SALES PIPELINE ANALYSIS | Overview

Revenue
$10.01M
QOQ
0.00 %

Total Opportunities
8800
QOQ
0.00 %

Success Rate ⓘ
63.15 %
QOQ
0.00 %

AVG Sales Cycle Days
48.0
QOQ
0.00 %
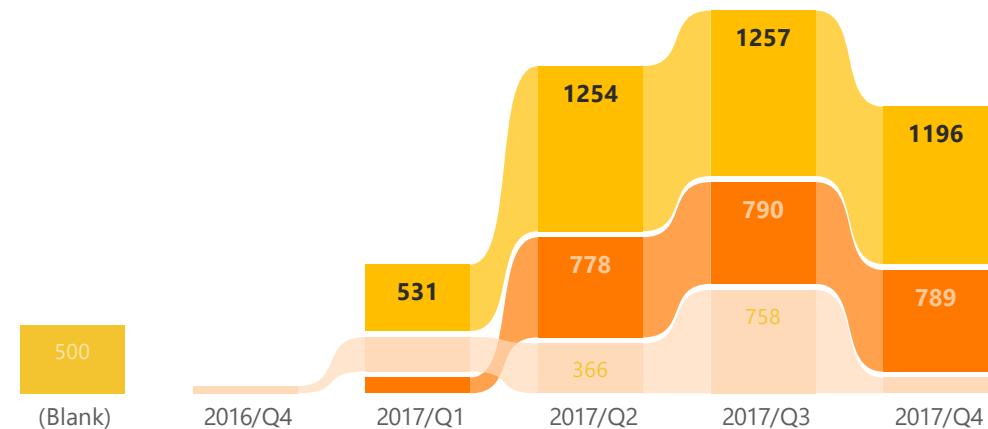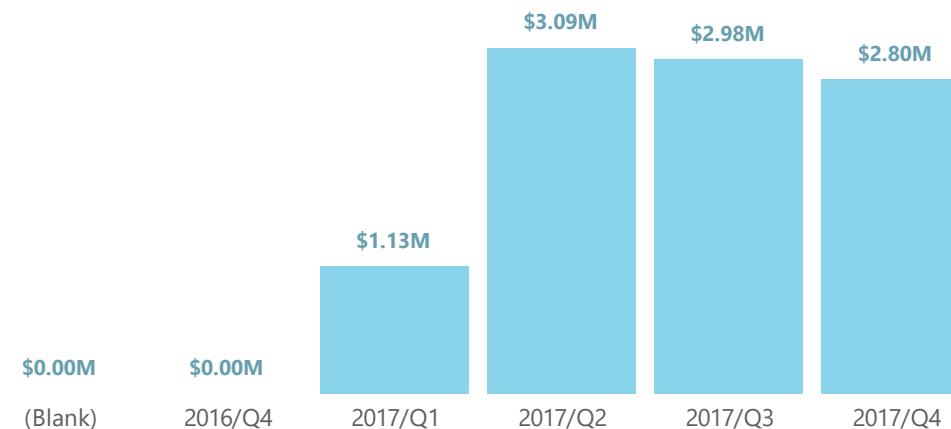
Quarter   **Month**

● Won Opp.   ● Lost Opp.   ● Engaging Opp.   ● Prospecting Opp.

$0.00M	$0.00M	$1.13M	$3.09M	$2.98M	$2.80M
(Blank)	2016/Q4	2017/Q1	2017/Q2	2017/Q3	2017/Q4

500
(Blank)

	2016/Q4	2017/Q1	2017/Q2	2017/Q3	2017/Q4
		531	1254	1257	1196
			778	790	789
			366	758	
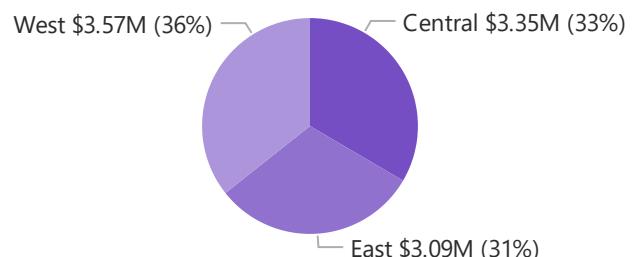
Top 5 Products based on Revenue

Product	Revenue
GTX Pro	$3.51M
GTX Plus Pro	$2.63M
MG Advanced	$2.22M
GTX Plus Basic	$0.71M
GTX Basic	$0.50M

Top 5 Sectors based on Revenue

Sector	Revenue
Retail	$1.87M
Technolgy	$1.52M
Medical	$1.36M
Software	$1.08M
Finance	$0.95M

Revenue Distribution by Regional Office

West $3.57M (36%)
Central $3.35M (33%)
East $3.09M (31%)

