



# Opportunity count

Opportunity count

Revenue overview

Upcoming opportunities

Region Stage Counts

Total Opportunities

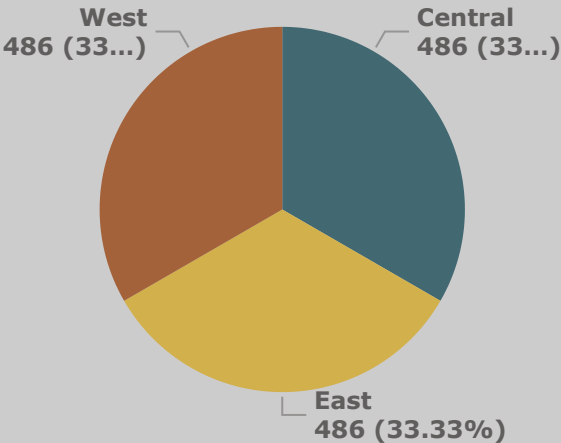
486

## Partner Driven

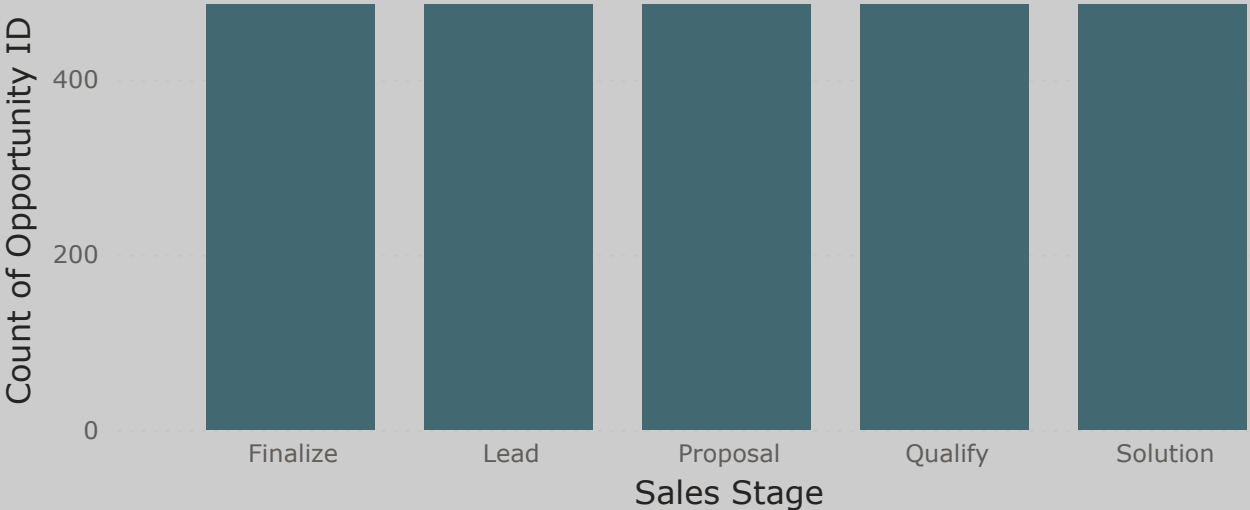
No

Yes

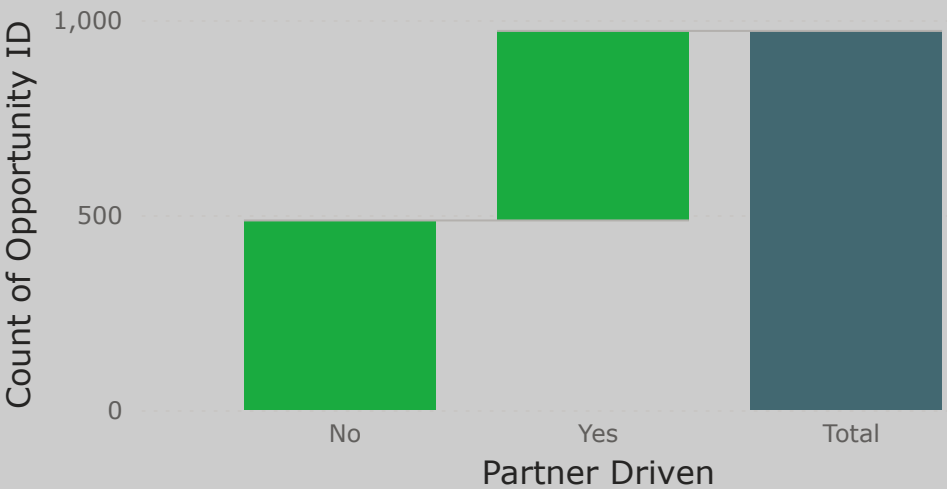
## Opportunity by Region



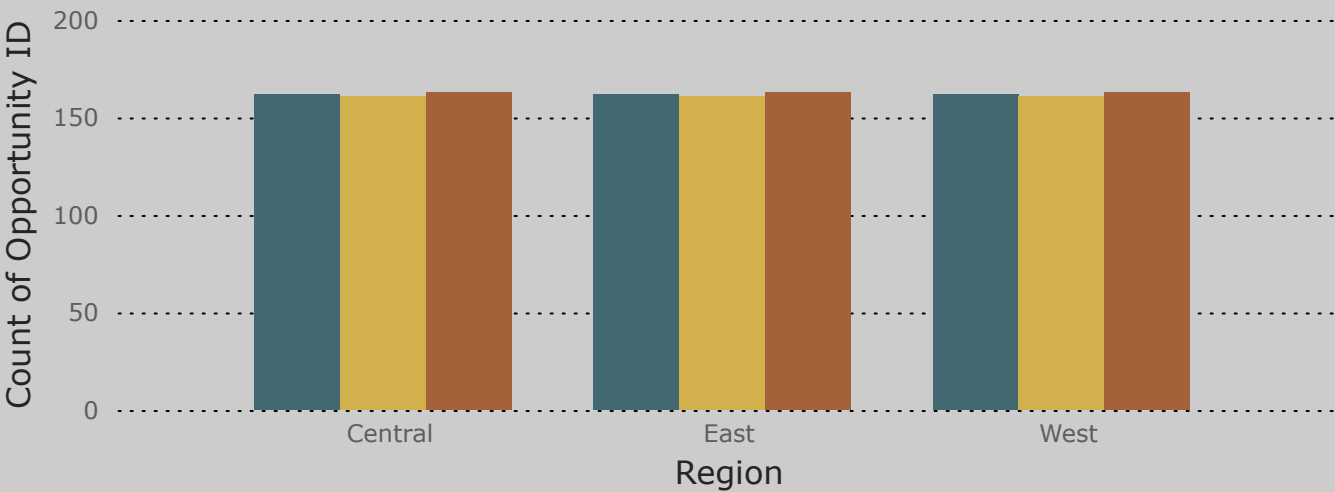
