--drop view analytics.company\_snapshot\_deal\_forecast

create view analytics.company\_snapshot\_deal\_forecast as

with company\_predictions as(

select

company\_opportunity\_number

, snapshot\_date

, simple\_stage as snapshot\_simple\_stage

, probability\_value as deal\_probability

, case

when probability\_value > 0.95 then 'sure win'

when probability\_value >= 0.90 and probability\_value <= 0.95 then 'very likely'

when probability\_value >= 0.50 and probability\_value <= 0.89 then 'most likely'

when probability\_value < 0.50 then 'not likely'

end as deal\_forecast

, case

when probability\_value >= 0.5 then 'probable'

when probability\_value < 0.5 then 'not probable'

end as simple\_deal\_forecast

from analytics.company\_funnel\_snapshot\_deals\_prediction

where snapshot\_date >= '2020-01-01'

),

snapshot\_data as(

select distinct

company\_opportunity\_number

, associated\_osa\_number

, snapshot\_date

, close\_date as snapshot\_close\_date

, opportunity\_created\_date as snapshot\_created\_date

, account\_name

, account\_owner

, account\_type

, account\_manager

, opportunity\_name

, opportunity\_owner

, opportunity\_type

, stage

, stage\_sorted

, forecast\_category

, customer\_since

, sales\_territory

, vertical

, simple\_vertical

, business\_unit

, sum(sales\_usd) over(partition by company\_opportunity\_number, opportunity\_type, snapshot\_date, close\_date) as snapshot\_sales

from analytics.sfdc\_bookings

where snapshot\_date >= '2020-01-01'

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

order by 2

)

select

-- identifiers

p.company\_opportunity\_number

--dates

, p.snapshot\_date

, snapshot\_close\_date

, snapshot\_created\_date

, account\_name

, account\_owner

, account\_type

, account\_manager

, opportunity\_name

, opportunity\_owner

, opportunity\_type

, buying\_phase

, stage

, stage\_sorted

, customer\_since

, sales\_territory

, vertical

, simple\_vertical

, forecast\_category

, business\_unit

, p.snapshot\_simple\_stage

-- sales and forecast

, s.snapshot\_sales

, deal\_probability

, deal\_forecast

, simple\_deal\_forecast

from company\_predictions p

left join snapshot\_data s on (s.company\_opportunity\_number = p.company\_opportunity\_number and s.snapshot\_date = p.snapshot\_date)

order by p.company\_opportunity\_number, p.snapshot\_date

with no schema binding;