

\$

beData

Overview

Product

Account

Sales Team

Sales Agent

Trends

Revenue

\$10M

Estimate Revenue: 16M
Revenue Lost: 6M

Opportunity

8.8K

Won/Lost Stage: 7K
Average Days to Close: 47.99

Number of Account

85

Number of Country: 15
Number of Sector: 10

Sales Agent

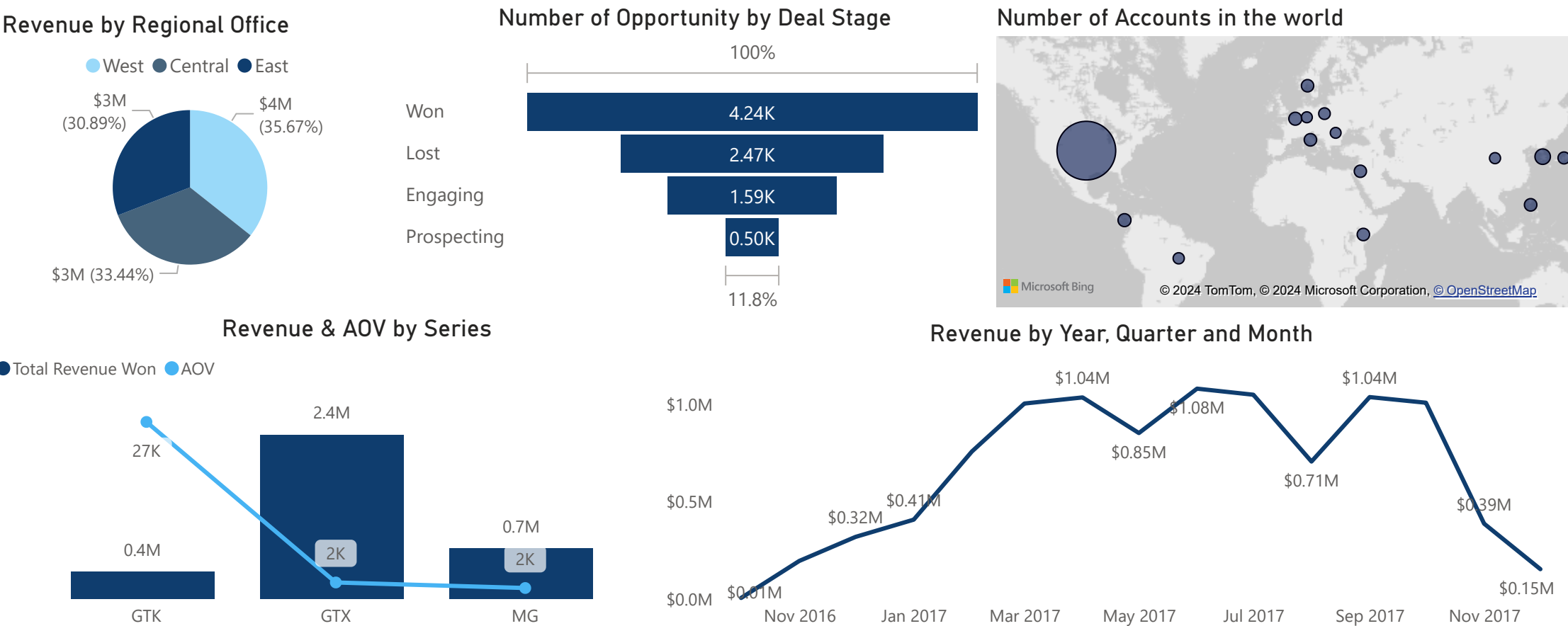
35

Manager: 6
Regional Office: 3

Product

7

Number of Series 3
Avg Sales Price: 6.02K



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Heading for the future

SALES DASHBOARD

Product ENTERPRISE FOR TECH - E4T

Engage Date

▼

All

Close Date

▼

All

Product

▼

All

Sector

▼

All

Regional Office

▼

All

| Product | Sales Price | Avg Days to Close | Success Rate | Revenue |
|----------------|-------------|-------------------|--------------|--------------|
| GTK 500 | 26768 | 53.72 | 60.00% | \$400,612 |
| GTX Basic | 550 | 49.91 | 63.72% | \$499,263 |
| GTX Plus Basic | 1096 | 49.41 | 62.13% | \$705,275 |
| GTX Plus Pro | 5482 | 46.08 | 64.30% | \$2,629,651 |
| GTX Pro | 4821 | 45.73 | 63.56% | \$3,510,578 |
| MG Advanced | 3393 | 47.12 | 60.33% | \$2,216,387 |
| MG Special | 55 | 48.43 | 64.84% | \$43,768 |
| Total | | 47.99 | 63.15% | \$10,005,534 |