## Opportunity Count by Sales Stage



## Opportunity Count by Partner Driven



## Opportunity Count by Opportunity Size and Region



# Revenue Overview

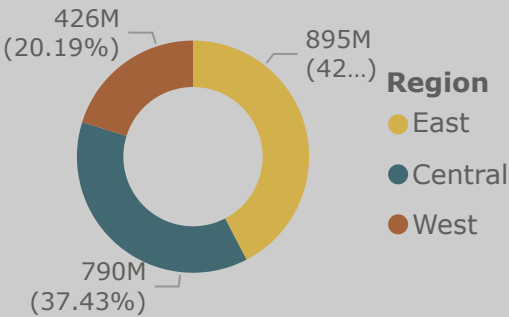
Opportunity count

Revenue overview

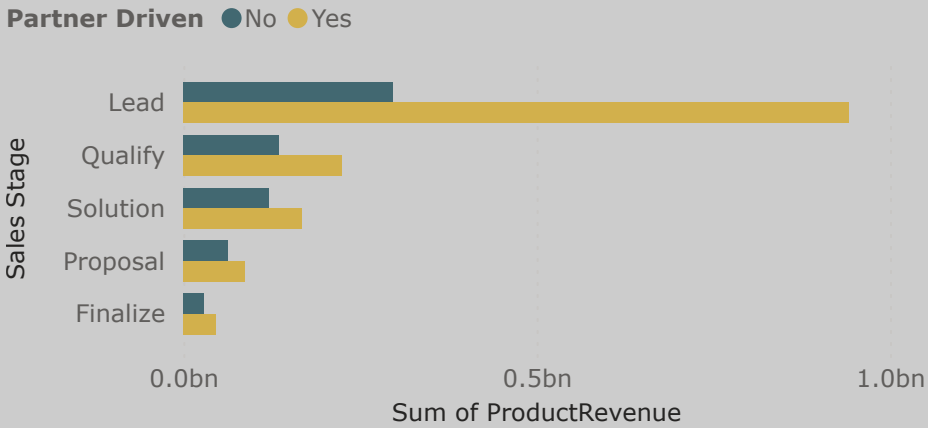
Upcoming opportunities

Region Stage Counts

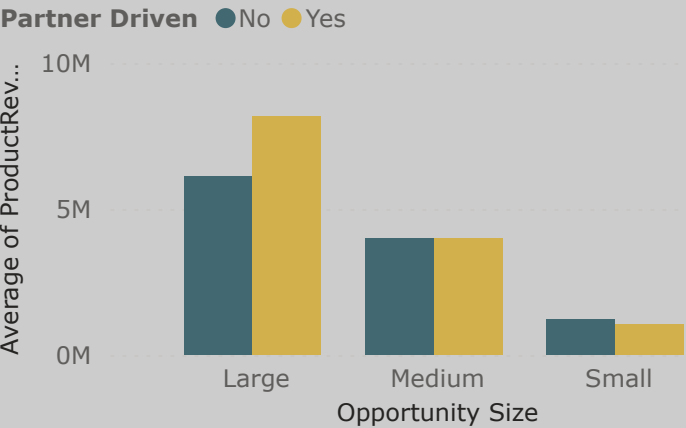
Product Revenue by Region



Product Revenue by Sales Stage and Partner Driven



