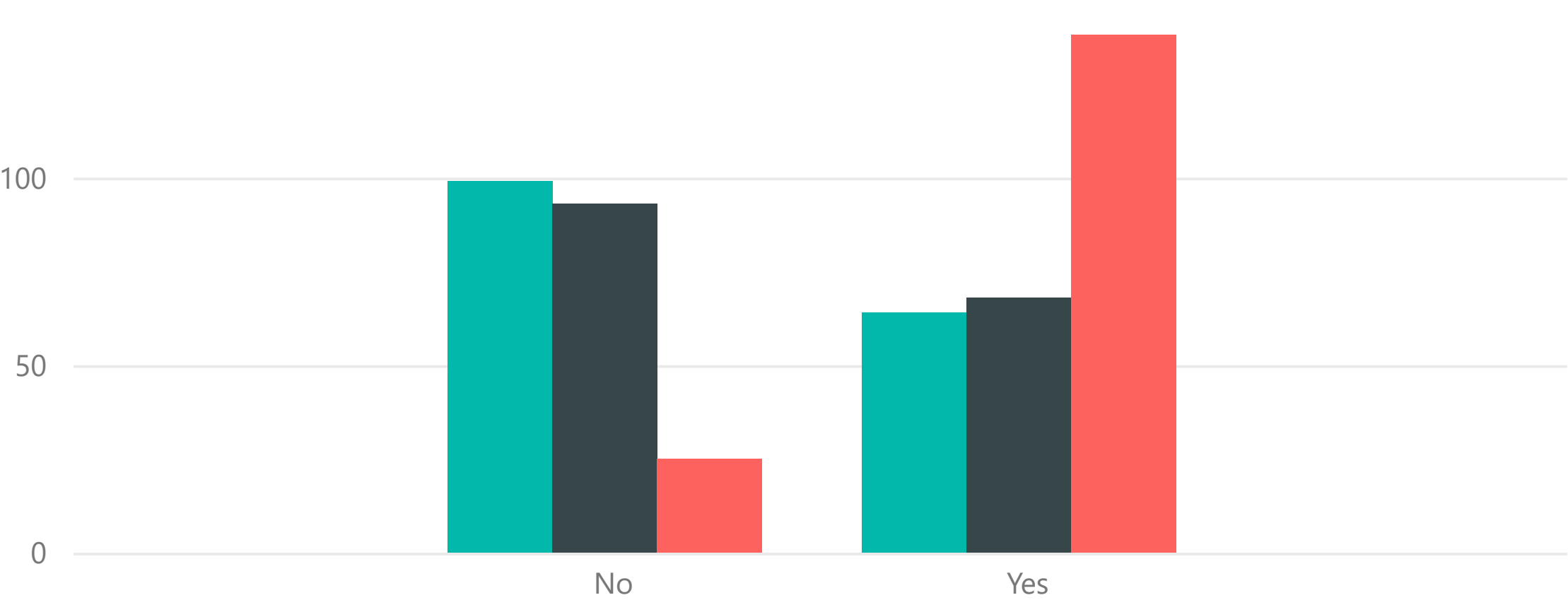


Opportunity Count Overview

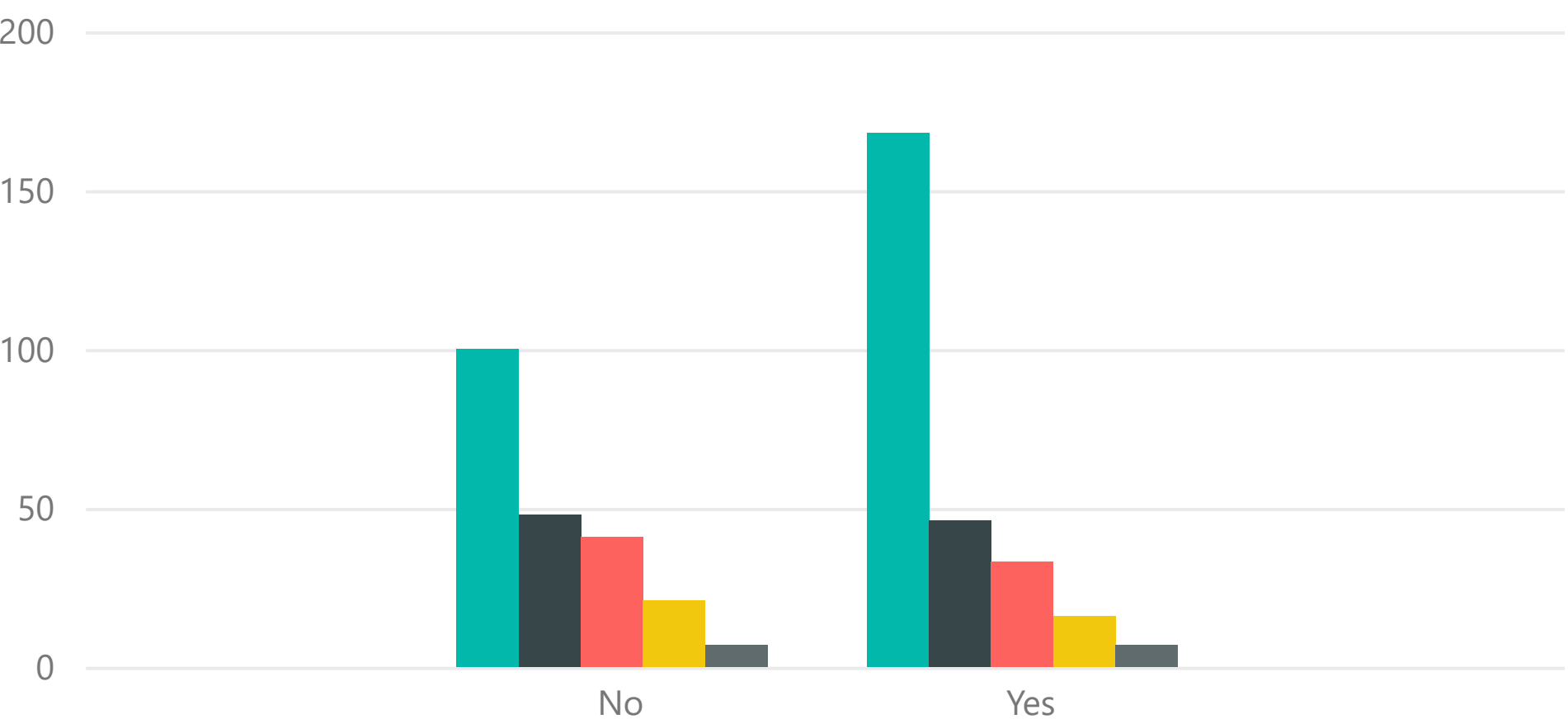
Opportunity Count by Partner Driven and Opportunity Size