Deal Status

●

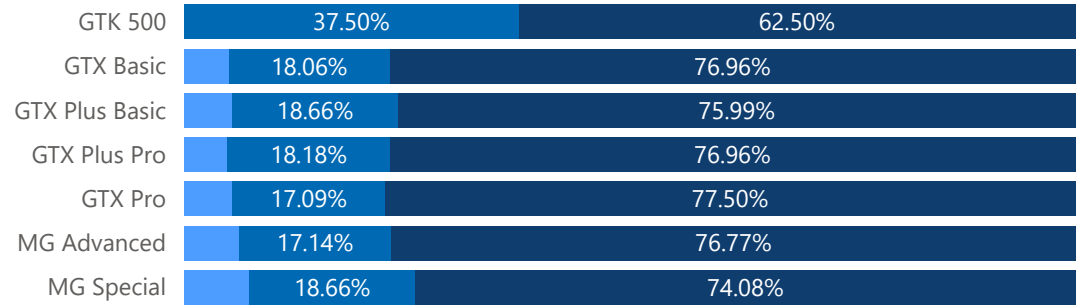
Prospecting

●

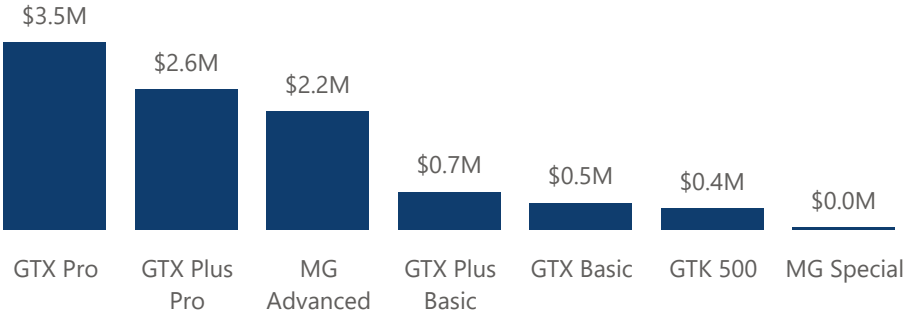
Engaging

●

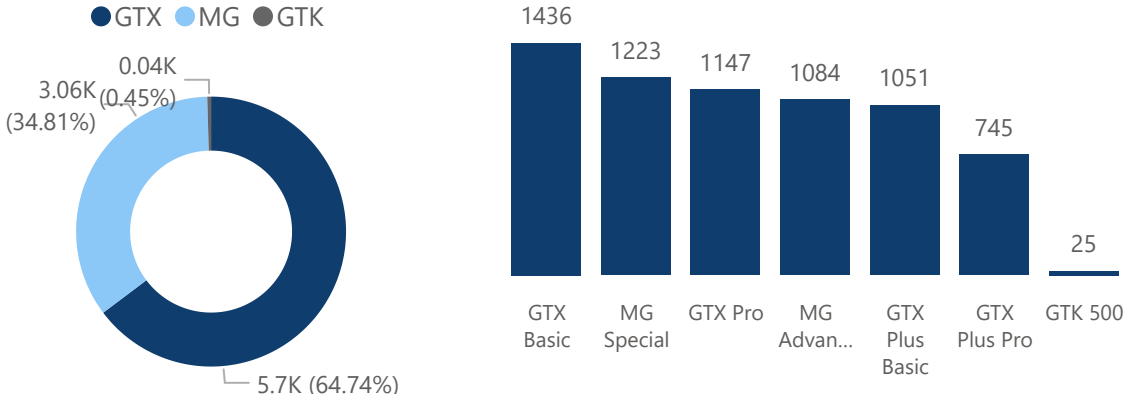
Won/Lost



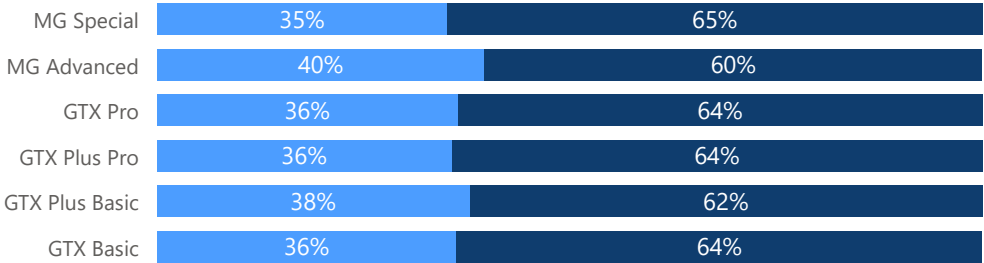
Revenue by Product



Number of Opportunity by Series Number of Opportunity by Product

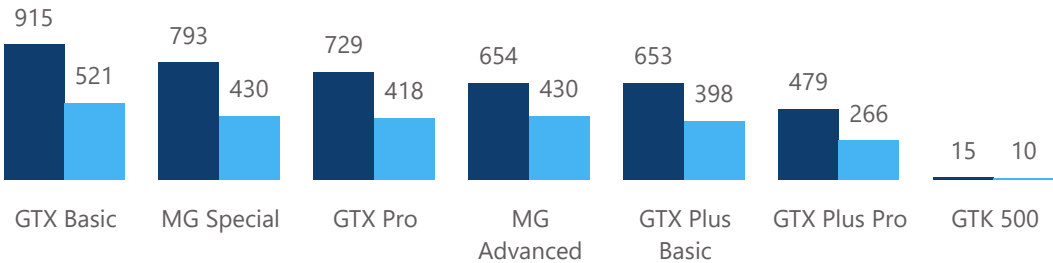


● Lost ● Won



Win and Lost by Product

● Win ● Lost



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Heading for the future

SALES DASHBOARD

Account ENTERPRISE FOR TECH - E4T

Engage Date

All

Close Date

All

Product

All

Sector

All

Regional ...

All

| Account | Revenue | Opportunity | Win | Lost | Avg Day to Close | Cluster |
|---------------------------|--------------|-------------|------|------|------------------|---------|
