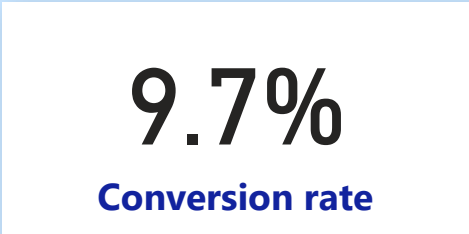


Lead Dashboard



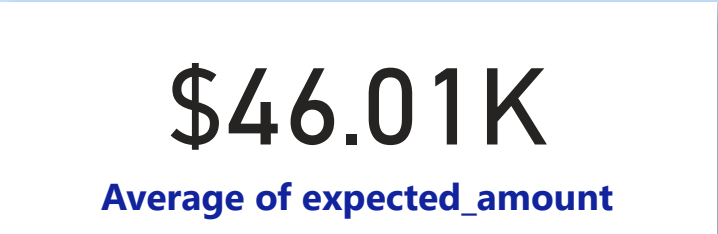
- Dynamic Parameter
- ☒ Total Leads
 - ☐ converted_leads
 - ☐ Converted opportunities
 - ☐ Converted Accounts



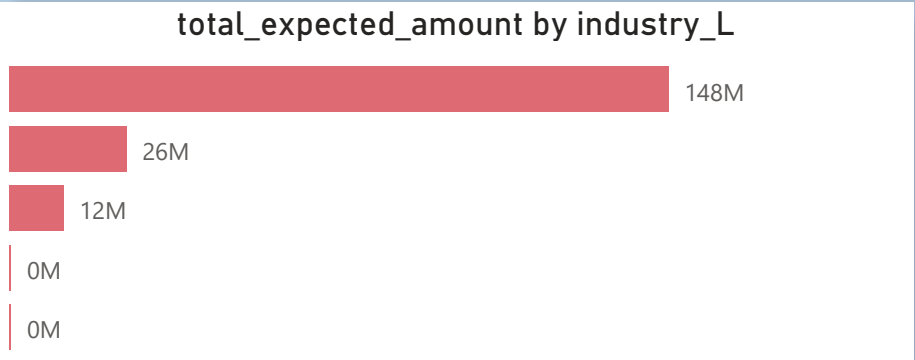
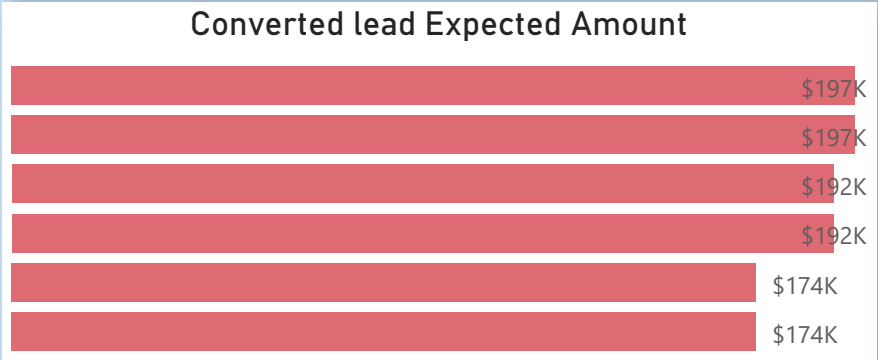
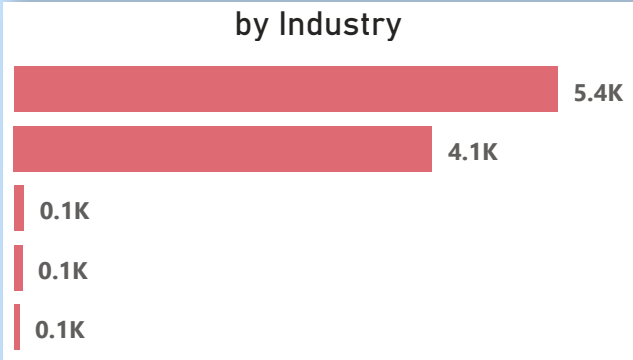
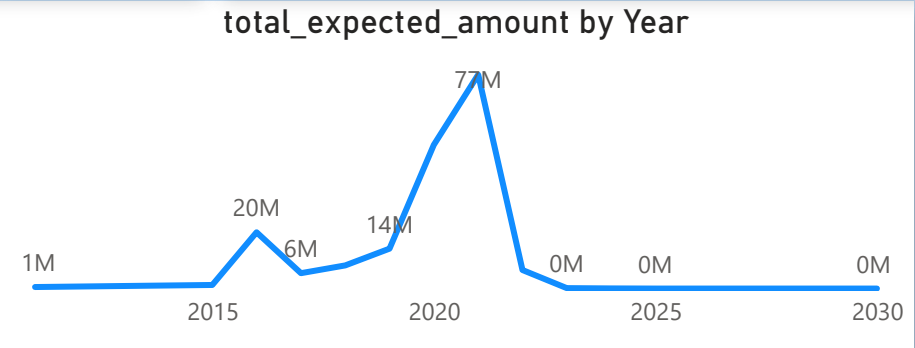
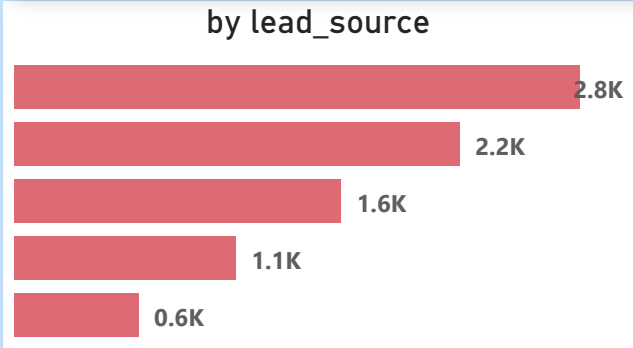
- Dynamic Rate
- ☒ Conversion rate
 - ☐ Close Won rate
 - ☐ Close Lost rate



- Expected amount
- ☒ total_expected_amount
 - ☐ expected_amount avera...
 - ☐ expected_amount runni...



