

# 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
}
```