| Zumgoity | \$78,237 | 63 | 36 | 21 | 46.54 | 2.00 |
| Zotware | \$138,339 | 75 | 47 | 23 | 45.69 | 1.00 |
| Zoomit | \$76,684 | 58 | 33 | 13 | 67.04 | 2.00 |
| Zencorporation | \$86,690 | 58 | 33 | 15 | 44.40 | 2.00 |
| Zathunicon | \$55,616 | 59 | 34 | 18 | 54.25 | 2.00 |
| Yearin | \$75,424 | 62 | 36 | 20 | 49.20 | 2.00 |
| Y-Corporation | \$131,427 | 92 | 54 | 31 | 51.79 | 0.00 |
| Xx-Zobam | \$135,346 | 94 | 46 | 37 | 50.00 | 0.00 |
| Xx-Holding | \$169,357 | 87 | 48 | 31 | 43.77 | 1.00 |
| Warephase | \$170,046 | 106 | 70 | 31 | 52.06 | 0.00 |
| Vehement Capital Partners | \$111,533 | 66 | 34 | 23 | 49.86 | 2.00 |
| Umbrella Corporation | \$152,701 | 84 | 48 | 29 | 43.94 | 0.00 |
| Treequote | \$176,751 | 116 | 65 | 41 | 49.19 | 0.00 |
| Total | \$10,005,534 | 8800 | 4238 | 2473 | 47.99 | 1.44 |

