Progress:

Filters:

- **Sales Executive:** In Sales Executive filter there are three types.
  - All SE: It shows combination of Active and Inactive Sales Executives.
  - 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

Tim Pellegrino	0 (0)	1,804 (1)	0 (0)	4,524 (2)	23,100 (1)	1,804 (1)	269,200 (5)	12,473 (6)	23,

Progress of Alex Robson

Type	Opportunity	● Customer ● Prospect	Country / Vendor	Close Date	Amount	Prob %
Software All Odds	Southern Water - OpenPages	● Southern Water Limited (UK)	IBM - SI	31-Dec-21	30,000	25 %
	TET (HTB) - Ansible Partner Referral Fee	● Trans European Technology	RedHat	31-Dec-21	2,000	10 %

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