

# TobbySam Networking Services Ltd

## SALES CHANNEL PERFORMANCE ANALYSIS

### Sales Channels

Select all

Direct

Partner

### Region

Select all

Central

East

West

Average Sales Cycle Days

456

Average Sales Cycle Partners

456

Partner Revenue

\$1bn

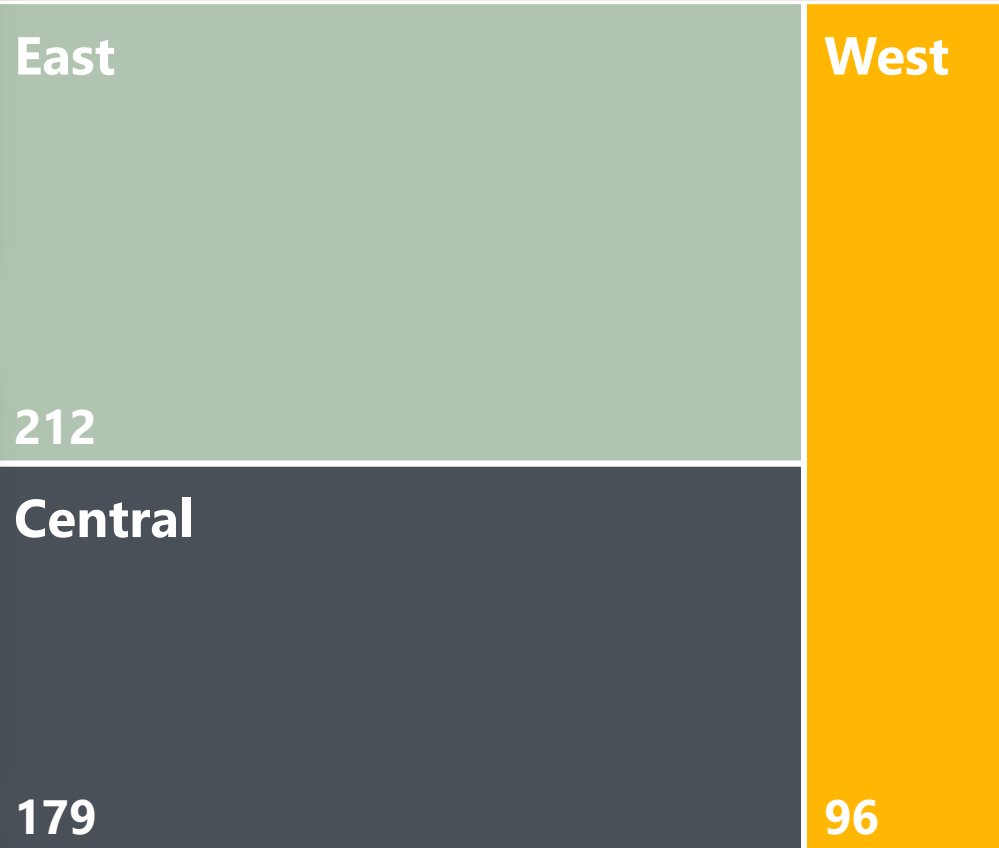
Factored Revenue

\$461M

Total Revenue

\$2bn

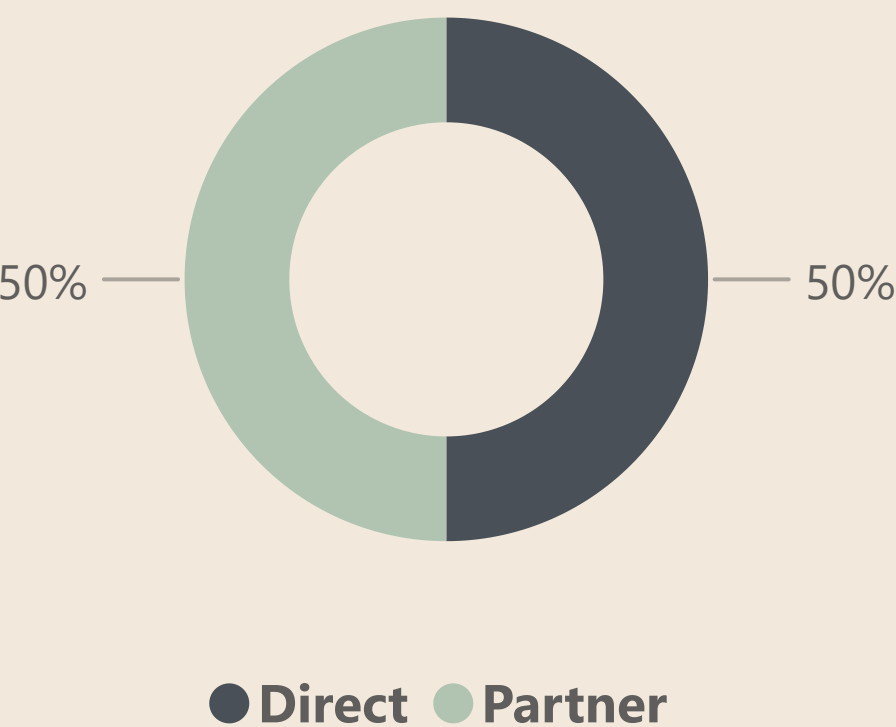
### Opportunity Count by Region



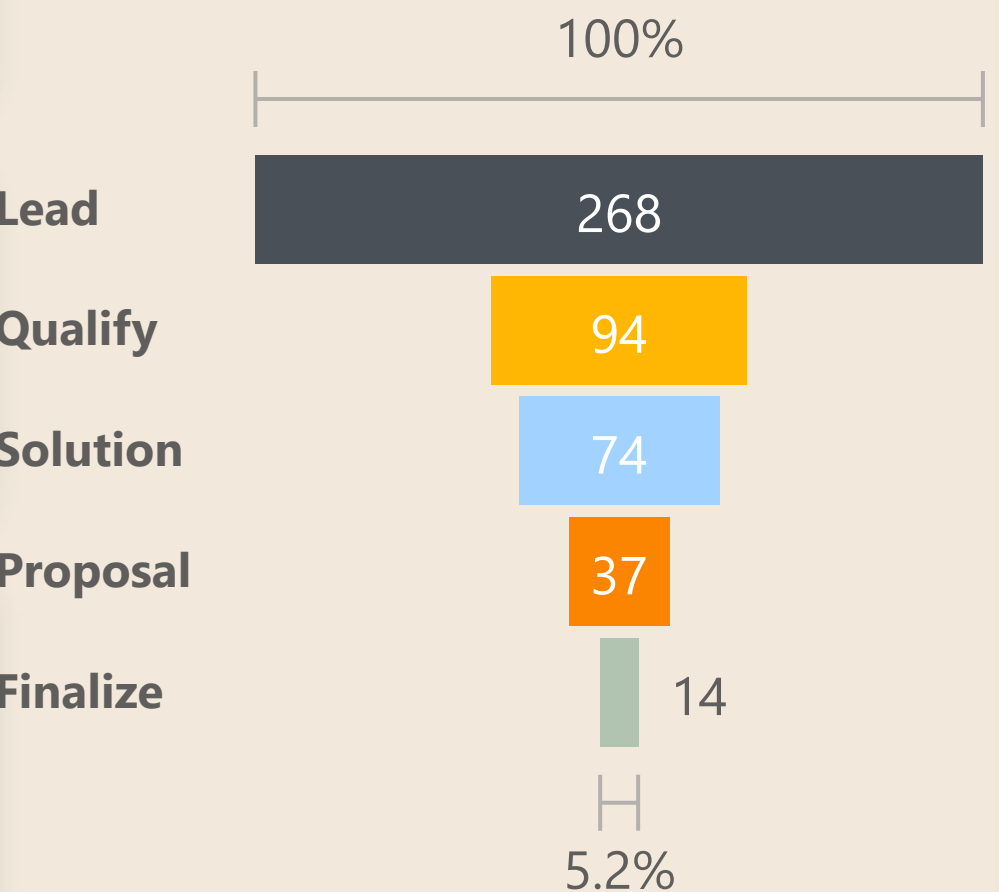
### Revenue by Region and Opportunity Size