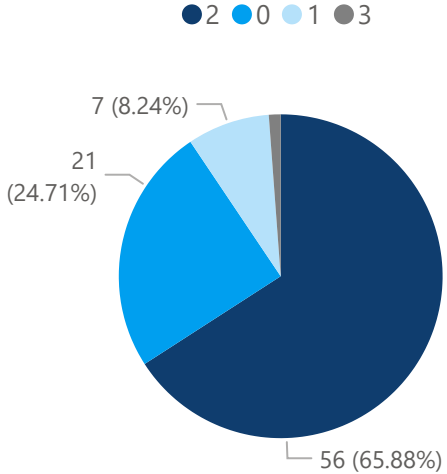
Top 10 Highest Revenue Account



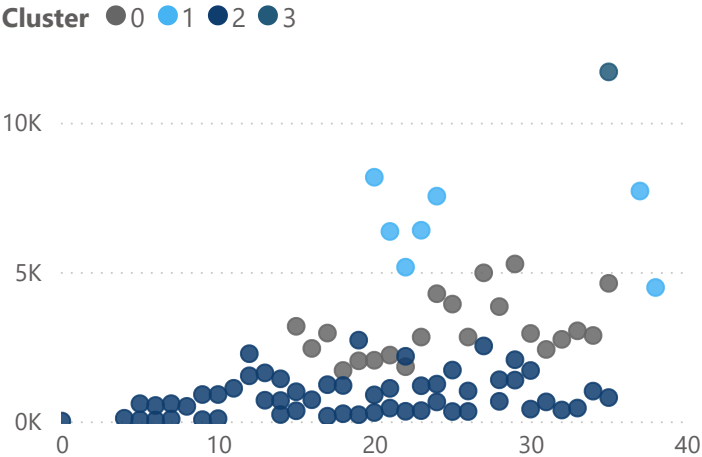
Top 10 Highest Lost Account



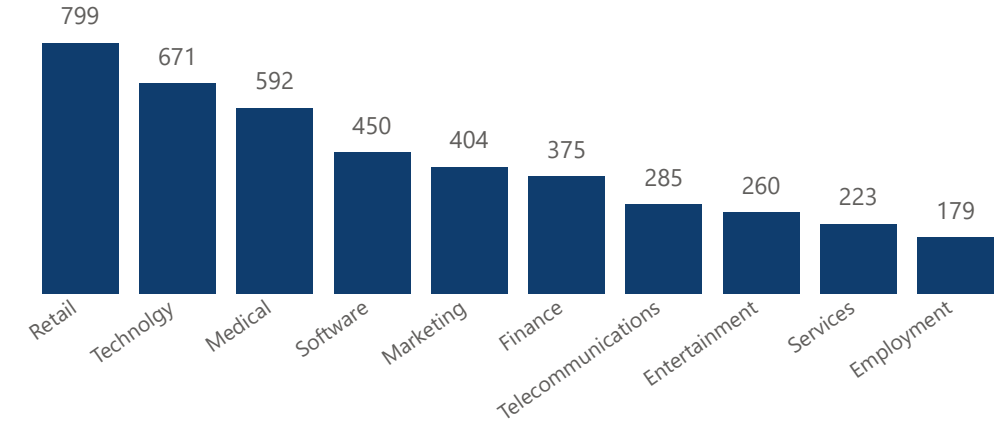
Number of Account by Cluster



Clustering by Account Age and Annual Revenue



Win Transaccsion by Sector



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Heading for the future

SALES DASHBOARD

Sales

ENTERPRISE FOR TECH - E4T

Engage Date

All

Close Date

All

Manager

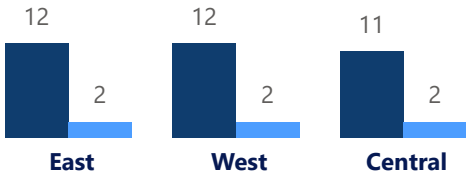
All

Regional Office

All

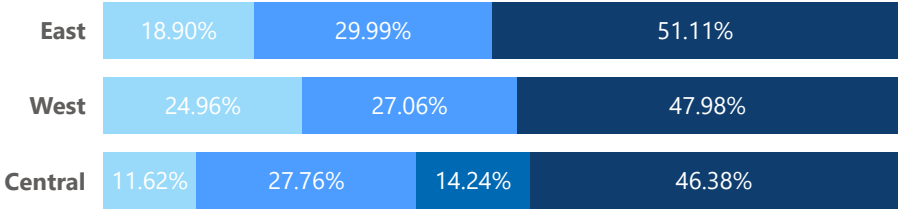
Number of Sales Agent and Number of Manager by Regional Office

