

Win Loss Conversion

1:5

Sales Win Loss Analysis Dashboard

Supplies Subgroup

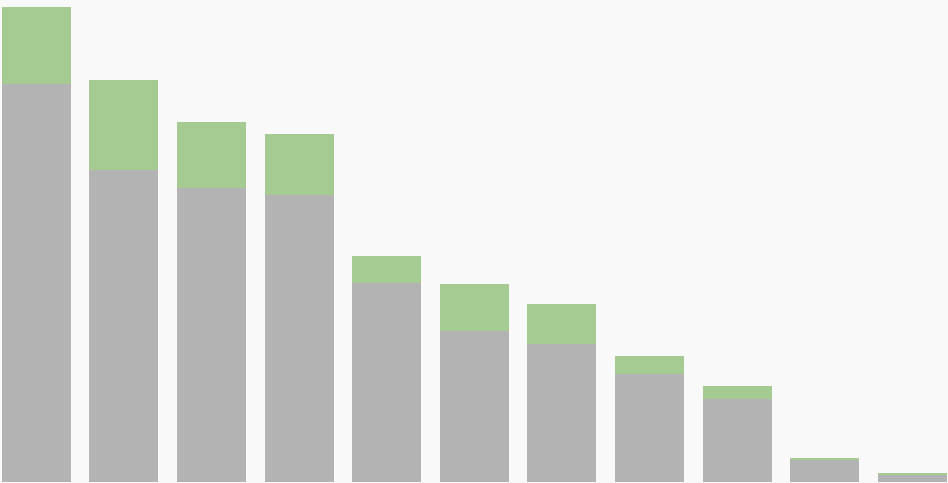
All

Amount USD Win Loss by Supplies Subgroup

Opportunity Result

Loss

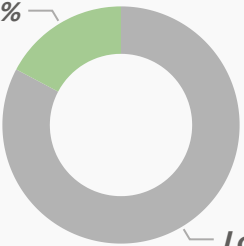
Won



Win/Loss By Competitors

Opportunity Amount by Opportunity Result

Won 17.23%



Opportunity Result

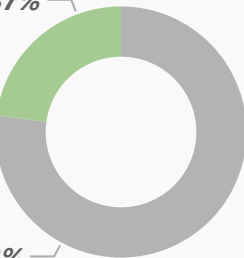
Loss

Won

Loss 82.77%

Opportunity Amount by Opportunity Result

Won 22.87%



Opportunity Result

Loss

Won

Loss 77.13%

Win/Loss By Competition

Opportunity Number	Region	Route To Market	Supplies Subgroup	Sum of Opp
1641984	Northwest	Fields Sales	Exterior Accessories	
1658010	Pacific	Reseller	Exterior Accessories	
1674737	Pacific	Reseller	Motorcycle Parts	
1675224	Midwest	Reseller	Shelters & RV	
1689785	Pacific	Reseller	Exterior Accessories	
1692390	Pacific	Reseller	Shelters & RV	
1724032	Southwest	Fields Sales	Car Electronics	
1935837	Pacific	Fields Sales	Garage & Car Care	
1952571	Pacific	Fields Sales	Exterior Accessories	
1999486	Northwest	Fields Sales	Batteries & Accessories	
2025525	Mid-Atlantic	Reseller	Exterior Accessories	
2052337	Pacific	Reseller	Exterior Accessories	
2059495	Northeast	Fields Sales	Shelters & RV	
2100568	Northwest	Fields Sales	Exterior Accessories	
2102811	Southeast	Reseller	Garage & Car Care	
2174236	Southeast	Reseller	Tires & Wheels	
2190367	Midwest	Fields Sales	Garage & Car Care	
2194122	Southeast	Reseller	Garage & Car Care	
2209885	Southeast	Fields Sales	Batteries & Accessories	
2217068	Midwest	Reseller	Performance Parts	
2223143	Pacific	Reseller	Exterior Accessories	
2224841	Southwest	Reseller	Garage & Car Care	
2228661	Midwest	Fields Sales	Batteries & Accessories	
2228983	Northwest	Fields Sales	Batteries & Accessories	
2263363	Midwest	Reseller	Towing & Hitches	
2277276	Pacific	Fields Sales	Garage & Car Care	
2279106	Northeast	Fields Sales	Garage & Car Care	
2280685	Northwest	Fields Sales	Shelters & RV	
2284303	Northwest	Fields Sales	Shelters & RV	
2289905	Pacific	Fields Sales	Shelters & RV	
2292996	Midwest	Reseller	Shelters & RV	
2296022	Midwest	Reseller	Exterior Accessories	
2309056	Northeast	Reseller	Motorcycle Parts	
2312080	Southeast	Reseller	Motorcycle Parts	
2312641	Mid-Atlantic	Fields Sales	Motorcycle Parts	
2315483	Midwest	Fields Sales	Motorcycle Parts	
2315706	Northwest	Reseller	Motorcycle Parts	
2315732	Midwest	Reseller	Motorcycle Parts	

Total

7bn

Sum of Opportunity Amount USD

1 bn

#gain deal amount

6bn

#Loss deal Amonut

5

#Loss ratio

1:5

#kpi ratio

1:5

#kpi ratio1