

Partner Driven

- No
- Yes

\$2bn

Revenue

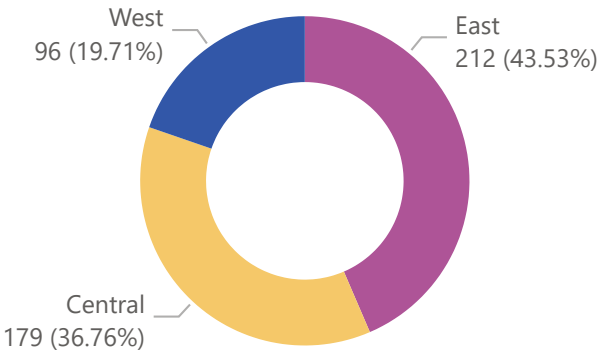
487

Opportunity Count

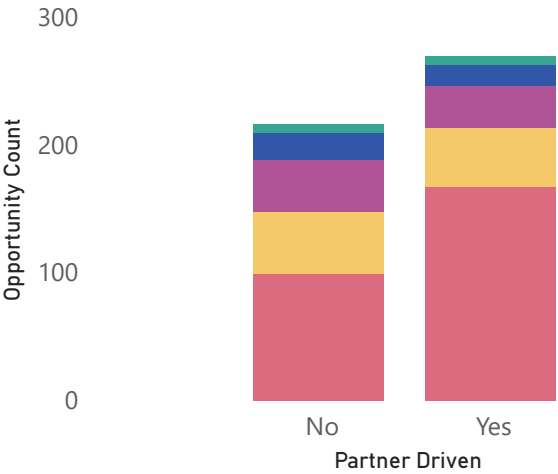
456

Avg Opportunity Days

