

# Executive Summary

**\$10.01M**

Total\_Revenue

**7375**

Total\_Deals

**57.46%**

Win\_Rate

**\$2.36K**

Avg\_Deal\_Size

sector

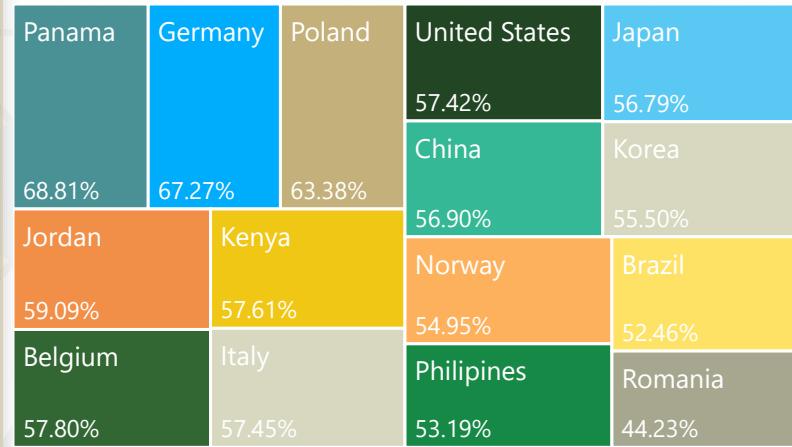
Select all

employment

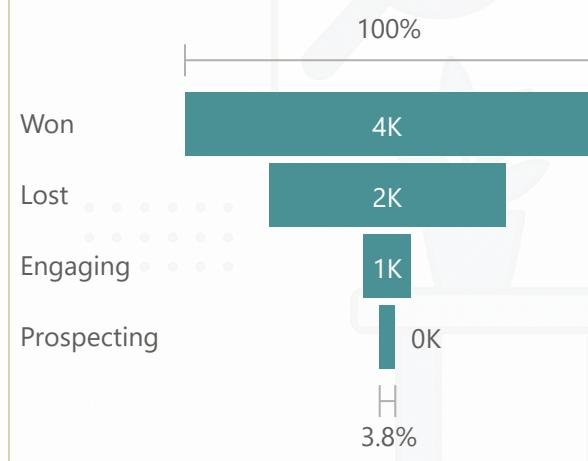
Revenue Trend



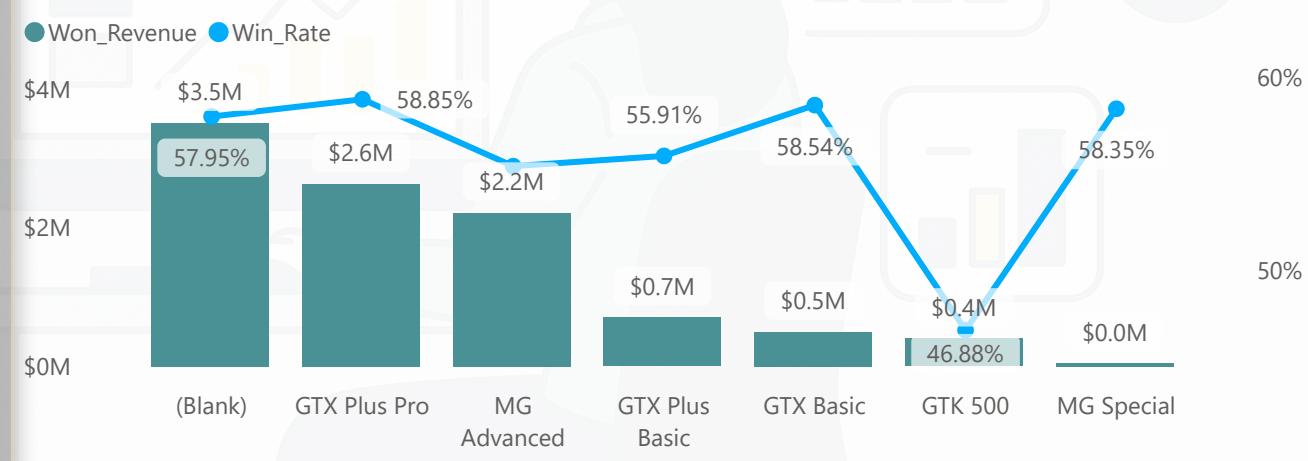
Geographic Revenue Map



Sales Pipeline



Top Performing Products



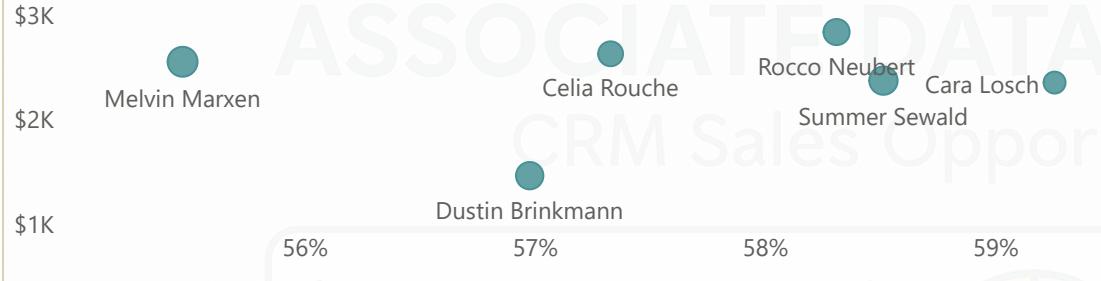
High-level KPI overview for executives



Sales Team Performance

# Sales Team Performance

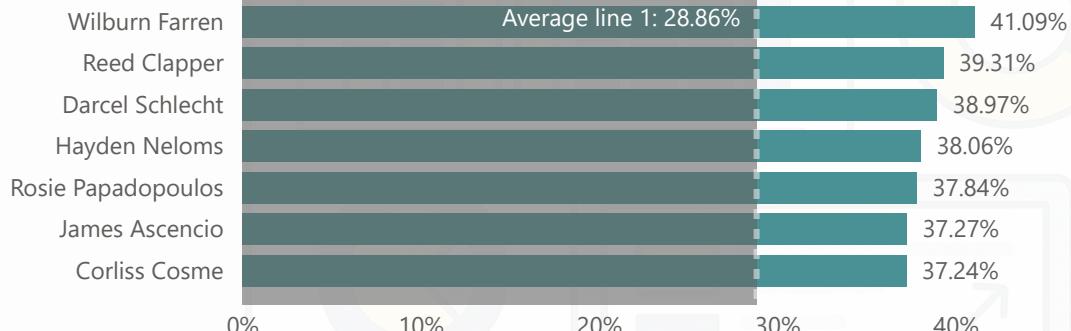
## Team Performance Matrix



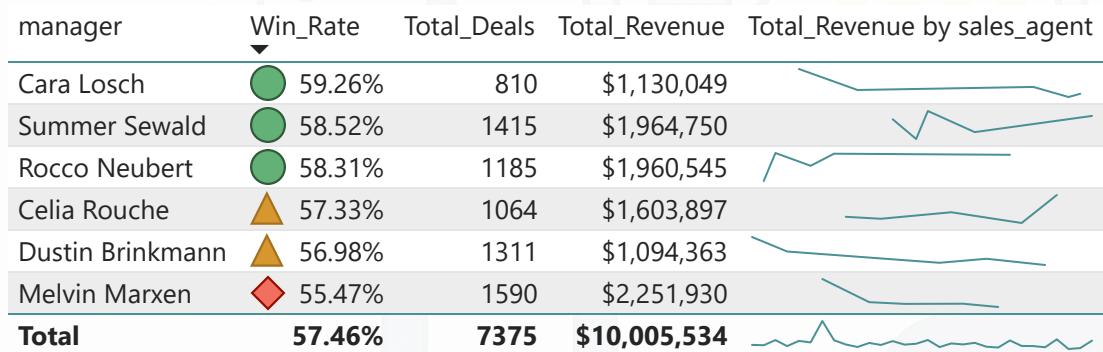
## Agent Activity



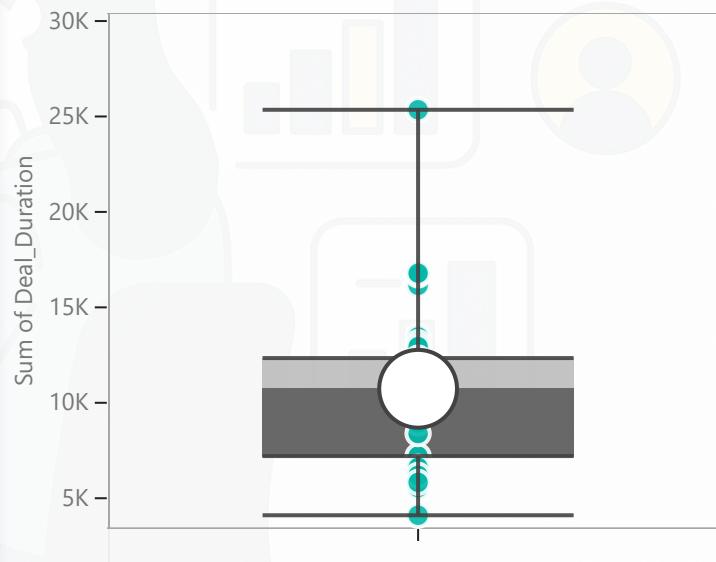
