

Opportunity Analysis Report - Opportunity Overview

Month

Month

Total Revenue

1.54bn

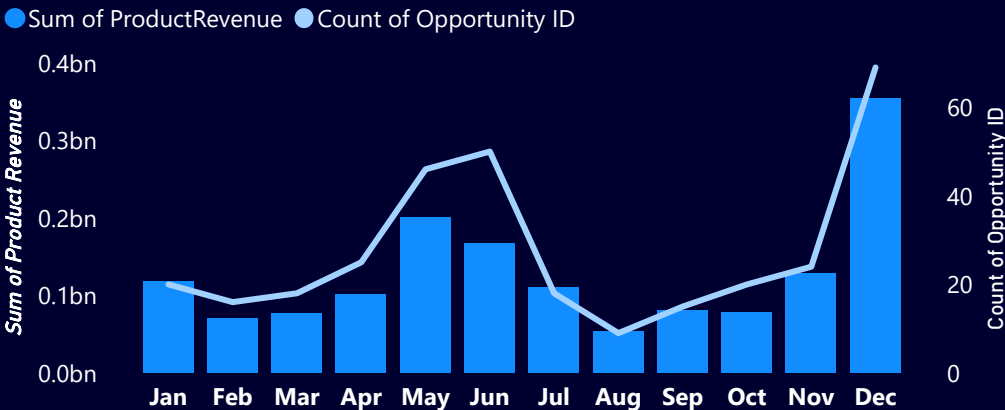
Total Revenue

330

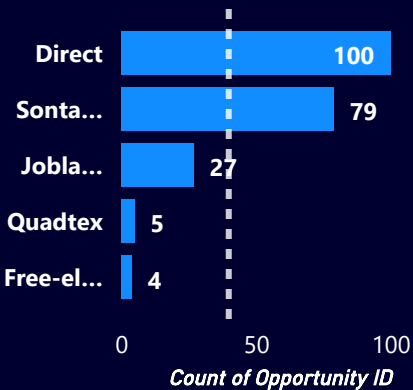
Count of Opportunity ID by Region



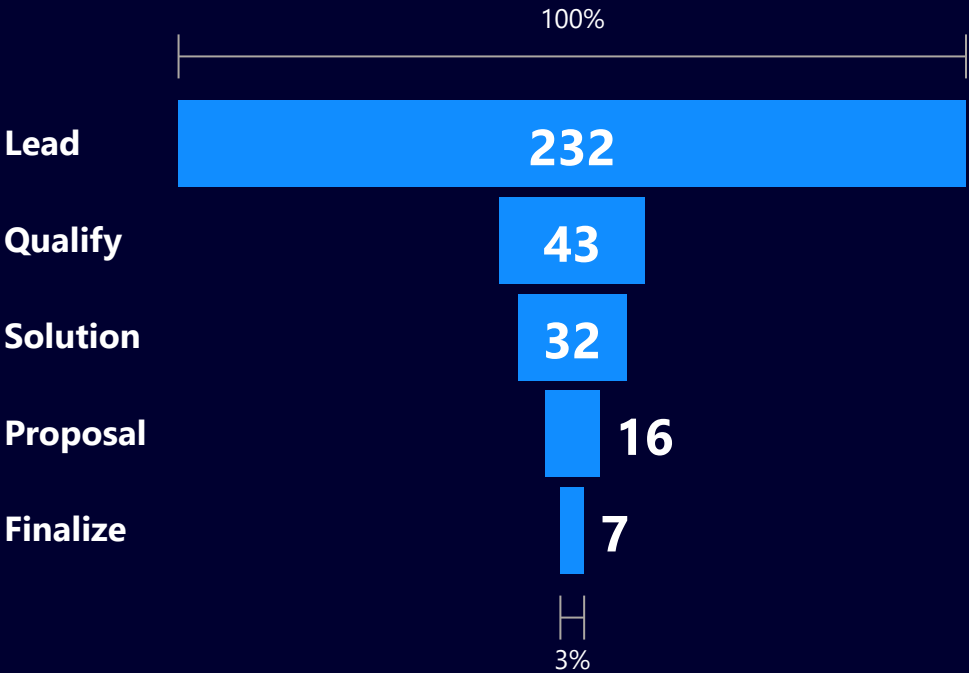
Sum of ProductRevenue and Count of Opportunity ID by Month



