

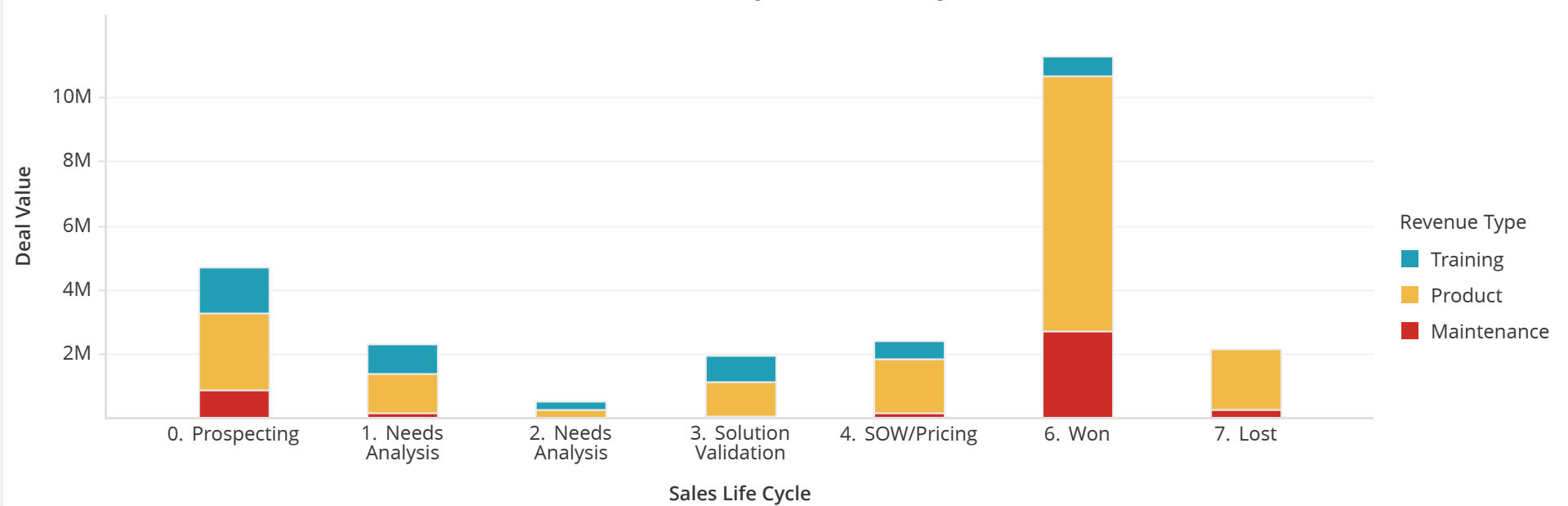
Total Won

Deal Value
\$11,275,500

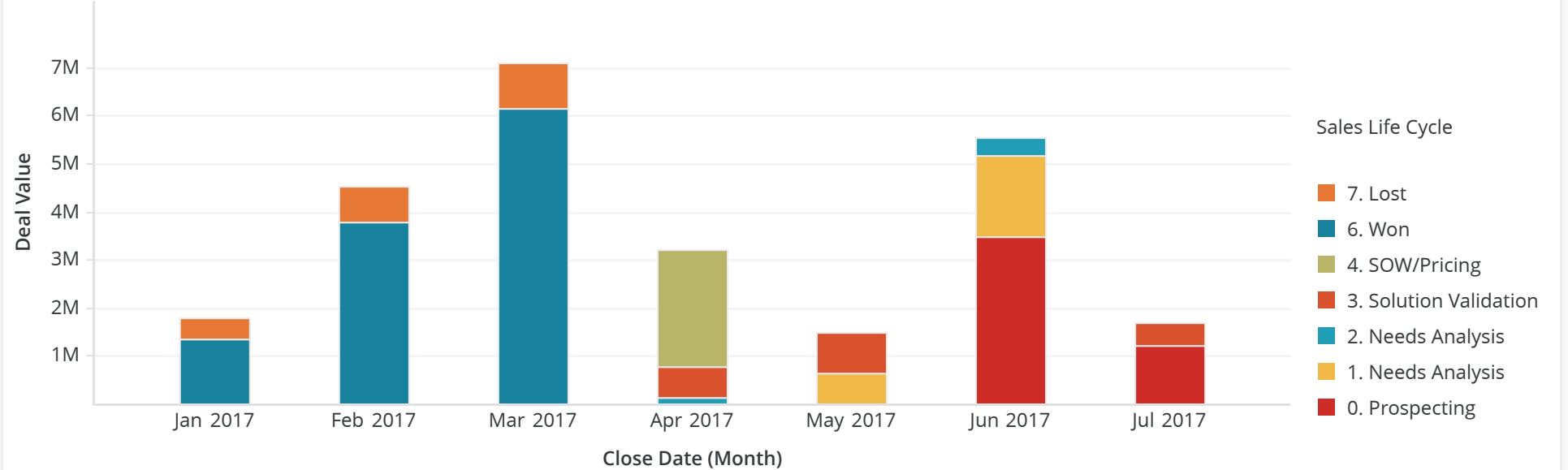
Total Lost

Deal Value
\$2,145,000

Deal Value by Sales Life Cycle



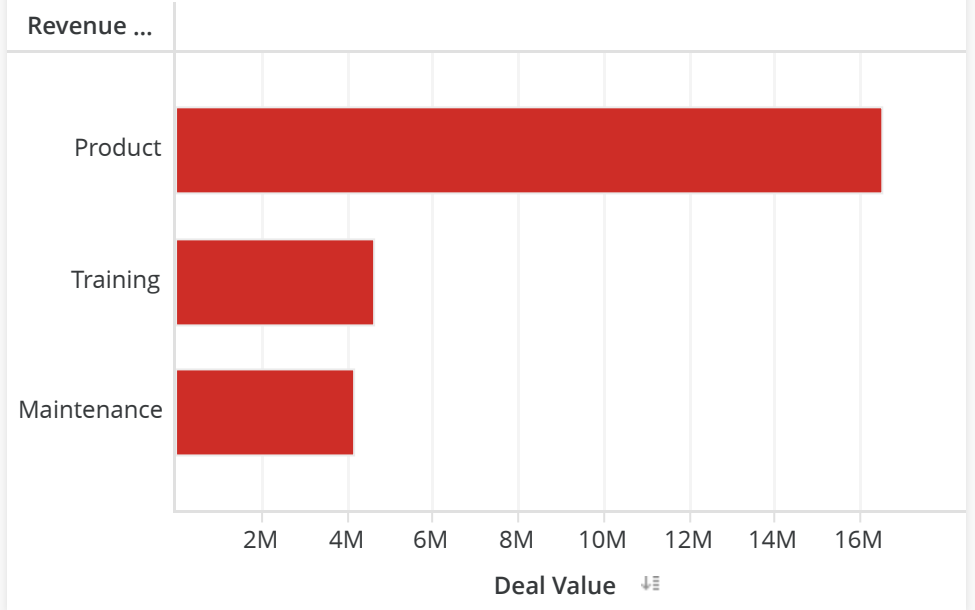
Sales Pipeline by Stage and Close Month

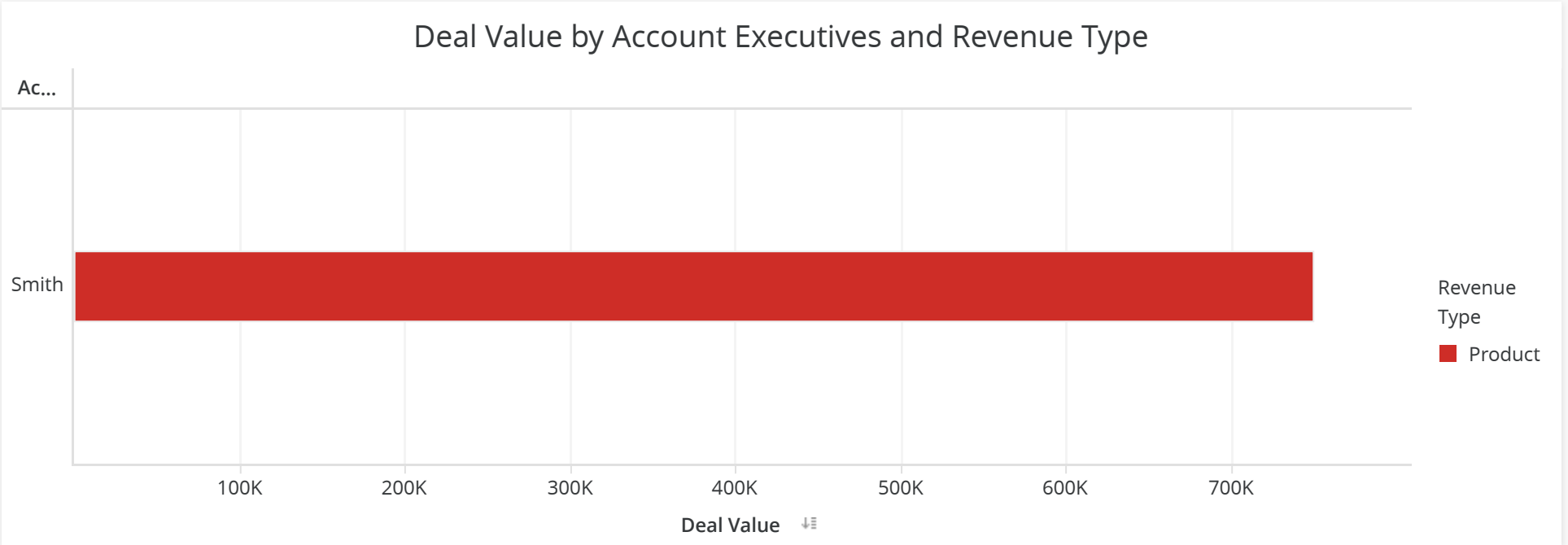


Pipeline Detail

Client Name	Close Date	Deal Value
Adirondack Matters	28-Apr-17	159,300
Aldo Crockett Group	29-Jun-17	885,000
Alparian Pharmaceuticals	28-Apr-17	531,000
	15-Jul-17	450,000
Asteria, Inc.	15-Feb-17	560,500
	28-Apr-17	210,000
Azkarza, Inc.	24-Jan-17	350,000
	23-Feb-17	625,000
	24-Apr-17	295,000
Big Bucks Bank	13-Jan-17	275,000

Pipeline Product Mix





Pipeline Details by Client			
Client Name	Description	Revenue Type	Deal Value
Adirondack Matters	Adirondack Matters-Finance	Product	135,000
	Adirondack Matters-Maintenance	Maintenance	24,300
Aldo Crockett Group	Aldo Crockett Group-HR Module	Product	750,000
	Aldo Crockett Group-Maintenance	Maintenance	135,000
Alparian Pharmaceuticals	Alparian Pharmaceuticals-Finance	Product	450,000
	Alparian Pharmaceuticals-Finance Maintenance	Maintenance	81,000
	Alparian Pharmaceuticals-Training	Training	450,000
Asteria, Inc.	Asteria, Inc.-Sales	Maintenance	475,000
	Asteria, Inc.-Software Maintenance	Product	85,500
	Asteria, Inc.-Training	Training	210,000