## Agent Performance Ranking



## Manager Comparison



## Sales Cycle Analysis



Executive Summary

Team and individual agent analysis



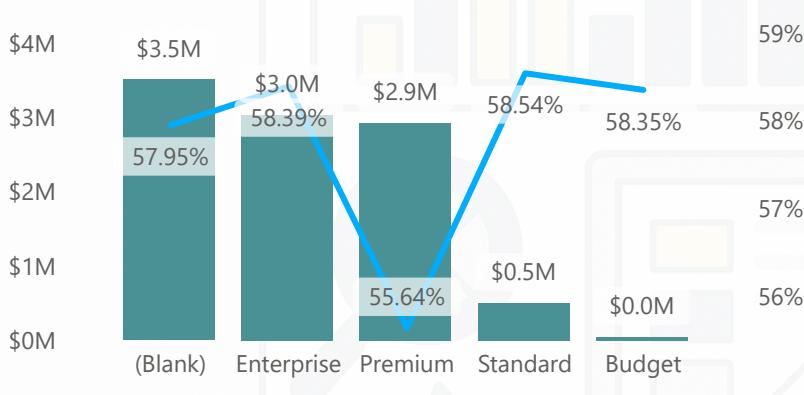
Product & Market Analysis

# Product & Market Analysis

## Product Series Comparison

series	Price_Tier	GTK		GTX		MG		Total		
		Total_Revenue	Win_Rate	Total_Revenue	Win_Rate	Total_Revenue	Win_Rate	Total_Revenue	Win_Rate	
Budget	\$3,510,578	57.95%						\$3,510,578	57.95%	
Enterprise			\$400,612	46.88%	\$2,629,651	58.85%		\$43,768	58.35%	
Premium					\$705,275	55.91%	\$2,216,387	55.38%	\$3,030,263	58.39%
Standard					\$499,263	58.54%			\$2,921,662	55.64%