Average Product Revenue by Opportunity Size and Partner Driven



Revenue

2bn

Factored Revenue

461.12M

Oppourttnity Count

486

# Upcoming Opportunity

Opportunity count

Revenue overview

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## Sales Stage

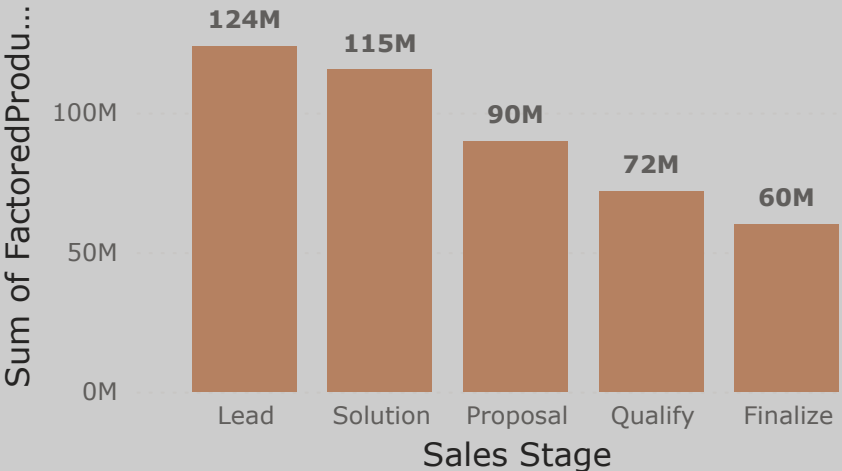
All

## Partner Driven

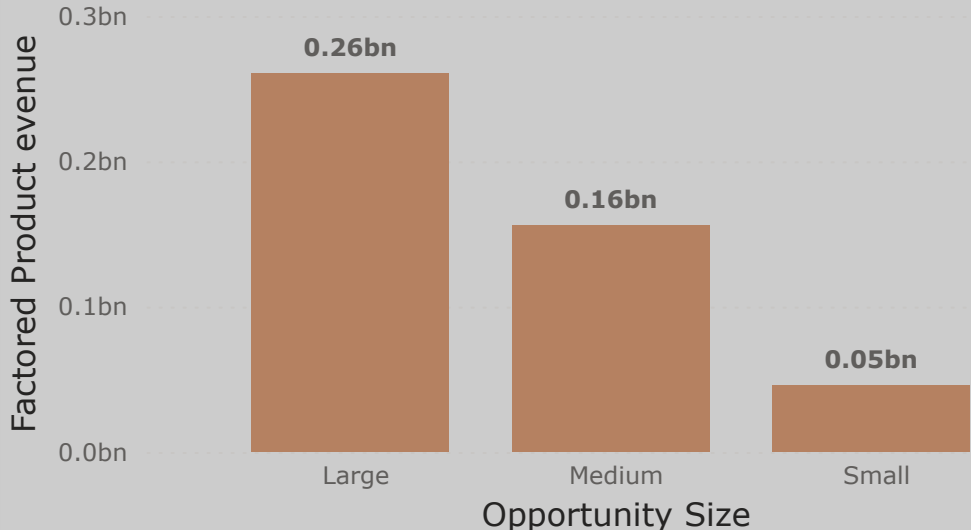
No

Yes

Factored Revenue by Sales Stage and Partner Driven

