

# Visual Scope

## Entity Relationship Overview

```
erDiagram
    CLIENT ||--o{ PROJECT : hosts
    PROJECT ||--o{ PIPELINE DEAL : contains
    PIPELINE DEAL ||--o{ DEAL_MILESTONE : schedules
    DEAL_MILESTONE ||--o{ BILLING : invoices
    PIPELINE DEAL ||--o{ FORECAST_SNAPSHOT : records
    PIPELINE DEAL ||--o{ RISK_FLAG : flags
    USER ||--o{ PIPELINE DEAL : owns
    USER ||--o{ RISK_FLAG : manages

    CLIENT {
        uuid client_id
        string name
        string segment
        string region
        uuid account_owner_id
    }

    PROJECT {
        uuid project_id
        uuid client_id
        string name
        string type
        string status
        int complexity_score
    }

    PIPELINE DEAL {
        uuid deal_id
        uuid project_id
        string stage
        string status
        float probability
        decimal deal_value
        date expected_close_date
        date recognition_start_month
        date recognition_end_month
    }

    DEAL_MILESTONE {
        uuid milestone_id
        uuid deal_id
        int sequence_order
        date scheduled_date
        decimal amount
    }

    BILLING {
        uuid billing_id
        uuid milestone_id
        uuid deal_id
        date invoice_date
        decimal amount
        date collected_date
    }

    FORECAST_SNAPSHOT {
        uuid snapshot_id
        uuid deal_id
        date snapshot_date
        string scenario
        float probability
        decimal expected_amount
        date expected_month
    }

    RISK_FLAG {
        uuid flag_id
    }
```