● Number of Sales Agent ● Number of Manager



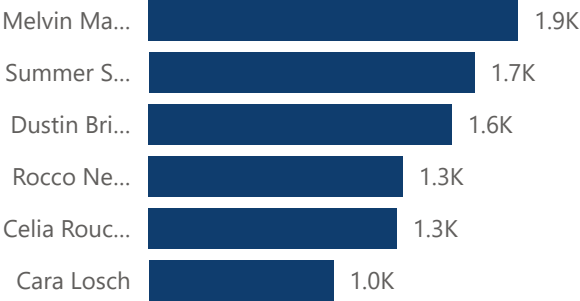
Total Opportunity by Regional Office and Deal Stage

Deal Stage ● Engaging ● Lost ● Prospecting ● Won

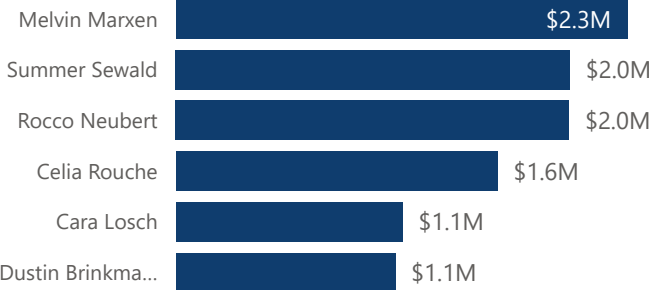


| Product | Central | East | West |
|----------------|---------|------|------|
| GTK 500 | 2 | 1 | 37 |
| GTX Basic | 693 | 418 | 755 |
| GTX Plus Basic | 539 | 388 | 456 |
| GTX Plus Pro | 346 | 303 | 319 |
| GTX Pro | 528 | 473 | 479 |
| MG Advanced | 579 | 391 | 442 |
| MG Special | 825 | 317 | 509 |
| Total | 3512 | 2291 | 2997 |