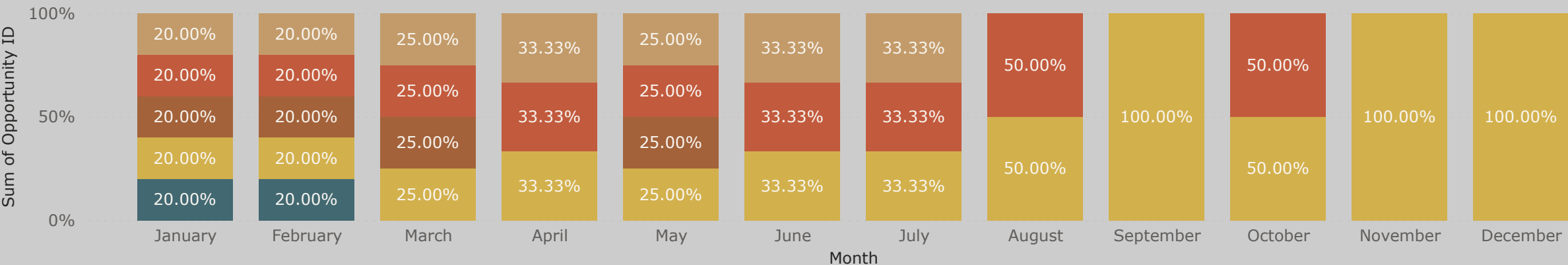


Factored Product Revenue by Opportunity Size



Sum of Opportunity ID by Month and Sales Stage

Sales Stage ● Finalize ● Lead ● Proposal ● Qualify ● Solution



# Region Stage Counts

Opportunity count

Revenue overview

Upcoming opportunities

Region Stage Counts

## Partner Driven

No

Yes

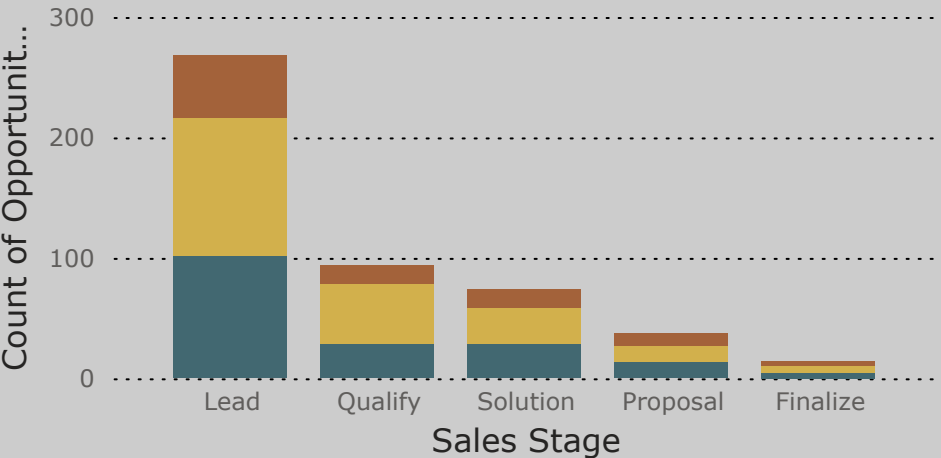