<b>Total</b>	<b>\$3,510,578</b>	<b>57.95%</b>	<b>\$400,612</b>	<b>46.88%</b>	<b>\$3,834,189</b>	<b>57.74%</b>	<b>\$2,260,155</b>	<b>56.97%</b>	<b>\$10,005,534</b>	<b>57.46%</b>

## Price vs Performance Scatter



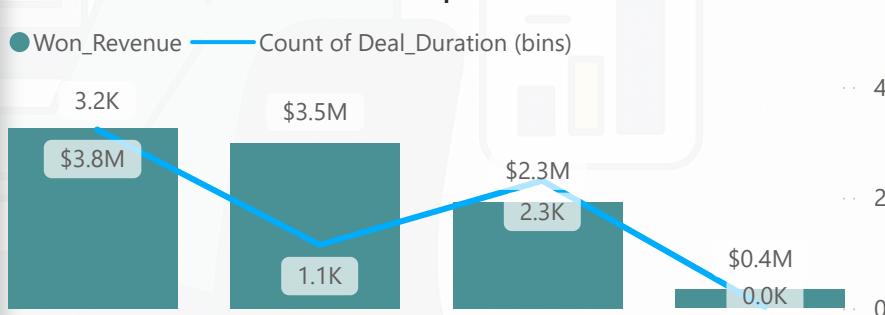
## Market Segment Analysis



## Product Performance Grid

Quarter	Win_Rate	Won_Revenue	Won_Revenue_PreQtr	QoQ_Growth
<b>Q1</b>	<b>63.24%</b>	<b>\$2,170,446</b>	<b>\$523,531</b>	<b>31</b>
GTK 500	62.45%	\$680,331	\$162,389	3
GTX Basic	37.50%	\$85,193	\$25,897	2
GTX Plus Basic	61.70%	\$111,147	\$33,192	2
<b>Total</b>	<b>57.46%</b>	<b>\$10,005,534</b>	<b>\$41,967</b>	<b>2</b>