Number of Opportunity by Manager

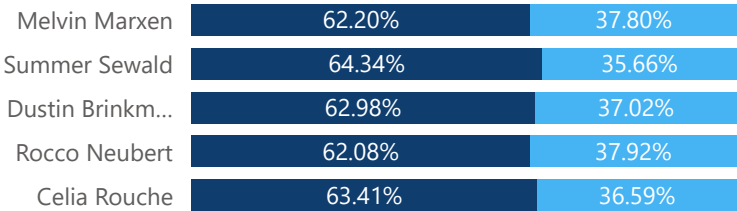


Revenue by Manager

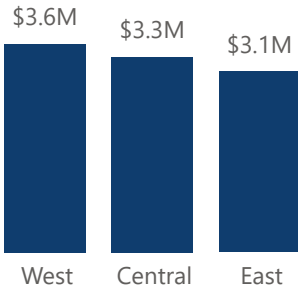


WinOrders and LostOrders by Manager

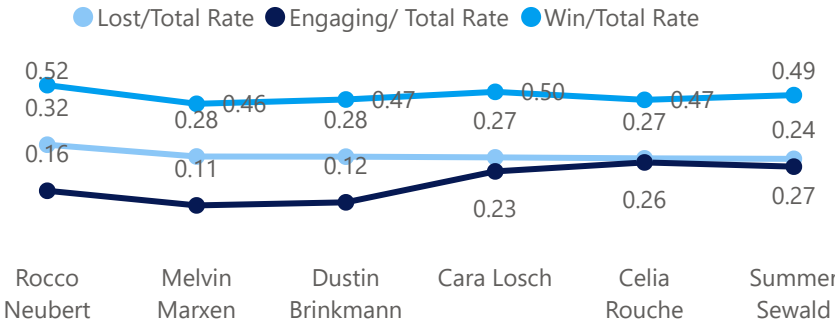
● WinOrders ● LostOrders



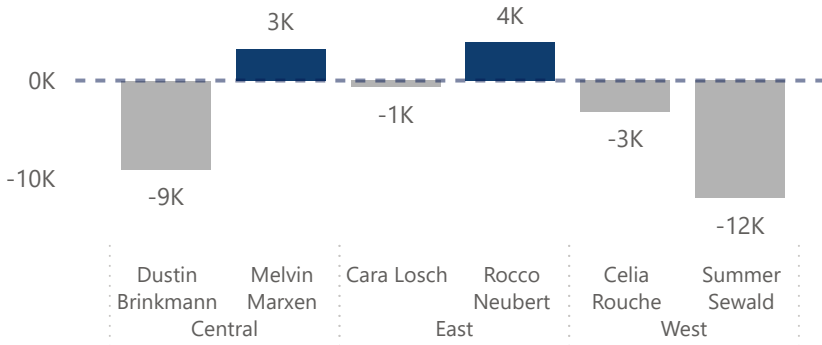
Revenue by Regional Office



Lost/Total Rate, Engaging/ Total Rate and Win/Total Rate by Manager



Price Difference by Regional Office and Manager



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Heading for the future

SALES DASHBOARD

Sales Agent ENTERPRISE FOR TECH - E4T

Engage Date

All

Close Date

All

Manager

All

Product

All

Regional Office

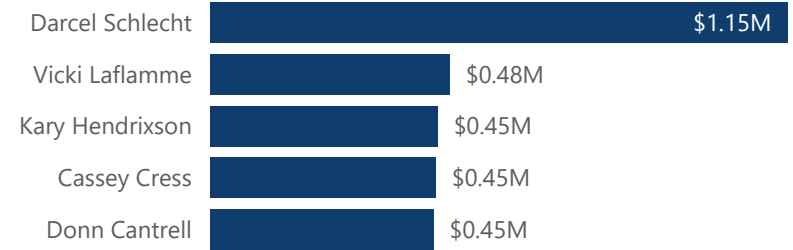
All



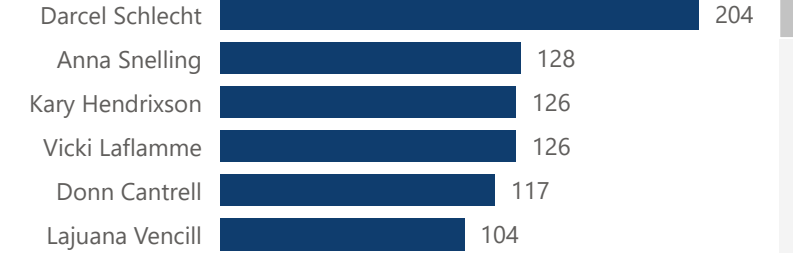
Manager: 6
Regional Office: 3

| Sales Agent | Manager | Opportunity | Win Rate | Lost Rate | Engaging Rate | Prospecting Rate | Avg Days to Close | Revenue |
|-----------------|---------------|-------------|----------|-----------|---------------|------------------|-------------------|--------------|
| Darcel Schlecht | Melvin Marxen | 747 | 0.47 | 0.27 | 0.11 | 0.15 | 45.84 | \$1,153,214 |
| Vicki Laflamme | Celia Rouche | 451 | 0.49 | 0.28 | 0.23 | | 46.56 | \$478,396 |
| Kary Hendrixson | Summer Sewald | 438 | 0.48 | 0.29 | 0.24 | | 49.85 | \$454,298 |
| Cassey Cress | Rocco Neubert | 346 | 0.47 | 0.28 | 0.25 | | 45.96 | \$450,489 |
| Donn Cantrell | Rocco Neubert | 275 | 0.57 | 0.43 | | | 48.93 | \$445,860 |
| Reed Clapper | Rocco Neubert | 237 | 0.65 | 0.35 | | | 44.57 | \$438,336 |
| Zane Levy | Summer Sewald | 349 | 0.46 | 0.29 | 0.25 | | 44.41 | \$430,068 |
| Total | | 8800 | 0.48 | 0.28 | 0.18 | 0.06 | 47.99 | \$10,005,534 |