Opportunity Size ● Small ● Medium ● Large



Opportunity Count by Partner Driven and Sales Stage

Sales Stage ● Lead ● Qualify ● Solution ● Proposal ● Finalize



Partner Driven

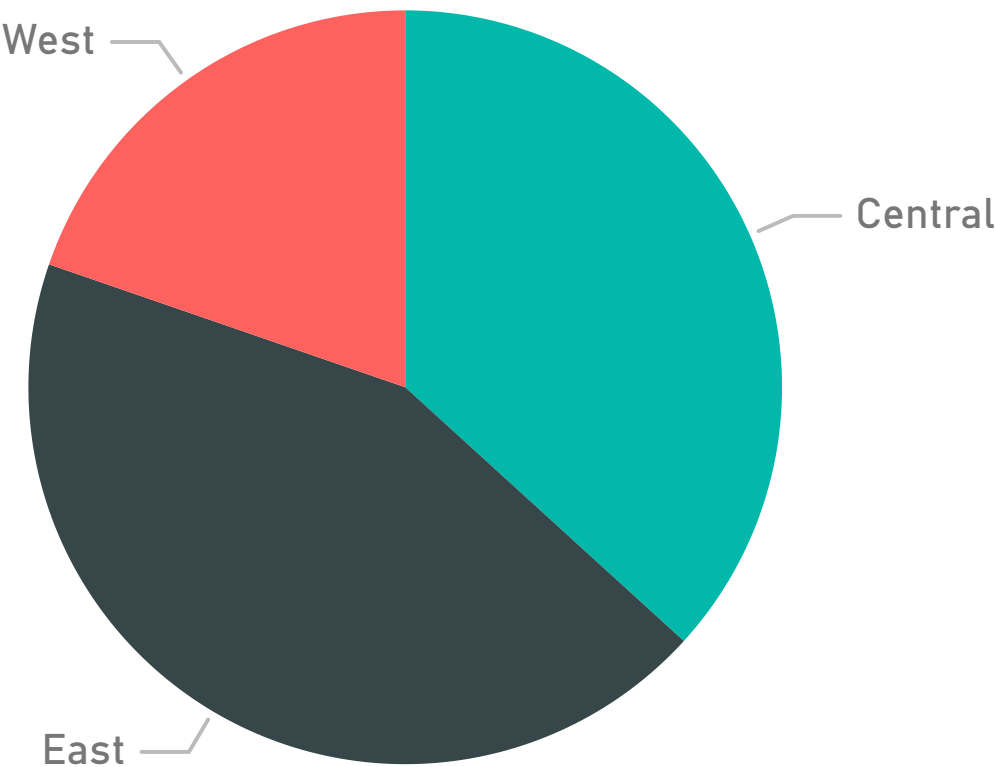
□ No

□ Yes

