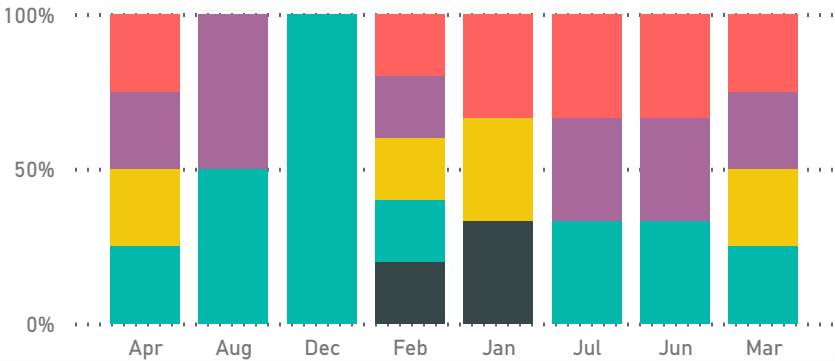


Opportunity Count	Total Revenue	Factored Revenue	Customers
486	\$2bn	\$461M	357

### Opportunity Count

BY MONTH, SALES STAGE

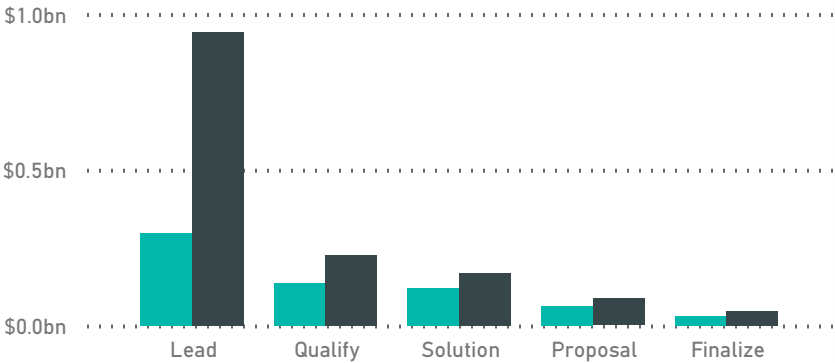
Sales Stage ●Finalize ●Lead ●Proposal ●Qualify ●Solution



### Revenue

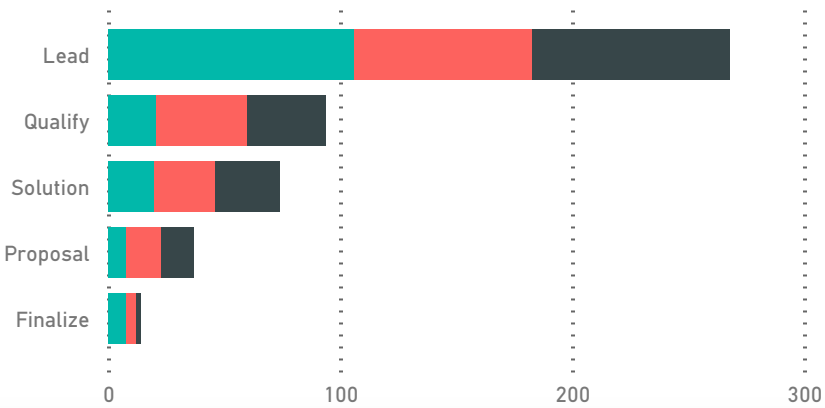
BY SALES STAGE, PARTNER DRIVEN

Partner Driven ●No ●Yes



### Factored Revenue

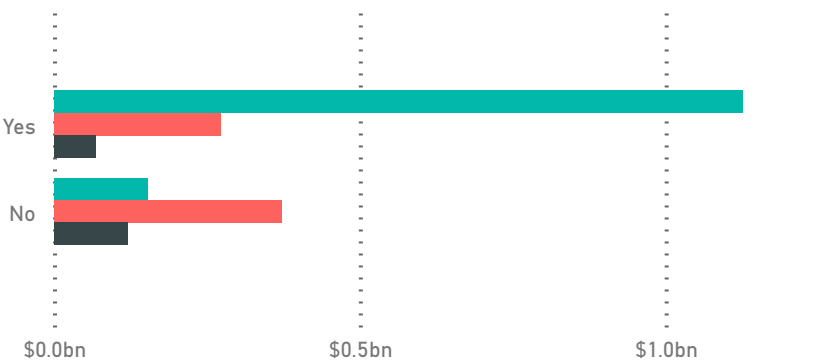
BY SALES STAGE, OPPORTUNITY SIZE



### Average Revenue

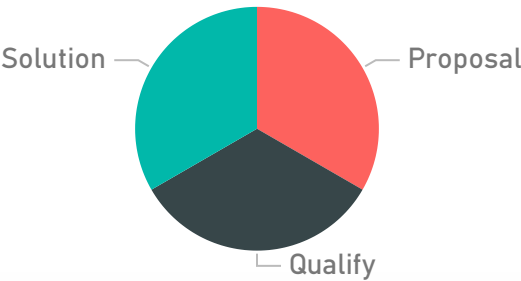
BY OPPORTUNITY SIZE, PARTNER DRIVEN

Opportunity Size ●Large ●Medium ●Small



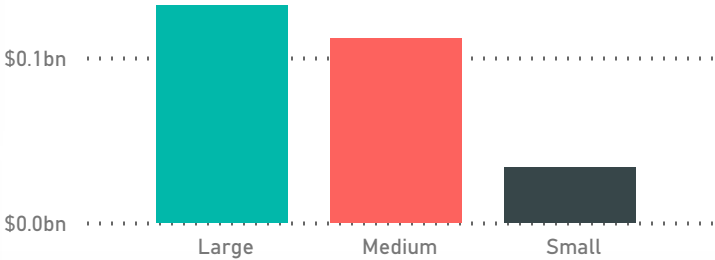
### Opportunity Count

BY SALES STAGES



### Factored Revenue

BY SALES STAGES



### Average Revenue

BY PARTNER DRIVEN, OPPORTUNITY SIZE

Opportunity Size ●Large ●Medium ●Small