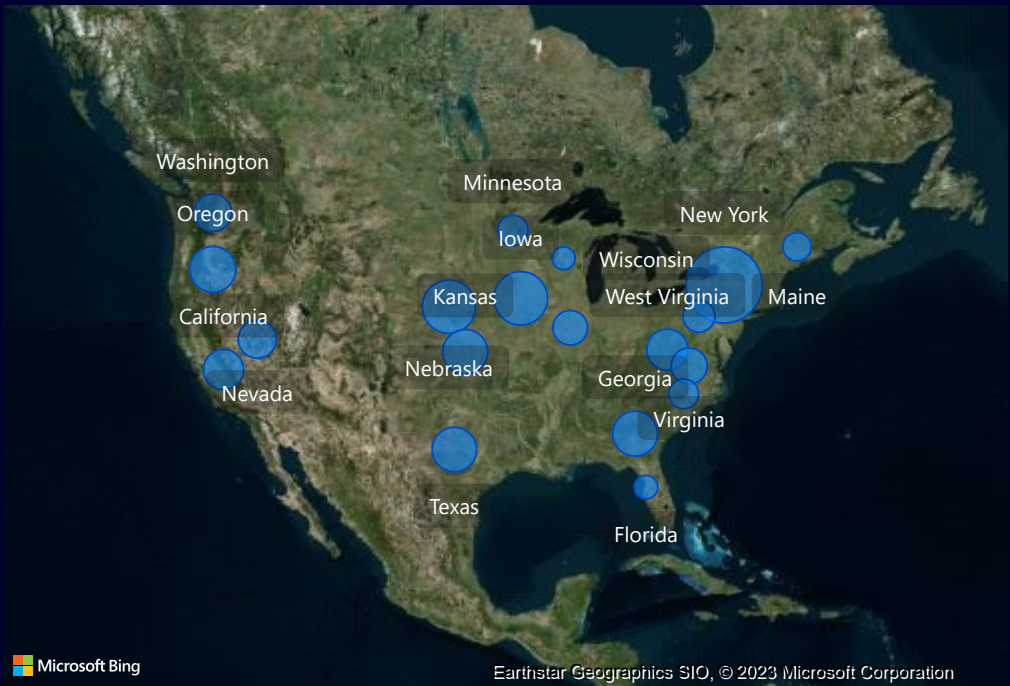
Count of Opportunity ID by Partner



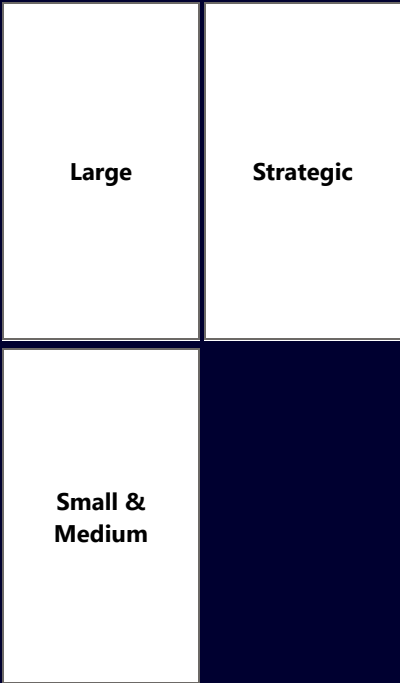
Count of Opportunity ID by Sales Stage



Sum of ProductRevenue by State



Segment

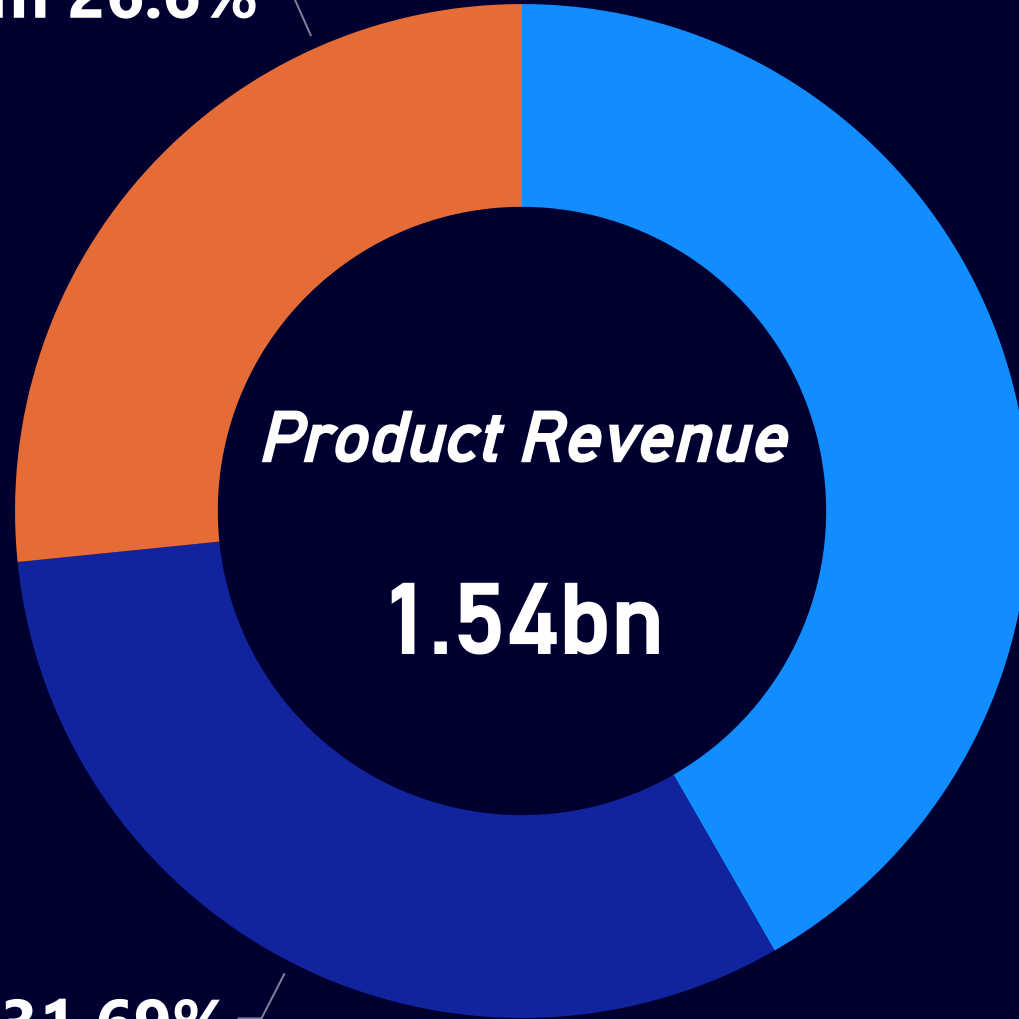


Opportunity Analysis Report - Opportunity detail

Region	Month	Opportunity Size	Partner	Count of Opportunity	ID	Sum of ProductRevenue	FactoredProductRevenue	Average of ProductRevenue	
[-] East	[+] Jan			3		26,666,185.00	\$19,388,524	8,888,728.33	
	[+] Feb			7		40,086,653.00	\$17,443,759	5,726,664.71	
	[-] May	[+] Medium			11		43,439,752.00	\$8,269,399	3,949,068.36
		[-] Large	Vaiadocon		1		7,499,745.00	\$2,999,898	7,499,745.00
			Joblamcon		1		9,241,668.00	\$1,848,334	9,241,668.00
			Hotlane		1		7,144,439.00	\$1,428,888	7,144,439.00
			Sontaxon		1		8,718,878.00	\$871,888	8,718,878.00
			Total		4		32,604,730.00	\$7,149,008	8,151,182.50
		[-] Small	Direct		2		2,079,909.00	\$207,991	1,039,954.50