Region	Large	Medium	Small	Total
West	\$246,062,789	\$151,637,536	\$28,551,507	\$426,251,832
Central	\$506,394,523	\$220,502,908	\$63,161,351	\$790,058,782
East	\$526,279,306	\$272,632,506	\$95,682,701	\$894,594,513
Total	\$1,278,736,618	\$644,772,950	\$187,395,559	\$2,110,905,127

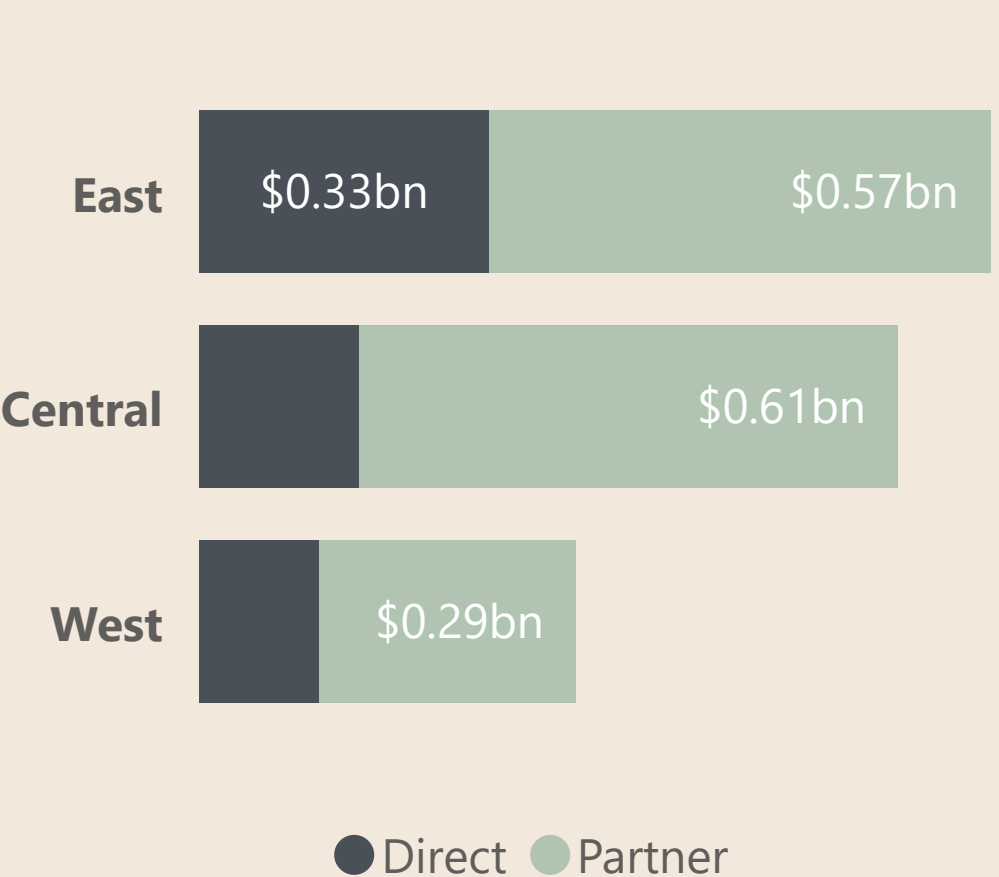
### Opportunity by Channel



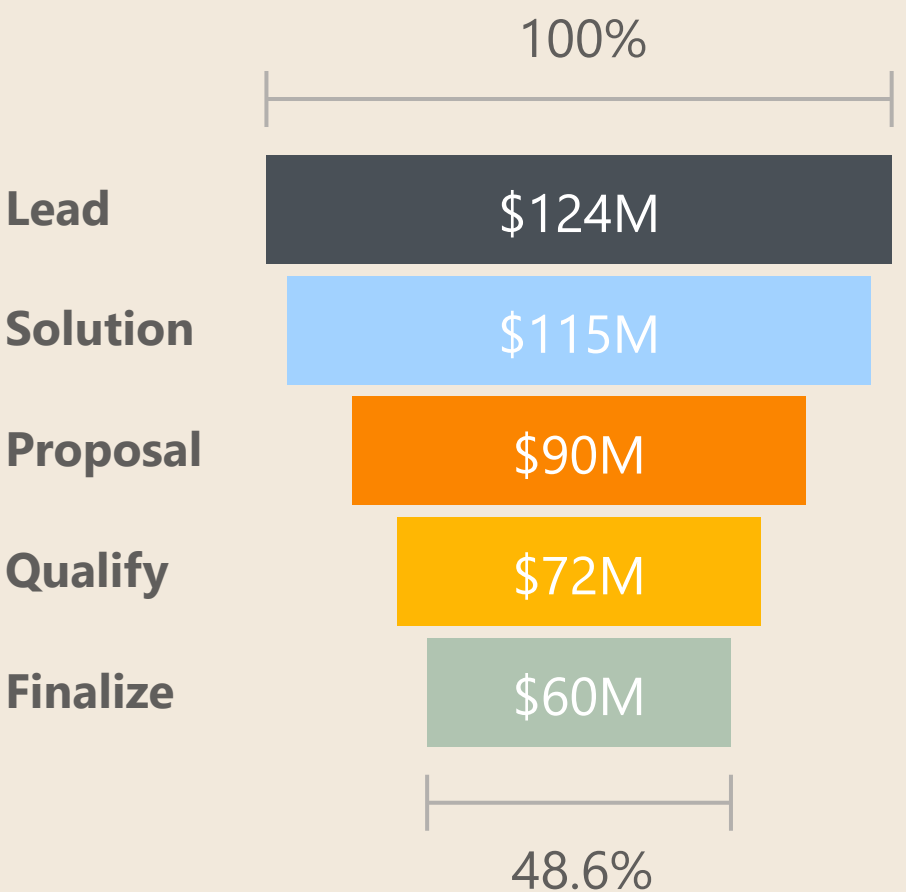
### Opportunity Count by Sales Stage



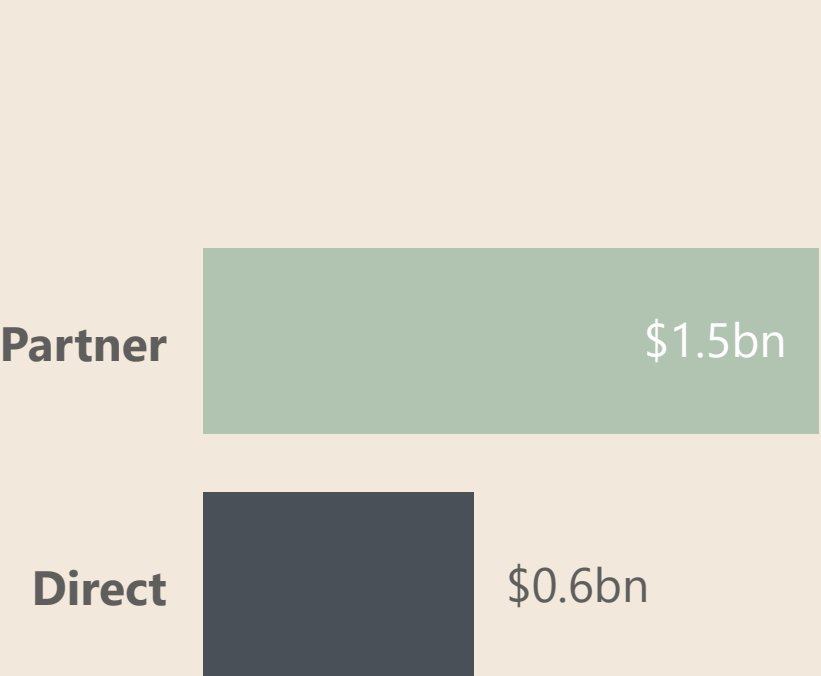