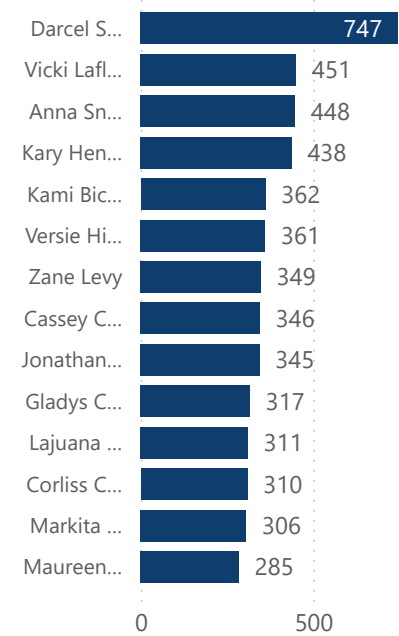
Top 5 Highest Revenue Agents



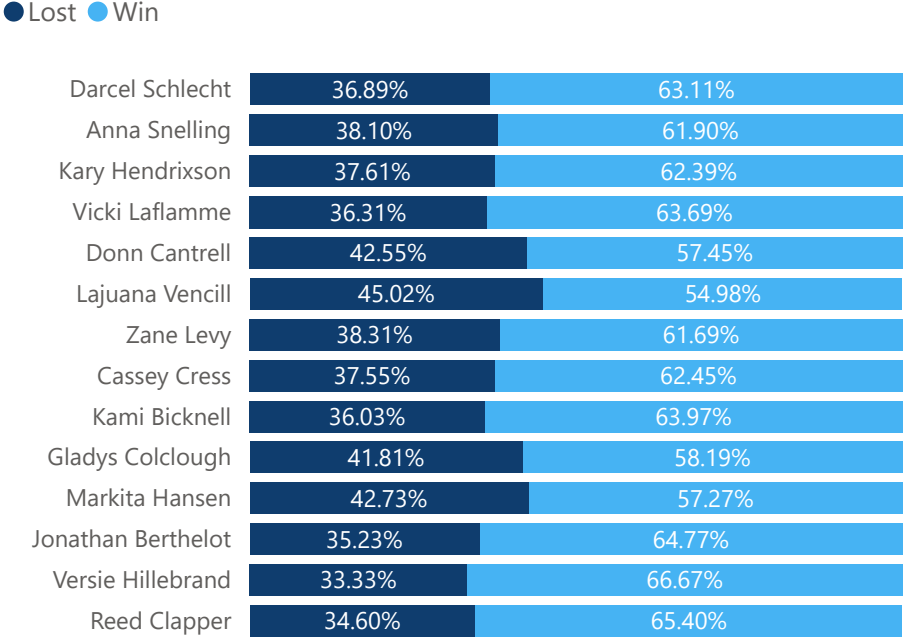
Top 5 Highest Lost Agents



Opportunity by Sales Agent



Lost and Win by Sales Agent



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Sales Agent

Trends



Heading for the future

SALES DASHBOARD

ENTERPRISE FOR TECH - E4T

Engage Date

▼

Close Date

▼

Product

▼

Regional Office

▼

All

▼

All

▼

All

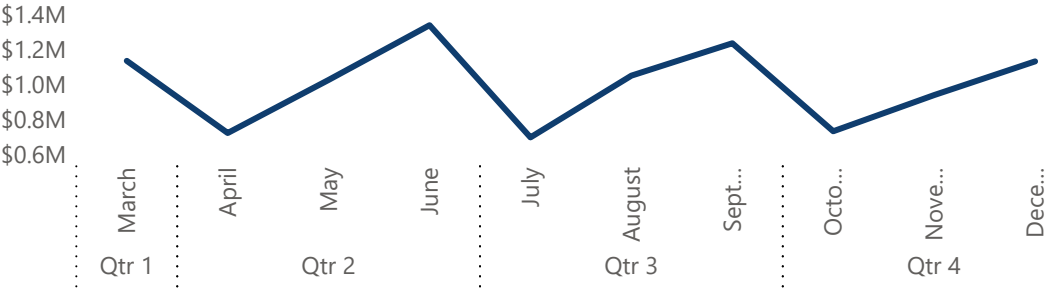
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All

