,173

INSIGHTS

- Quarter 1 has the highest software sales dollars in the pipeline, and it decreases all the way to quarter 4.
- March is the month with the highest commit forecast category.
- November has the lowest pipeline dollars.

Software Pipeline Dollars by Close Date & Stage

CurrentStage ● 1. Qualify ● 2. Analysis ● 3. Strategy ● 4. Proposal ● 5. Negotiation ● 6. Agreement



Software Pipeline Dollars by Close Date & Stage

CloseDate	1. Qualify	2. Analysis	3. Strategy	4. Proposal	5. Negotiation	6. Agreement
01 January 2021		\$51,432				
04 January 2021						\$11,274
05 January 2021	\$51,277	\$19,917		\$39,786		
06 January 2021		\$212,045				
07 January 2021	\$12,530					
08 January 2021	\$58,393					
12 January 2021				\$24,513		
13 January 2021			\$27,363			
14 January 2021	\$76,788					
Total	\$35,895,411	\$10,550,389	\$12,821,482	\$11,926,641	\$2,851,541	\$643,709

Open Software Sales Pipeline for 2021

Filters

Industry

All

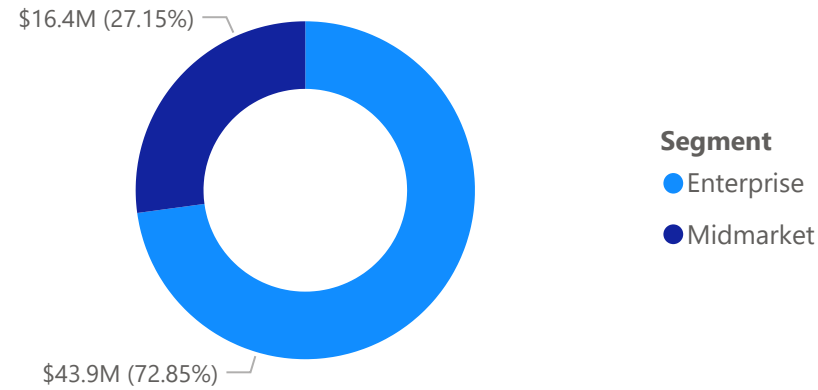
Company

All

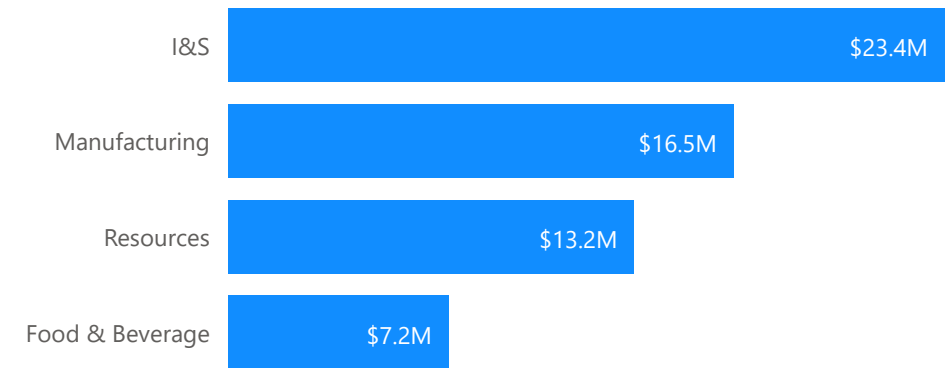
Sales Rep ID

All

Software Pipeline Dollars by Segment

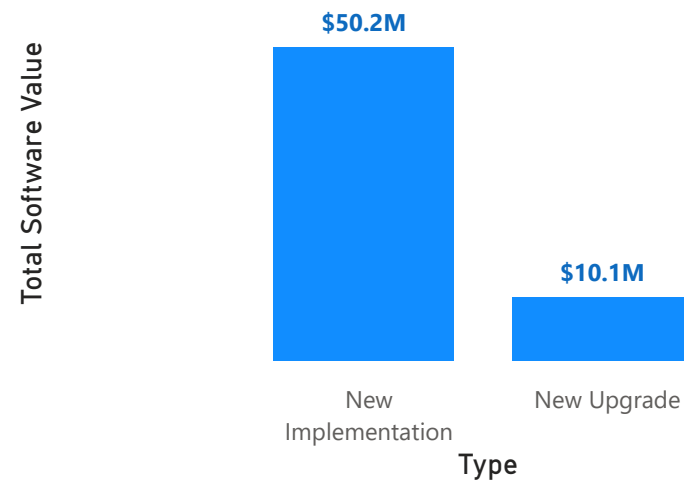


Software Pipeline Dollars by Vertical

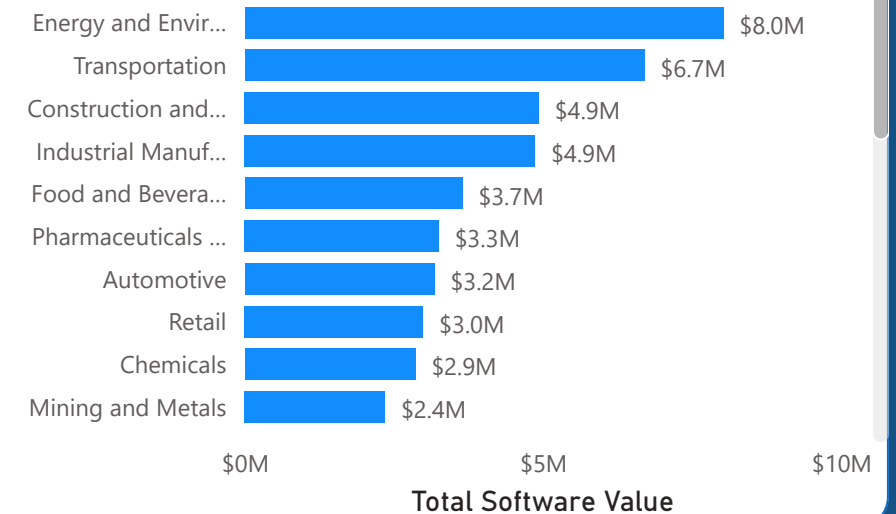


Total Software Value

Software Pipeline Dollars by Opportunity Type



Total Software Value by Industry



INSIGHTS

- Enterprise Segment has the largest software pipeline dollars.
- The opportunity type with the most software sales dollars is New Implementation.
- The vertical with the highest software sales dollars is Vertical.