





CRM Dashboard

Fiscal Year

All

Lead

Opportunity

Total Leads

10K

Converted Accounts

1033

Converted Opportunities

411

Conversation Rate

10.3%

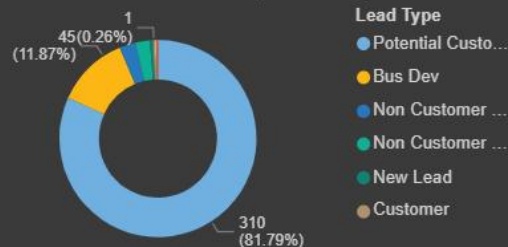
Total Amount

1.02bn

Total Leads by Country



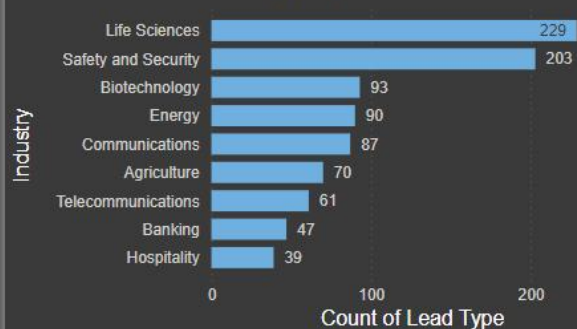
Lead Source by Lead Type



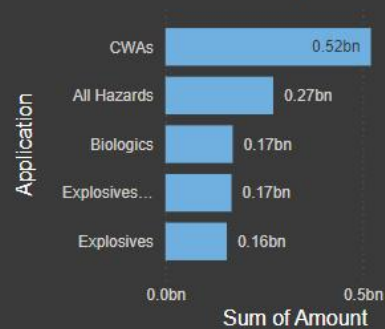
Opportunity by Stage



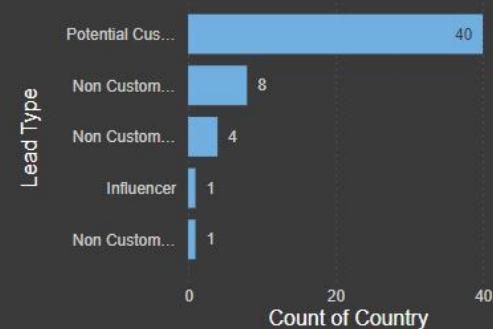
Lead Type by Industry



Sum of Amount by Application



Country by Lead Type





Expected Amount

228M

Active Opportunity

1272

Conversion Rate

35.71

Win Rate

31.06%

Loss Rate

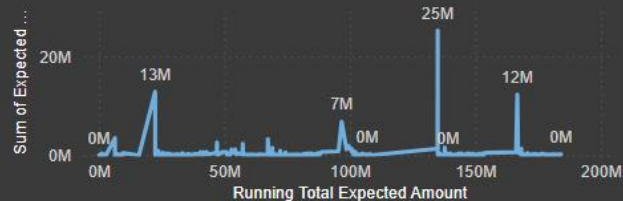
68.94%

Fiscal Year
All

Lead

Opportunity

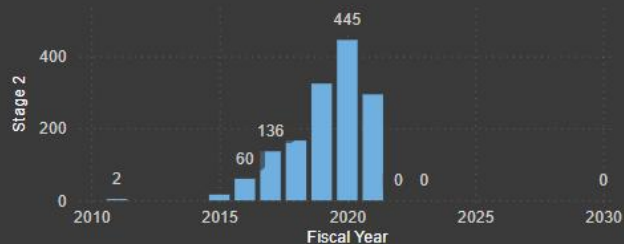
Expected Amount by Running Total Expected Amount



Expected Amount by Opportunity Type



Total Closed by Closed Won



Opportunity by Industry

