Status : Open   ⇒ Prob = 30 to 45%
         (Warm)
Status : Open   ⇒ Prob = 10 to 29%
         (Cold)
Status : Lost   ⇒ Prob = 0 to 9%

Leads (March 2019 – March 2020) :

① Name   – Random Names

② First Name – First Name from "Name"

③ Last Name – Last Name from "Name"

④ Topic   – Product Name from list on Whatsapp
                    (Randomly)

⑤ Owner   – Vikas, Hitesh, Aman, Vishal

⑥ Status Reason – All "New"

⑦ Created On ⎡ Random dates b/w March 2019 & Feb 2020
              ⎣ DD-MM-YYYY HH:MM

- Opportunities (March 2019 - March 2020) :
① Topic : list on whatsapp – Randomly allot the (Our Products) values
② Potential Customer : Random organisation names
③ Email IDs : Random email IDs
④ Status : 65% = Won
   10% = Open
   25% = Lost

⑤ ~~Actual Open Date~~
   Created On : [Same column ~~name~~ as the "Created on" column in "All Leads" Table
   Random Dates b/w March ~~to~~ 2019 & February 2020 (DD-~~MM~~-YYYY HH:MM)

⑥ Actual Close Date : – Should be a date with 15-30 days of the date which it was created on
   ⌐ Status = "Open" => No close date

⑦ Actual Revenue : – A multiple of product price & product quantity order, such that annual sum of revenue is ⩾ 1 mil €
   ⌐ Status = "Open" => No revenue
   ~~⑧ Est / Close Date : Should be~~
   ~~& ~~Status~~
   ⌐ Status = "Lost" => 0.00 €

⑧ Est. Close Date : 15 days above or below the Actual close date
   ⌐ Status = Open : Any date with 1 month of open date
   ⌐ Status = Lost : Same as Won

⑨ ~~Rating~~ : ~~Est Revenue~~ : Status = Won : All Hot
   Rating   Status = Open : 50% Hot
                                    25% Warm
                                    25% Cold
                    Status = Lost : All Cold

⑩ Est. Revenue : Actual Revenue ± 50% ①

⑪ Probability :

Status : Won ⇒ Prob. = 80 to 90%

Status : Open
(Hot) ⇒ Prob = 50 to 79%

Status : Open
(Warm) ⇒ Prob = 30 to 49%

Status : Open
(Cold) ⇒ Prob = 10 to 29%

Status : Lost ⇒ Prob = 0 to 9%

(March - March) :
  2019   2020

Leads

All Accounts (March 2019 - March 2020)

① Account Name : [Same as Opportunities table
                   Column = Potential Customer
                   [Only which had Status = Won

② Main Phone : Random phone no.s

③ Address 1: Random Cities

④ Primary Contact : "Name" Column of "All Leads" table
                    whose "Status" in "Opportunities"
                    table is "Won".

⑤ Email : Email IDs of "Opportunities" table with
          Status = Won

⑥ Status : All "Active"

Order (March - March)
      (2019 - 2020)

Status : Won

⑥ Status : All "Active"

Order (March - March)
~~Quote~~ (2019 - 2020)

① Name : ["Topic" Column of "Opportunities" Table whose
Status = Won
Only 80% of all values, i.e; 80% conversion
rate] from Opportunity to Quote

② Status Reason : All "New"

③ Total Amount : "Revenue" Column of "Opportunities"
Table whose Status = Won
& "Topic" is included in the
"Name" Column of this table

④ Customer : "Potential Customer" column of "Opportunities"
table whose Status = Won
& "Topic" is included in the "Name"
column of this Table

⑥ Email (Customer) : Email IDs of "Opportunities" table
of those rows - "Topic" is
included in the "Name" column of
this Table.

Quote (March 2019 - March 2020)

① Name : All names from "Order" table

② Status :
- 95% = "Won"
- 3% = "Active" ┐
- 2% = "Closed" ┘ — can be changed later

③ Total Amount : "Total Amount" Column of "Order" table

④ Potential Customer : "Customer" Column of "order" table

⑤ Email : Same as "Order" table

⑥ Created on : Randomly (10 days) (min. 10 days) after the Actual Created On date from leads table Close Date in the "Opportunities" Table

⑦ Profitability : All "Profitable"

⑧ Adjusted Gross Margin (%) : All = "100%"
   └ Ask Sean

⑨ Competitive : Ask Sean

⑩ Estimated Budget : Ask Sean

(⑩ Invoices) (March 2019 - March 2020)

⑨ Competitive ? Ask Sean

⑩ Estimated Budget : Ask Sean

(_Invoices_) (March - March)
(2019 - 2020)

① Name - Same as "Quote"

② Status Reason - 98% = "**Complete**"
   2% = "New"

③ Total Amount - Same as Quote

④ Customer - "Potential Customer" from "Quotes"

⑤ Email - Same as "Quotes"

Products (March - March)
(2019 - 2020)

① Name - Product Name from Whatsapp list
(No repeats)

② Product ID - Random ID generate

③ Field Service - "Spare Parts" & "Assembled"

④ Status Reason - All "Active"