SALES PIPELINE ANALYSIS | Products

2017/Q1 2017/Q2 2017/Q3 2017/Q4

Series

| GTK |
| GTX |
| MG |

Top Selling Product
GTX Pro
$35,10,578.00

Top Winning Product
GTX Basic
915

**Highest Success Rate**
MG Special
64.84 %

Fastest Sales Cycle
GTX Pro
45.7
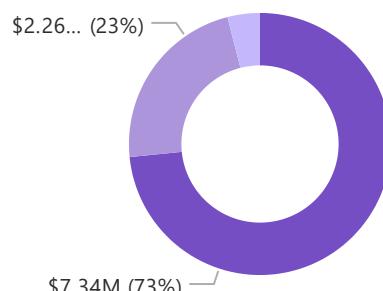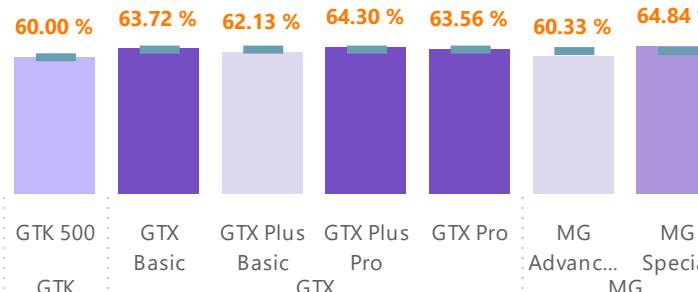
Revenue by Series

● GTX ● MG ● GTK

$2.26... (23%)
$7.34M (73%)
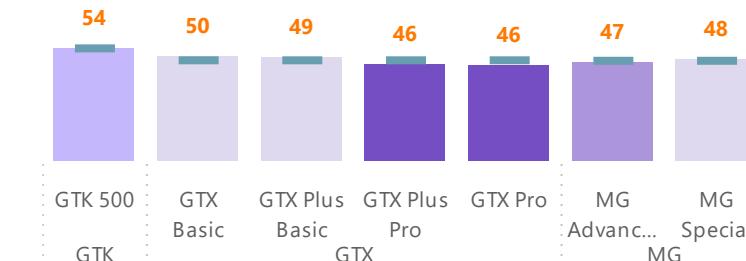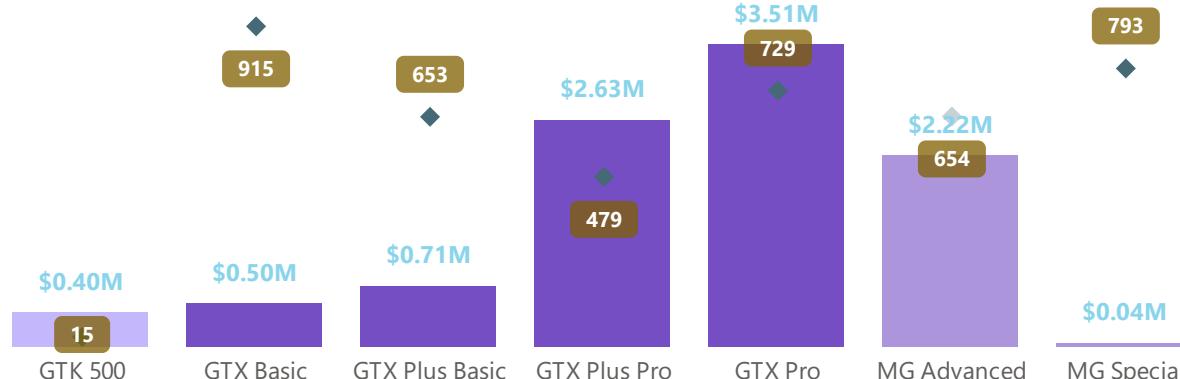
Product Success Rate compared to Series

| | 60.00 % | 63.72 % | 62.13 % | 64.30 % | 63.56 % | 60.33 % | 64.84 % |

GTK 500 | GTX Basic | GTX Plus Basic | GTX Plus Pro | GTX Pro | MG Advanc... | MG Special

GTK | GTX | MG

Product Sales Cycle Days compared to Series

| 54 | 50 | 49 | 46 | 46 | 47 | 48 |

GTK 500 | GTX Basic | GTX Plus Basic | GTX Plus Pro | GTX Pro | MG Advanc... | MG Special

GTK | GTX | MG

Revenue and Won Opportunities by Product

$0.40M — 15
$0.50M — 915
$0.71M — 653
$2.63M — 479
$3.51M — 729
$2.22M — 654
$0.04M — 793

GTK 500 | GTX Basic | GTX Plus Basic | GTX Plus Pro | GTX Pro | MG Advanced | MG Special