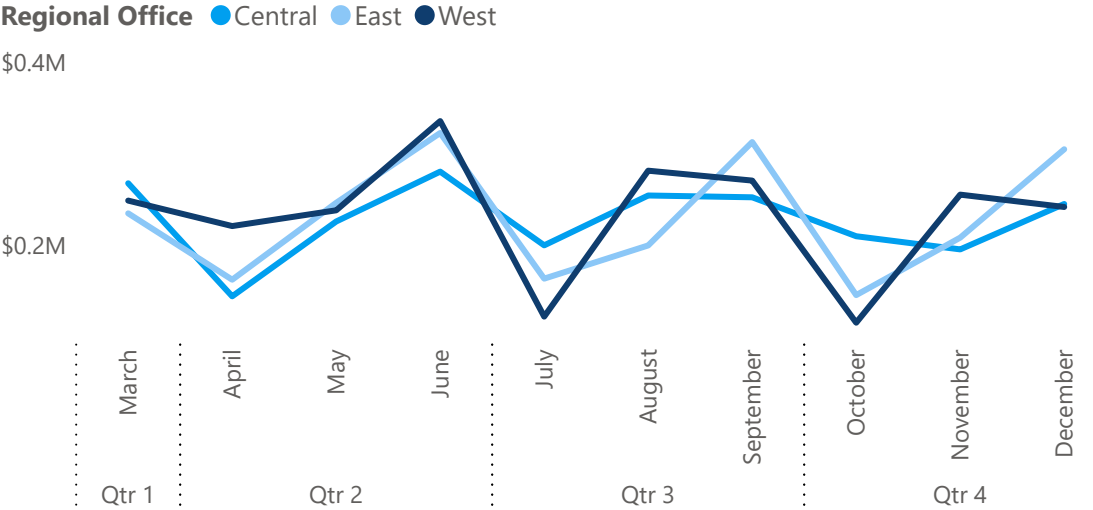
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Trends

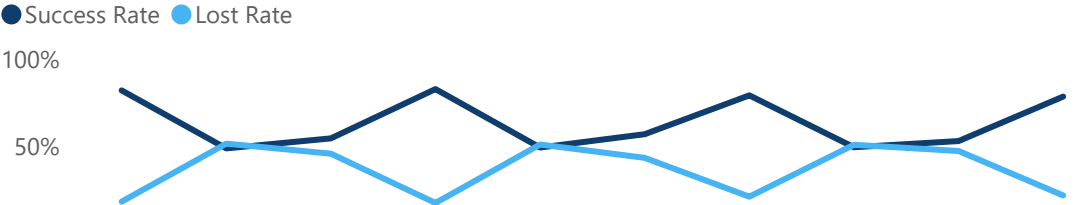
Revenue by Quarter and Month



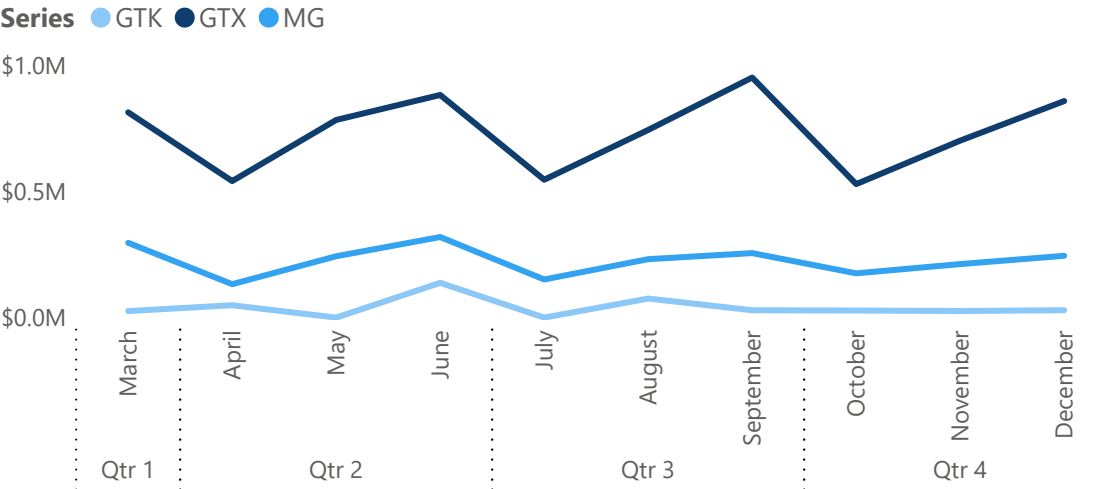
Revenue by Quarter, Month and Regional Office



Success Rate and Lost Rate by Quarter and Month



Revenue by Quarter, Month and Series



Opportunity by Quarter, Month and Deal Stage

