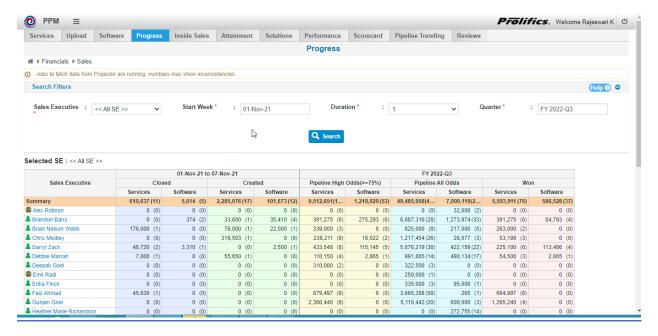
Progress:



Filters:

- Sales Executive: In Sales Executive filter there are three types.
 - All SE: It shows combination of Active and Inactive Sales Executives.
 - o Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select one or multiple sales executives
- **Start Week & Duration:** Default first week on month is selected and in duration field, selecting count of week's data will display.
- Quarters: In quarter's field can select number of quarters that quarter's data should show.

Services/Software:

- **Closed:** Closed won opportunities amount taken from Salesforce based on Opportunities closed date between the selected duration.
- **Created:** Created opportunities amount taken from Salesforce based on Opportunities Created date between the selected duration.

Pipeline High Odds (>=75%) (Services/Software): Closing opportunities amount in between 75-100% probability based on Opportunities Closed date.

Pipeline All Odds (Services/Software): Closing opportunities amount in between 1-100% probability based on Opportunities Closed date.

Closed Won (Services/Software): Closed won opportunities amount taken from Salesforce based on Opportunities Closed date.

Sales Executive Summary: when you click on sales executive below table will open



 In above table will show opportunity, opportunity type and opportunity belongs to which customer and their country and opportunities closed date, Amount and Probability %.

Note: Stages we are considering

- Closing
- Closed Won
- Conditional Agreement
- Draft proposal delivered
- Sow proposal delivered
- Qualified
- Validated