Suggested vs. Average Sales Price by Product

Product	Suggested Price	AVG Sales Price	Difference
GTK 500	$26,768.00	$26,707.47	-0.23 % ◆
GTX Basic	$550.00	$545.64	-0.79 % ◆
GTX Plus Basic	$1,096.00	$1,080.05	-1.45 % ◆
GTX Plus Pro	$5,482.00	$5,489.88	0.14 % ●
GTX Pro	$4,821.00	$4,815.61	-0.11 % ◆
MG Advanced	$3,393.00	$3,388.97	-0.12 % ◆
MG Special	$55.00	$55.19	0.35 % ●

SALES PIPELINE ANALYSIS | Market Reach

Apply Filters to View Account Details   **Filters**

	85	10	15
	Accounts	**Sectors**	**Countries**

Top 3 Accounts	Top 3 Sectors	Top 3 Countries
Kan-code	Retail	United States
$3,41,455.00	$18,67,528.00	$84,26,955.00
Konex	Technolgy	Korea
$2,69,245.00	$15,15,487.00	$1,94,957.00
Condax	Medical	Jordan
$2,06,410.00	$13,59,595.00	$1,63,339.00

Revenue and Won Opportunities by Sector

Employment 179, Entertainment 260, Finance 375, Marketing 404, Medical 592, Retail 799, Services 223, Software 450, Technolgy 671, Telecommunications 285
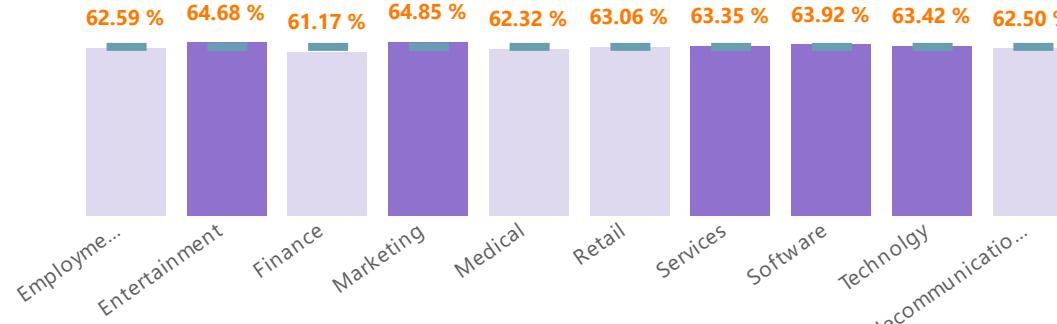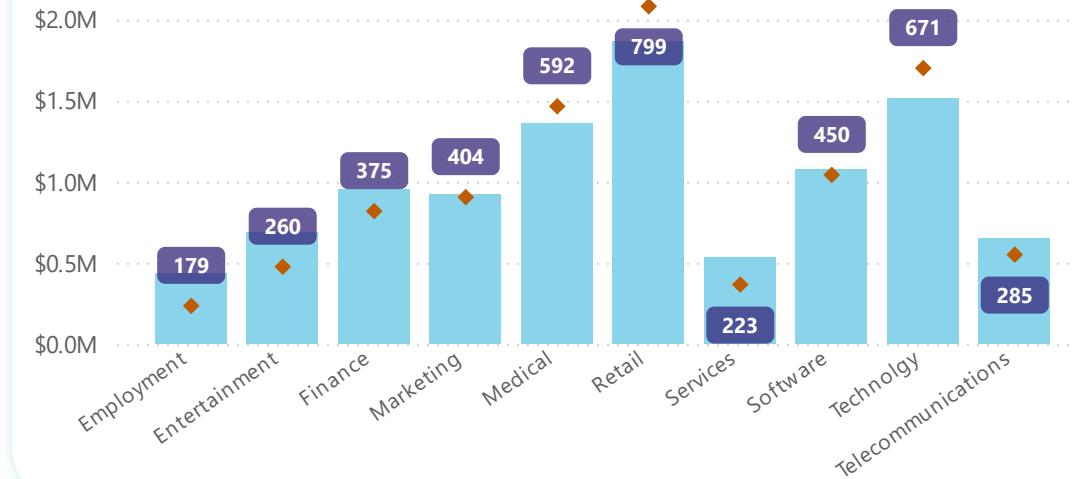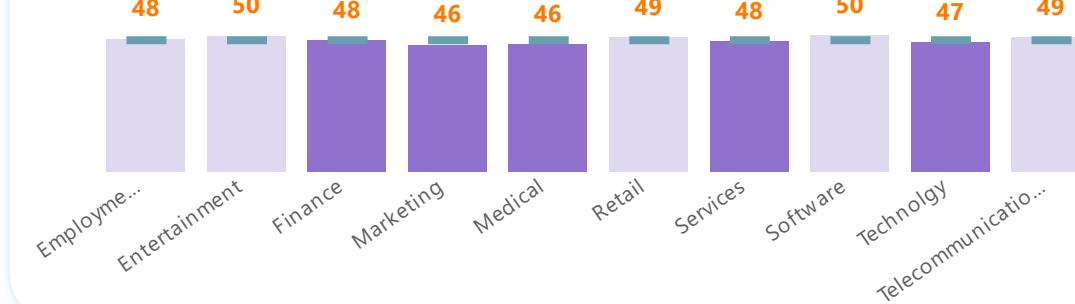
Sector Success Rate vs. Average