## Product Adoption Timeline

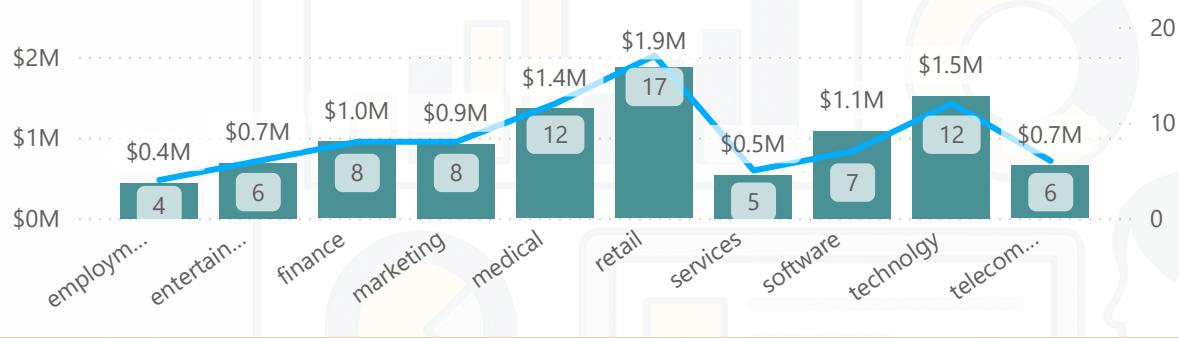


# Customer & Account Intelligence

## Account Segmentation Matrix

Company_Size	Established	Fortune 500	Growth	Startup	Total
Enterprise		\$4,205,222			\$4,205,222
Large	\$317,973	\$2,072,242			\$2,390,215
Medium	\$1,088,104	\$470,540	\$853,515		\$2,412,159
Small			\$352,247	\$645,691	\$997,938
<b>Total</b>	<b>\$1,406,077</b>	<b>\$6,748,004</b>	<b>\$1,205,762</b>	<b>\$645,691</b>	<b>\$10,005,534</b>

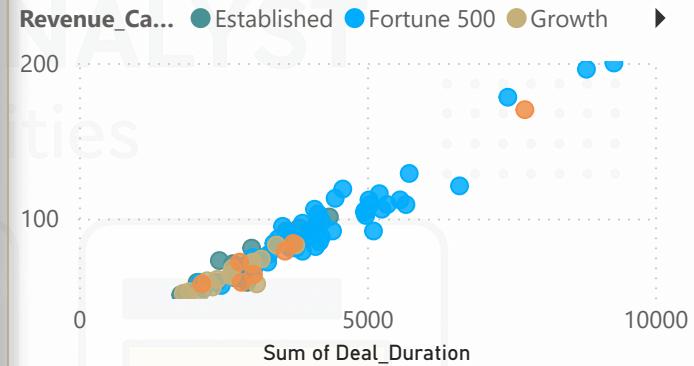
## Industry Performance



## Top Accounts

account	Total_Revenue	Total_Revenue by Deal_Duration (bins)
Kan-code	\$341,455	
Konex	\$269,245	
Condax	\$206,410	
Cheers	\$198,020	
Hottechi	\$194,957	
Goodsilron	\$182,522	
Treequote	\$176,751	
Warephase	\$170,046	
Xx-holding	\$169,357	
<b>Total</b>	<b>\$10,005,534</b>	

## Customer Lifetime Value



## Account Risk Assessment

account	Count of Deal_Duration	Win_Rate
Rangreen	61	68.81%
Goodsilron	46	68.42%
Gekko & Co	53	68.18%
Newex	39	67.27%
Warephase	64	66.04%
Stanredtax	53	65.09%
J-Texon	47	64.94%
Gogozoom	47	64.56%
Singletechno	65	64.29%
Finjob	55	64.04%
Domzoom	44	63.86%
Scotfind	58	63.81%
Sunnamplex	37	63.38%
Zotware	46	62.67%
<b>Total</b>	<b>139</b>	<b>57.46%</b>