- expected amount by industry
- ☒ total_expected_amount
 - ☐ expected_amount running total in i...
 - ☐ Average of expected_amount avera...



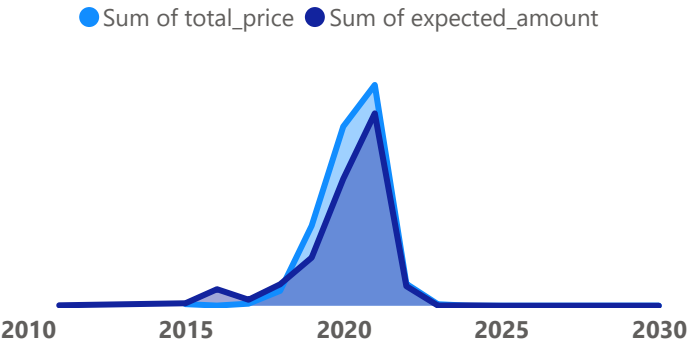
Opportunity Dashboard

\$534.39M

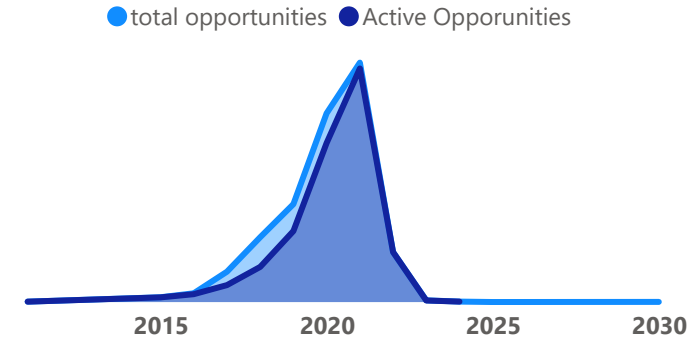
O Total Expected Amount

\$24,876,583 21.48%
Expected commit f... Expected commit fore...

Running Total Expected Vs Commit Forecast Amount over time



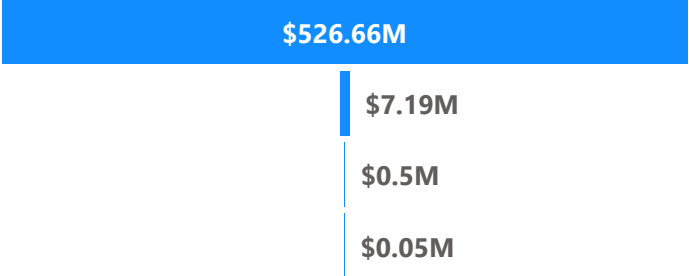
Running Total Active Opportunities Vs Total Opportunities over time



Expected Amount by Stage

- O Total Expected Amount
- Commit Expected Amount
- Closed won Expected Amount
- Closed Lost Expected Amount

Sum of expected_amount by Opportunity_type



3.6%

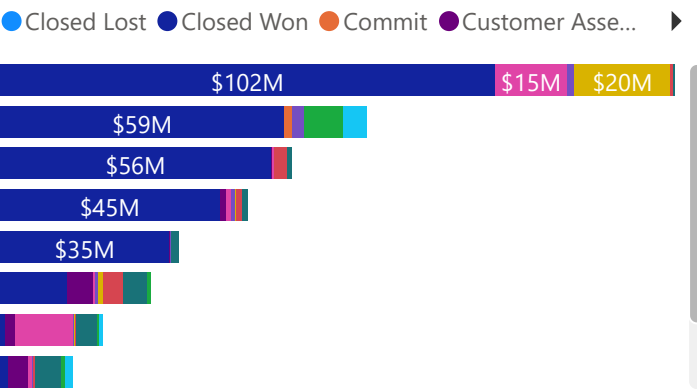
O conversion rate

- Parameter
- O conversion rate
 - O Win rate
 - O lost rate
 - O Active opportunity rate

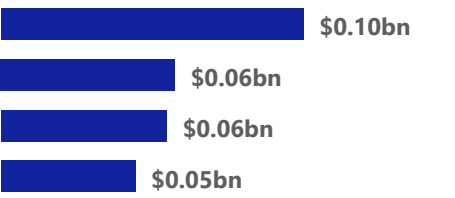
Closed Won Vs Total Opportunities over time



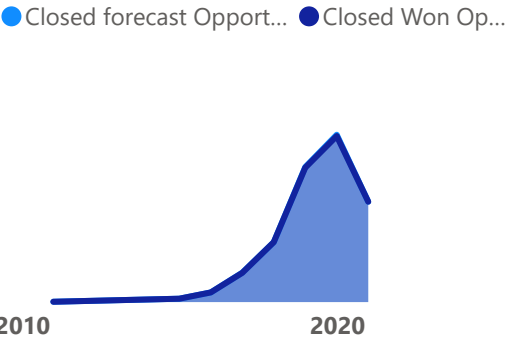
Expected Amount by Industry & Stage



Expected Amount by closed won



Closed Won Vs Total Closed Opportunities over time



Opportunities