### Revenue by Region and Channel



### Stage Revenue by Sales Stage



### Revenue by Channel



# TobbySam Networking Services Ltd

## SALES CHANNEL PERFORMANCE ANALYSIS

Sales Channels

Select all

Direct

Partner

Region

Select all

Central

East

West

Total Opps

486

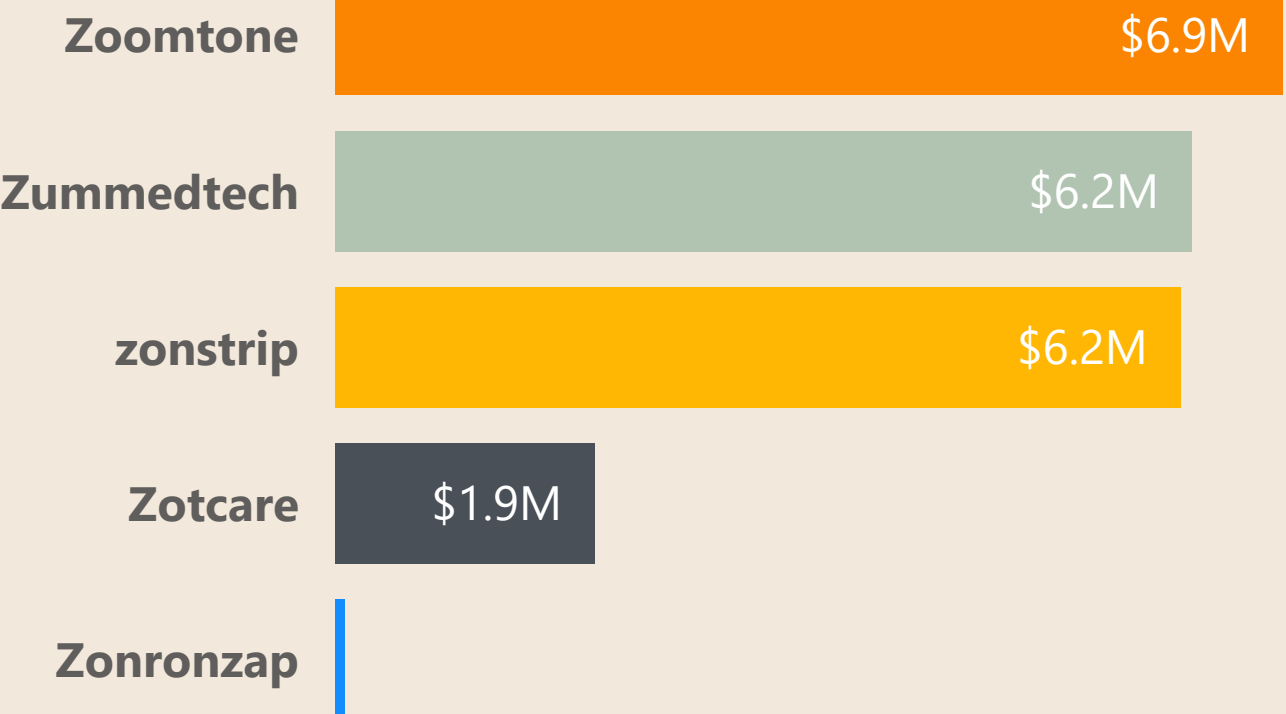
Partner Opps

270

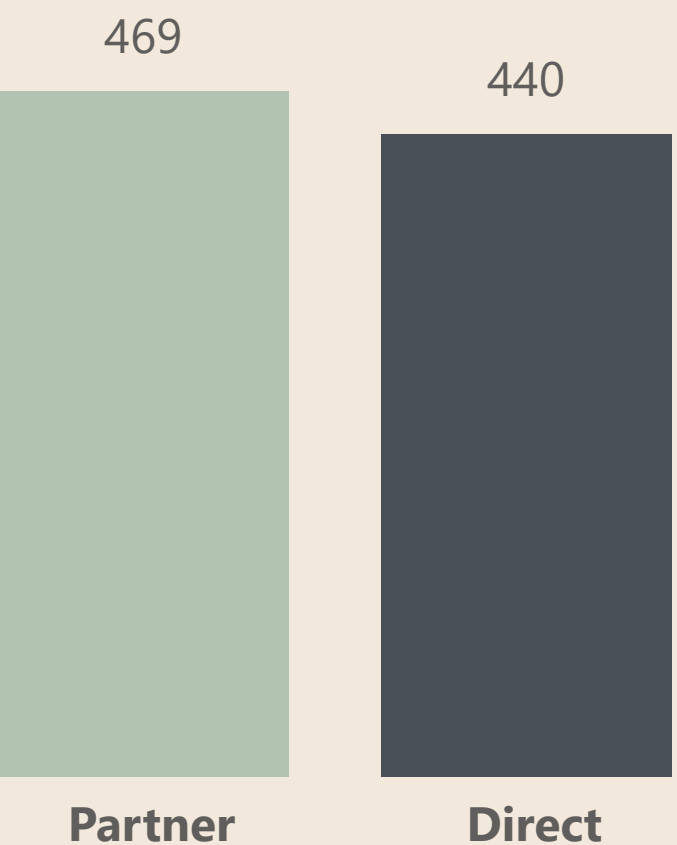
Conversion  
Rate

0.03

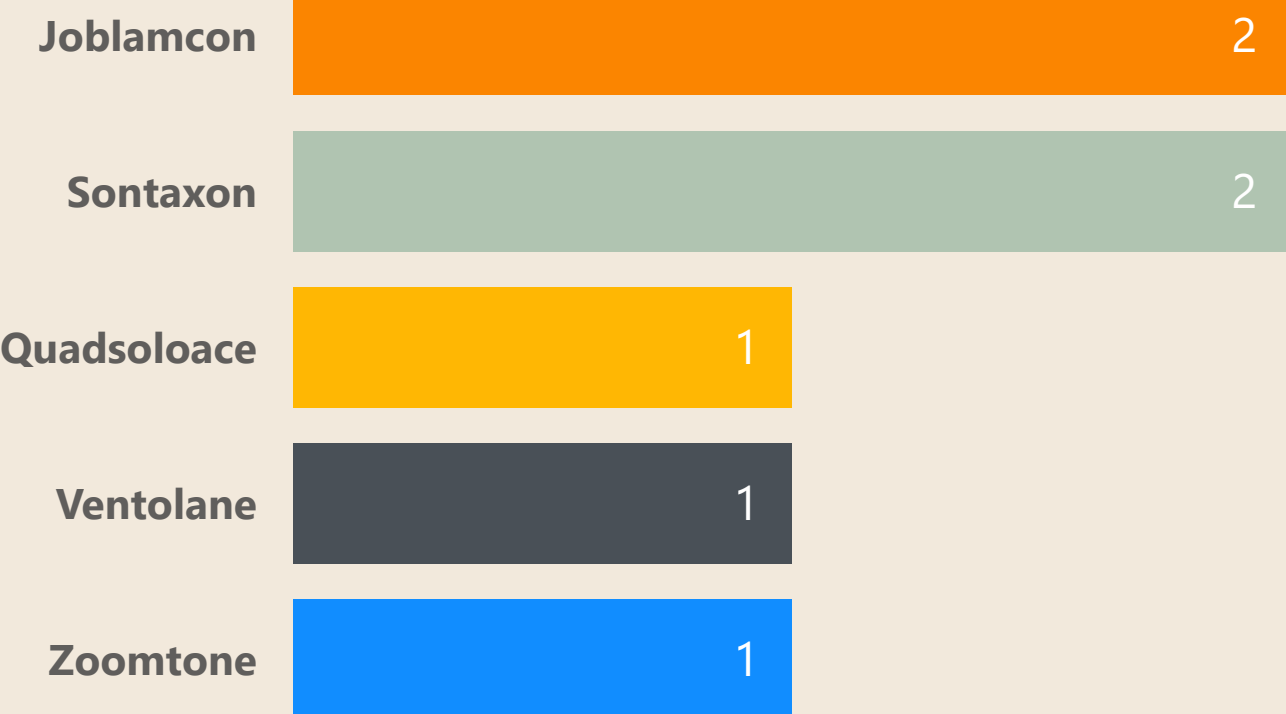