Product & Market Analysis

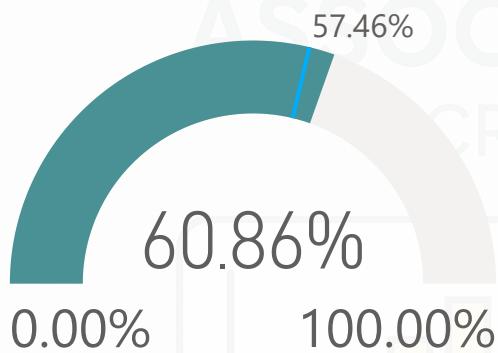


Account analysis and customer insights

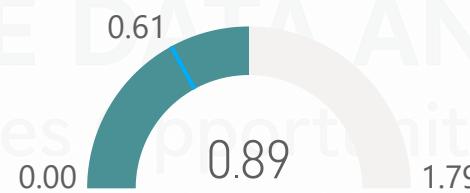
Operational Analytics

# Operational Analytics

## Pipeline Health Scorecard



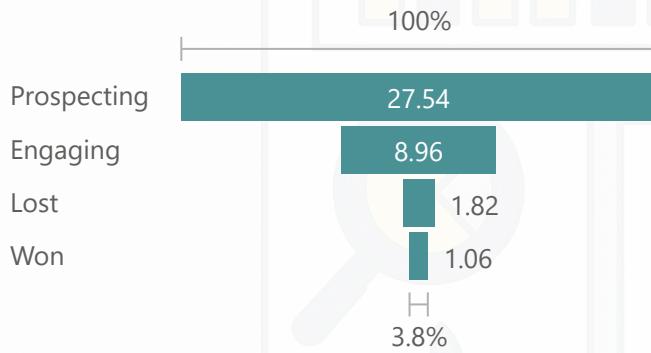
## Conversion\_Rate and Pipeline\_Health



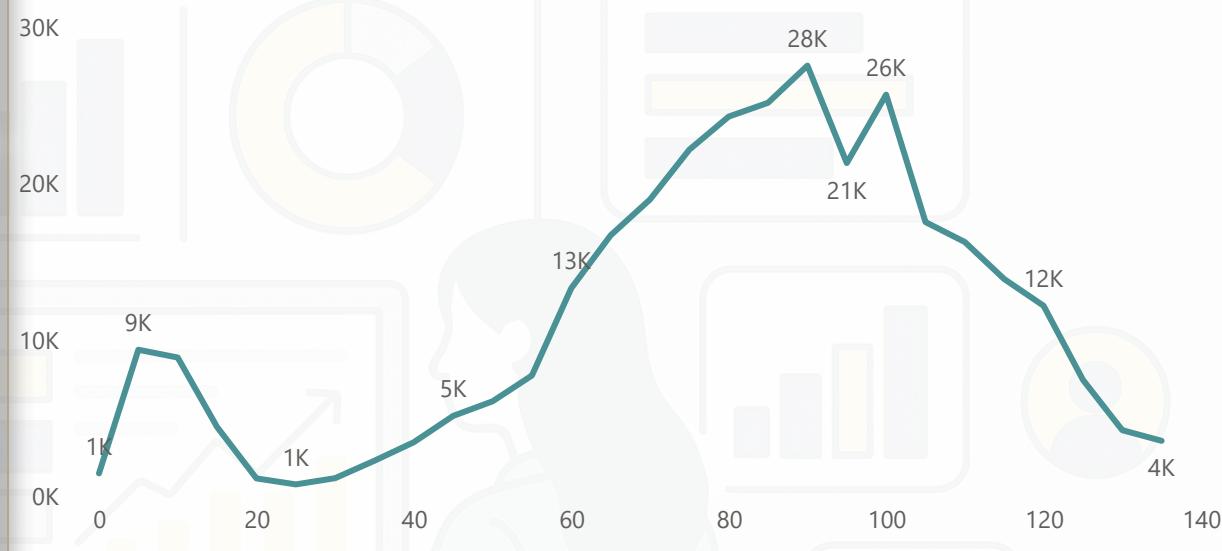
Engage\_Qarter

Select all	Q1 2017	Q3 2017
Q	Q2 2017	Q4 2016

## Stage progression analysis



## Deal Duration Analysis



## Sales Forecast

● Increase ● Decrease ● Total