## Opportunity Count

486✓

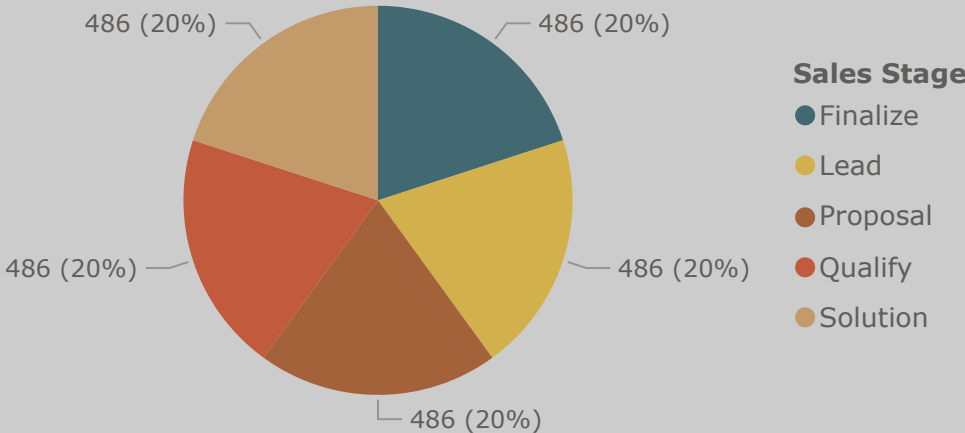
Goal: 216 (+125%)

## Opportunity by Sales Stage and Region

Region ● Central ● East ● West

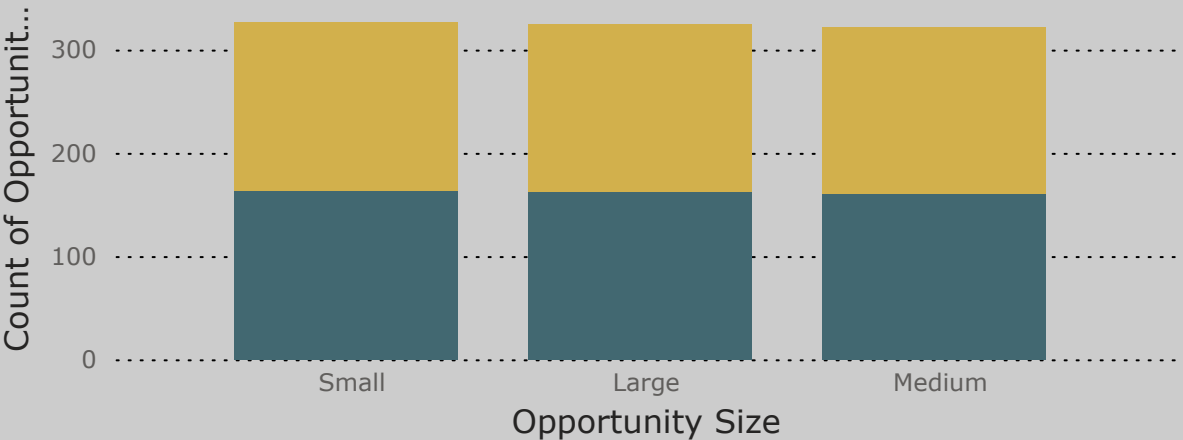


## Count of Opportunity ID by Sales Stage



## Opportunity by Opportunity Size and Partner Driven

Partner Driven ● No ● Yes



## Opportunity by Opportunity Size and Partner Driven

Partner Driven ● No ● Yes