Employme...	Entertainment	Finance	Marketing	Medical	Retail	Services	Software	Technolgy	Telecommunicatio...
62.59 %	64.68 %	61.17 %	64.85 %	62.32 %	63.06 %	63.35 %	63.92 %	63.42 %	62.50 %

Sector Sales Cycle Days vs. Average

Employme...	Entertainment	Finance	Marketing	Medical	Retail	Services	Software	Technolgy	Telecommunicatio...
48	50	48	46	46	49	48	50	47	49

SALES PIPELINE ANALYSIS | Sales Teams Performance

Top Sales Managers

Melvin Marxen
$22,51,930.00

Summer Sewald
$19,64,750.00

Rocco Neubert
$19,60,545.00

Top Performing Sales Agents based on Sales

Sales Agent	Sales	Won Deals	Share of Total Revenue
Darcel Schlecht	$11,53,214	349	11.53 %
Vicki Laflamme	$4,78,396	221	4.78 %
Kary Hendrixson	$4,54,298	209	4.54 %
Cassey Cress	$4,50,489	163	4.50 %
Donn Cantrell	$4,45,860	158	4.46 %
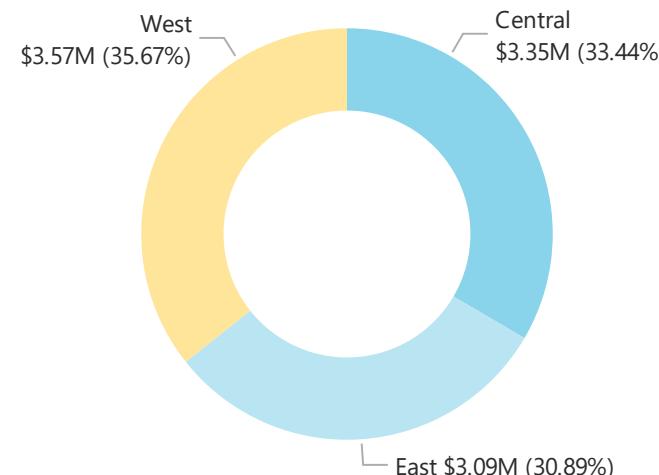
Lowest Performing Sales Agents based on Sales

Sales Agent	Sales	Won Deals	Share of Total Revenue
Violet Mclelland	$1,23,431	122	1.23 %
Wilburn Farren	$1,57,640	55	1.58 %
Niesha Huffines	$1,76,961	105	1.77 %
Versie Hillebrand	$1,87,693	176	1.88 %
Lajuana Vencill	$1,94,632	127	1.95 %
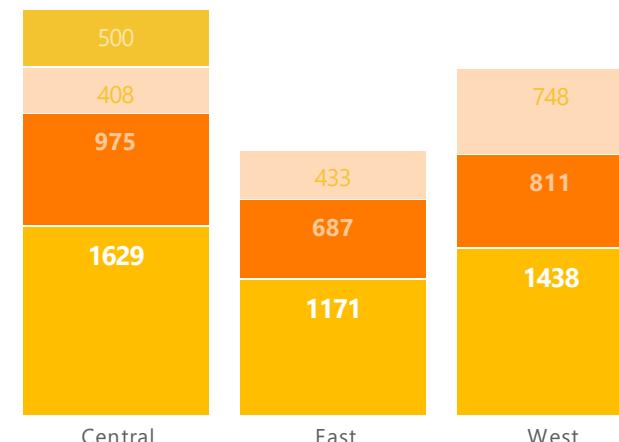
Regional Office   Office Manager   Sales Agents

West $3.57M (35.67%)

Central $3.35M (33.44%)

East $3.09M (30.89%)

● Won Opp. ● Lost Opp. ● Engaging Opp. ● Prospecting Opp.

Central
- 500
- 408
- 975
- 1629

East
- 433
- 687
- 1171

West
- 748
- 811
- 1438

Success Rate vs. Average

Central	East	West
62.56 %	63.02 %	63.94 %

Sales Cycle Days vs. Average

Central	East	West
49	47	48