			Joblamcon		1		907,783.00	\$90,778	907,783.00
			Total		3		2,987,692.00	\$298,769	995,897.33
		Total			18		79,032,174.00	\$15,717,176	4,390,676.33
	[+] Mar			9		39,297,672.00	\$12,163,695	4,366,408.00	
	[+] Jul			11		63,632,251.00	\$11,447,653	5,784,750.09	
	[+] Sep			11		60,716,946.00	\$10,299,248	5,519,722.36	
	[+] Jun			27		86,036,759.00	\$9,734,986	3,186,546.63	
	[+] Dec			19		85,159,091.00	\$8,515,911	4,482,057.42	
	[+] Nov			10		59,418,099.00	\$5,941,811	5,941,809.90	
	[+] Aug			4		25,846,614.00	\$3,333,354	6,461,653.50	
	[+] Apr			8		29,791,874.00	\$3,294,407	3,723,984.25	
	[+] Oct			8		28,394,082.00	\$2,963,748	3,549,260.25	
	Total				135		624,078,400.00	\$120,244,272	4,622,802.96
[+] Central				128		585,138,752.00	\$109,418,072	4,571,396.50	
[+] West				67		331,611,744.00	\$68,688,615	4,949,429.01	
Total				330		1,540,828,896.00	\$298,350,959	4,669,178.47	

Product Revenue by Segment

Small & Medium 26.6%



Strategic 41.7%

Product Revenue

1.54bn

Large 31.69%