--drop view analytics.company\_funnel\_snapshot\_deals\_pred

create view analytics.company\_funnel\_snapshot\_deals\_pred as

with company\_funnel as(

select distinct

f.company\_opportunity\_number

, snapshot\_date

, close\_date

, stage\_sorted

, simple\_stage

, opportunity\_created\_date as created\_date

, case

when last\_entered\_shopping\_date is null then first\_entered\_shopping\_date

else last\_entered\_shopping\_date end as shopping\_date

, case when h.prefunnel <= snapshot\_date then h.prefunnel else null end ::date as prefunnel\_date

, case when h.qualification <= snapshot\_date then h.qualification else null end ::date as qualify\_date

, case when h.validation <= snapshot\_date then h.validation else null end ::date as validate\_date

, case when h.proposal <= snapshot\_date then h.proposal else null end ::date as proposal\_date

, case when h.selected <= snapshot\_date then h.selected else null end ::date as selected\_date

, date\_trunc('quarter',created\_date)::date as created\_beg\_of\_qtr

, (dateadd('quarter',1,date\_trunc('quarter',created\_date))-1)::date as created\_end\_of\_qtr

, date\_trunc('quarter',shopping\_date)::date as shop\_beg\_of\_qtr

, (dateadd('quarter',1,date\_trunc('quarter',shopping\_date))-1)::date as shop\_end\_of\_qtr

, date\_trunc('quarter',close\_date)::date as closed\_beg\_of\_qtr

, (dateadd('quarter',1,date\_trunc('quarter',close\_date))-1)::date as closed\_end\_of\_qtr

, nvl(datediff('day',created\_date,shopping\_date),0)::float as create\_to\_shop

, nvl(datediff('day',shopping\_date,close\_date),0)::float as shop\_to\_close

, nvl(datediff('day',created\_beg\_of\_qtr, created\_date),0)::float as days\_created\_from\_qtr\_beg

, nvl(datediff('day',created\_date,created\_end\_of\_qtr),0)::float as days\_created\_from\_qtr\_end

, nvl(datediff('day',shop\_beg\_of\_qtr,shopping\_date),0)::float as days\_shop\_from\_qtr\_beg

, nvl(datediff('day',shopping\_date,shop\_end\_of\_qtr),0)::float as days\_shop\_from\_qtr\_end

, nvl(datediff('day',created\_date,qualify\_date),0)::float as create\_to\_qualify

, nvl(datediff('day',created\_date,validate\_date),0)::float as create\_to\_validate

, nvl(datediff('day',created\_date,proposal\_date),0)::float as create\_to\_proposal

, nvl(datediff('day',created\_date,selected\_date),0)::float as create\_to\_selected

, nvl(datediff('day',created\_date,close\_date),0)::float as create\_to\_close

, nvl(datediff('day',qualify\_date,validate\_date),0)::float as qualify\_to\_validate

, nvl(datediff('day',qualify\_date,proposal\_date),0)::float as qualify\_to\_proposal

, nvl(datediff('day',qualify\_date,selected\_date),0)::float as qualify\_to\_selected

, nvl(datediff('day',qualify\_date,close\_date),0)::float as qualify\_to\_close

, nvl(datediff('day',validate\_date,proposal\_date),0)::float as validate\_to\_proposal

, nvl(datediff('day',validate\_date,selected\_date),0)::float as validate\_to\_selected

, nvl(datediff('day',validate\_date,close\_date),0)::float as validate\_to\_close

, nvl(datediff('day',proposal\_date,selected\_date),0)::float as proposal\_to\_selected

, nvl(datediff('day',proposal\_date,close\_date),0)::float as proposal\_to\_close

, nvl(datediff('day',selected\_date,close\_date),0)::float as selected\_to\_close

, case when prefunnel\_date is not null then 1 else 0 end as prefunnel\_count

, case when qualify\_date is not null then 1 else 0 end as qualify\_count

, case when validate\_date is not null then 1 else 0 end as validate\_count

, case when proposal\_date is not null then 1 else 0 end as proposal\_count

, case when selected\_date is not null then 1 else 0 end as selected\_count

, (prefunnel\_count + qualify\_count + validate\_count + proposal\_count + selected\_count) as total\_stage\_count

, case when total\_stage\_count = 0 then 0 else create\_to\_close/total\_stage\_count end as cycle\_per\_stage

from analytics.bookings f

left join analytics.sfdc\_stage\_change\_snapshot h on (f.company\_opportunity\_number = h.company\_opportunity\_number)

where simple\_type in ('Type 1','Type 2')

and simple\_stage in ('Won','Open')

order by 1,2

)

select distinct

f.company\_opportunity\_number

, simple\_stage

, snapshot\_date

, selected\_count

, create\_to\_selected

, create\_to\_proposal

, create\_to\_shop

, create\_to\_close

, shop\_to\_close

, days\_shop\_from\_qtr\_beg

, days\_shop\_from\_qtr\_end

, days\_created\_from\_qtr\_beg

, cycle\_per\_stage

from company\_funnel f

where date\_trunc('quarter',snapshot\_date) <= date\_trunc('quarter',current\_date)

order by 1,2

with no schema binding;