

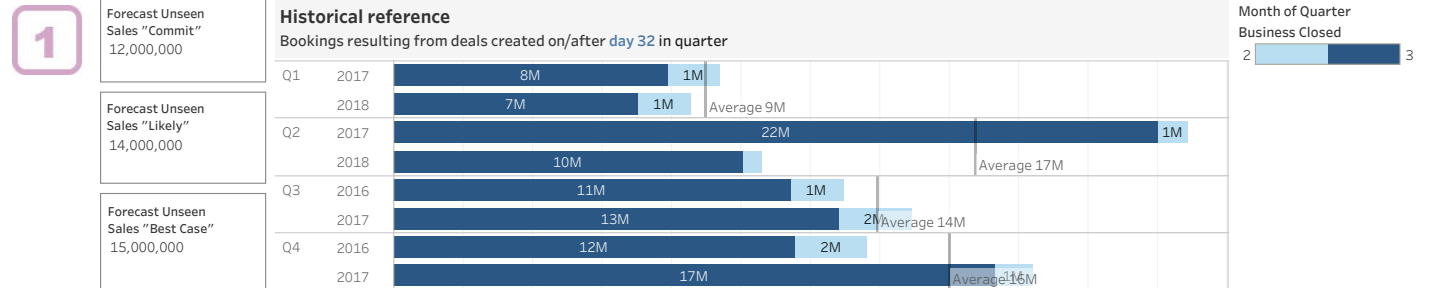
Quarterly Sales Forecast As Of 8/1/2018



Current State of the Business

Filter by region		Mutual Intere..	Discover	Validate	Decide	Select	Commit	Total Open	Closed Won
All	Amount	\$3,875K	\$1,587K	\$11,611K	\$29,076K	\$1,578K	\$25,046K	\$72,773K	\$215,041K
Filter by sub region	Expected Value	\$1,144K	\$446K	\$40,533K	\$66,799K	\$5,706K	\$907,238K	\$1,021,866K	\$75,708,239K
All	Number of Transacti..	19	6	87	155	6	44	316	470

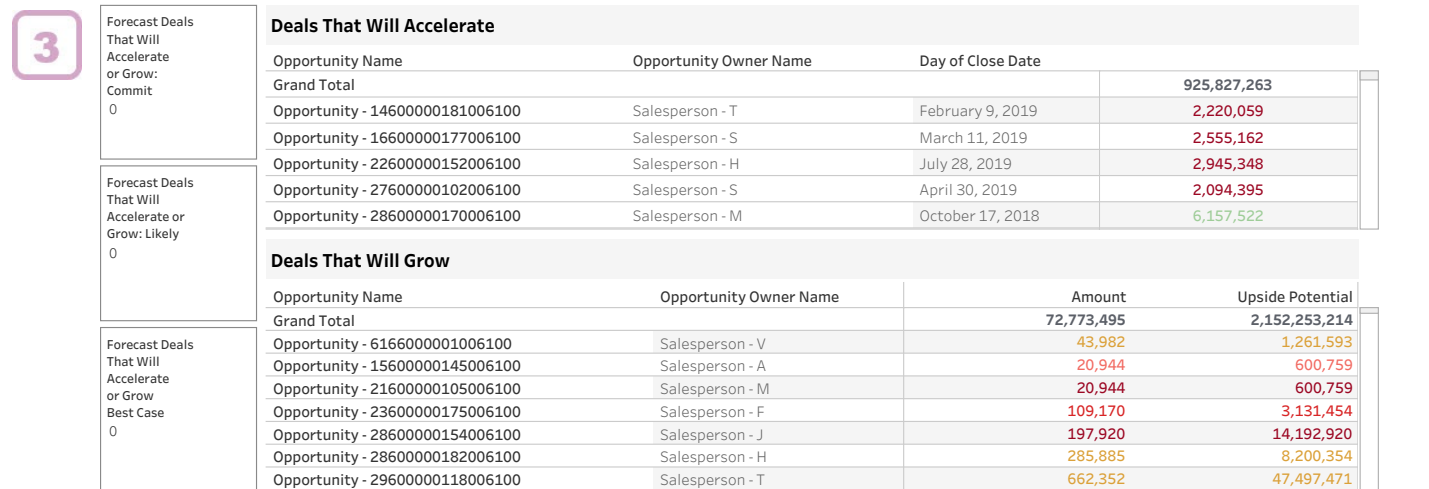
Step 1: Forecast Business Not Yet Discovered Based on Prior Quarter Results



Step 2: Forecast Existing Transactional and Non-Transactional Pipeline



Step 3: Forecast Deals That Will Accelerate or Grow



Step 4: Compare Forecast to Quota