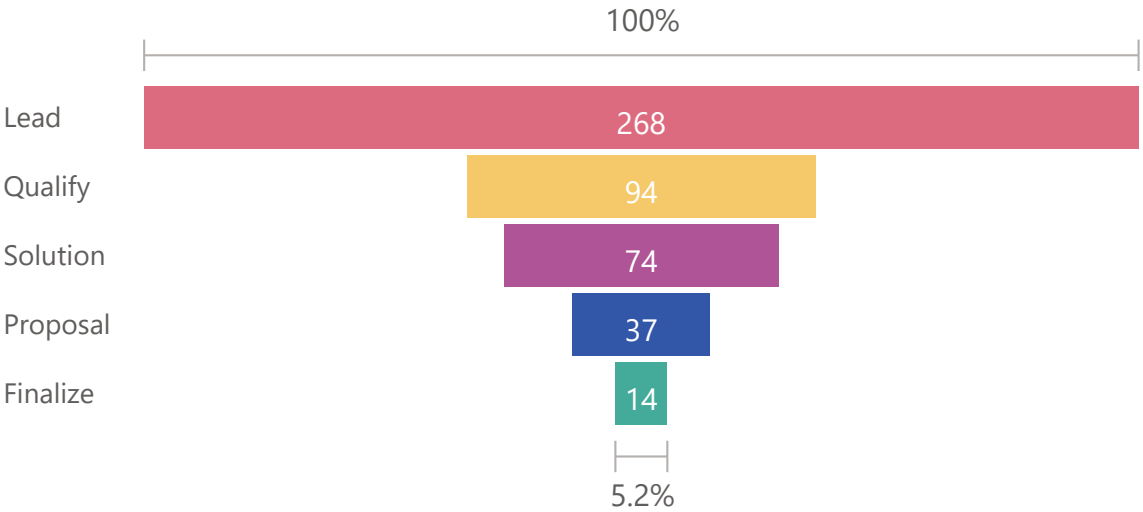
Opportunity Count by Region



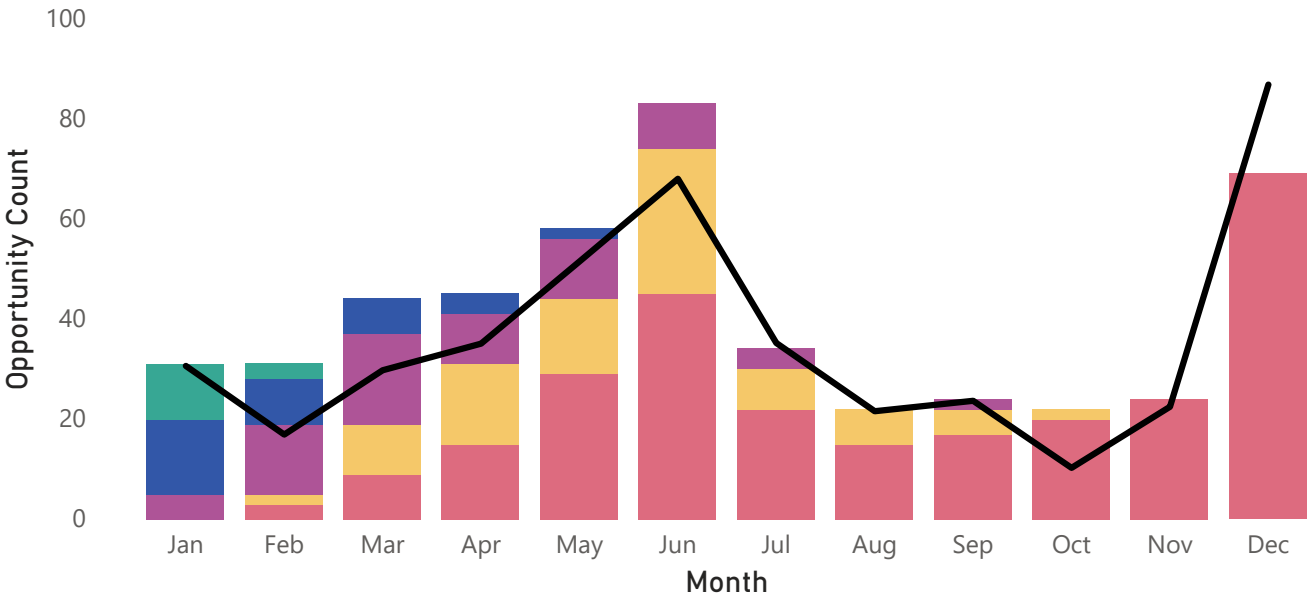
Opportunity Count by Partner Driven and Sal...