### Top 5 Revenue by Partner



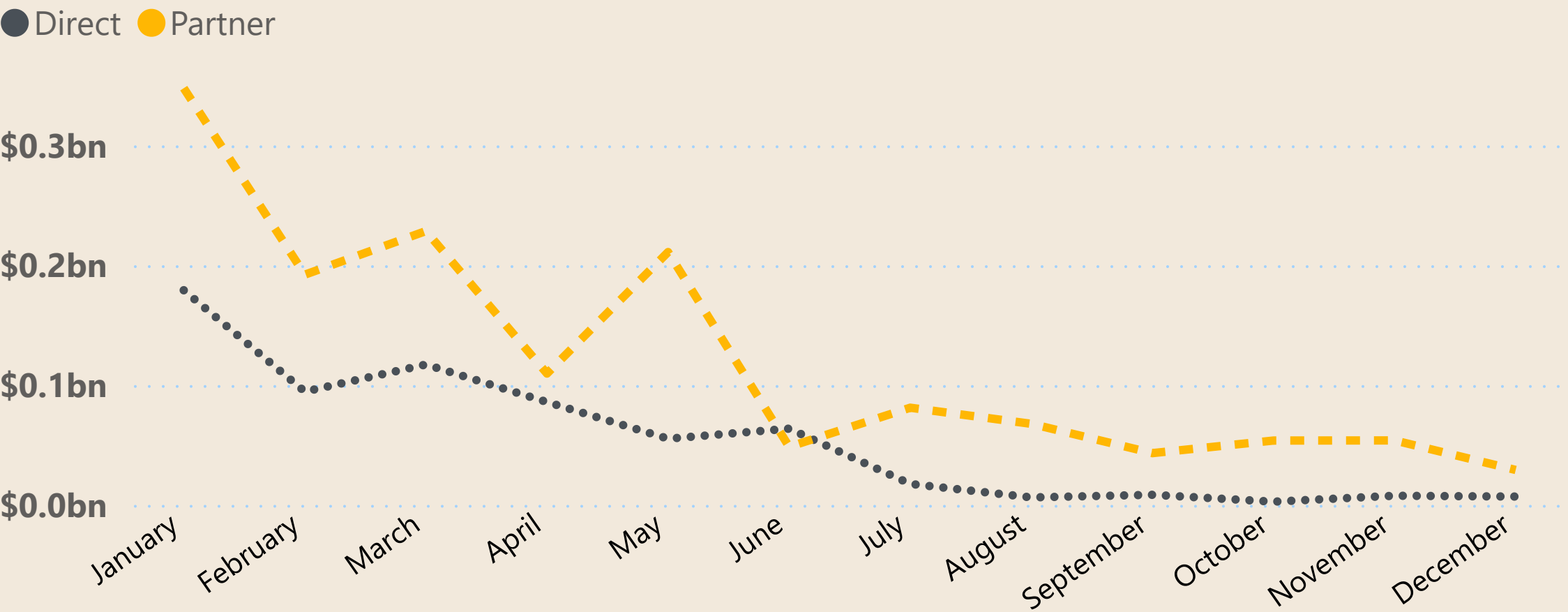
### Avg Sales Cycle (Partners) by Channel



### Closed Opps by Partner



### Total Revenue by Month and Channel



### Opportunity Count by Month and Channel