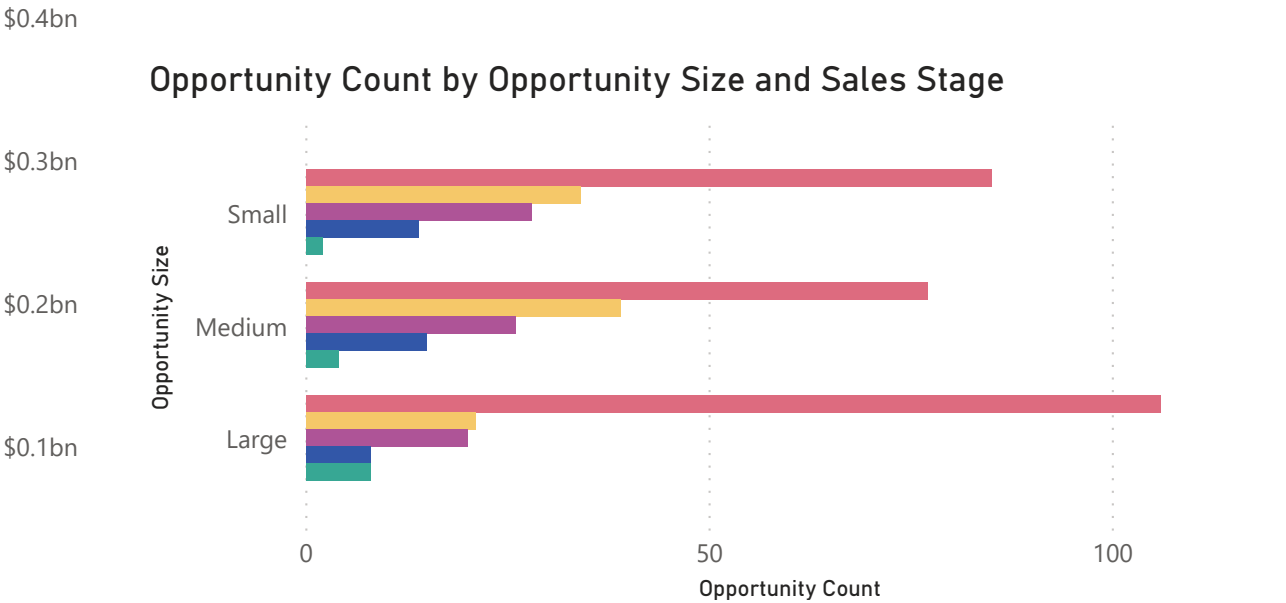
Opportunity Count by Sales Stage



Opportunity Count and Revenue by Month and Sales Stage



Opportunity Count by Opportunity Size and Sales Stage



\$2bn

Revenue

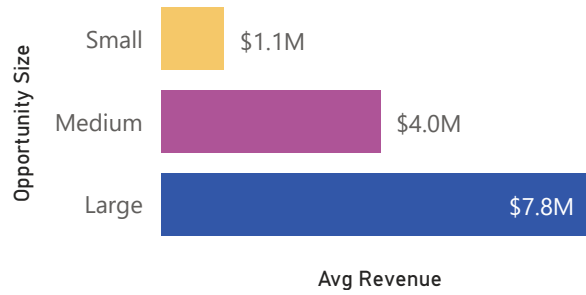
\$461M

Factored Revenue

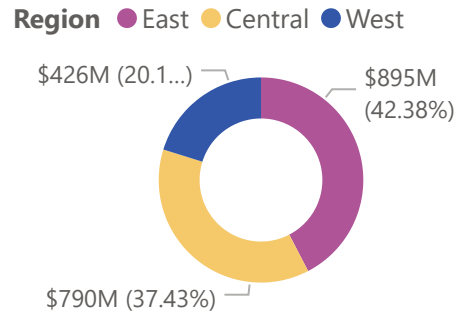
487

Opportunity Count

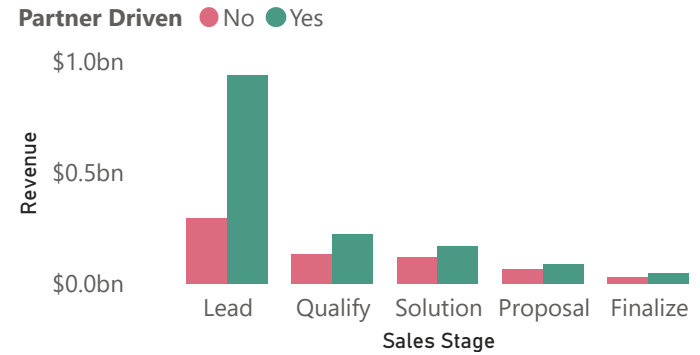
Avg.Revenue by Partner Driven and O...



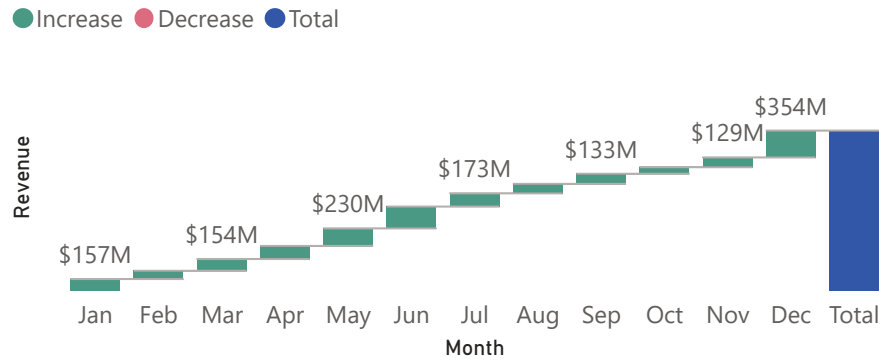
Revenue by Region



Revenue by Sales Stage and Partner Driven



Revenue by Month



Opportunity Count and Revenue by Month