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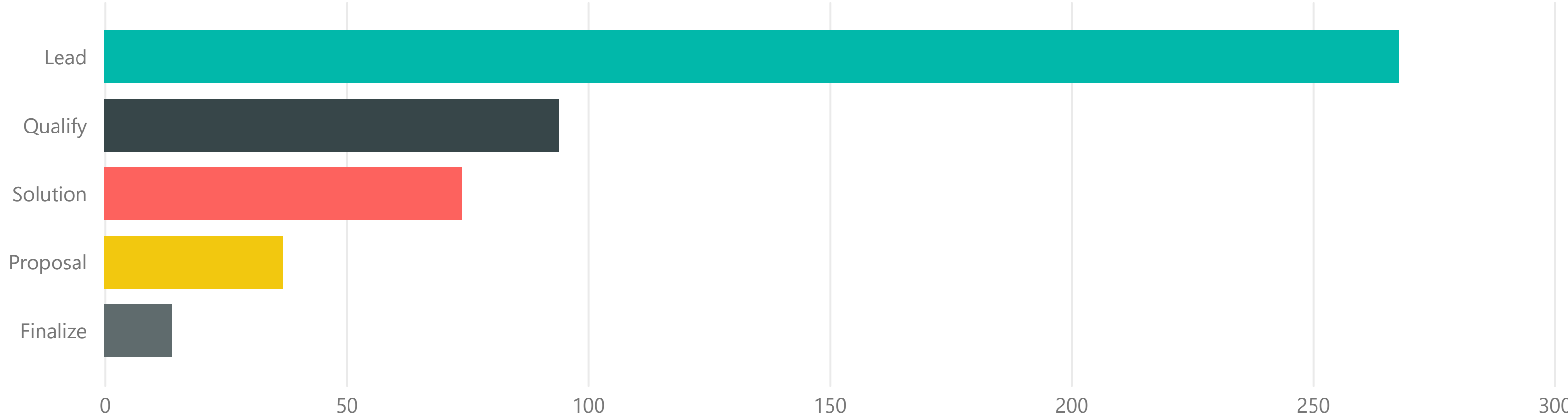
Opportunity Count

Opportunity Count by Region



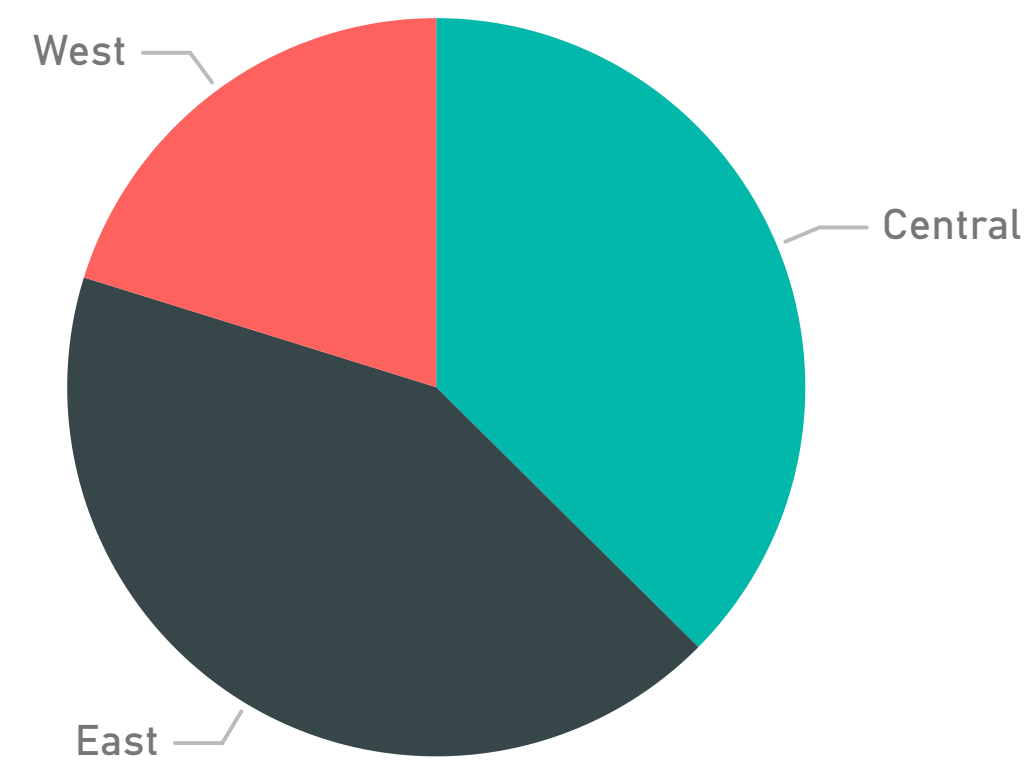
Opportunity Count by Sales Stage

Sales Stage ● Lead ● Qualify ● Solution ● Proposal ● Finalize



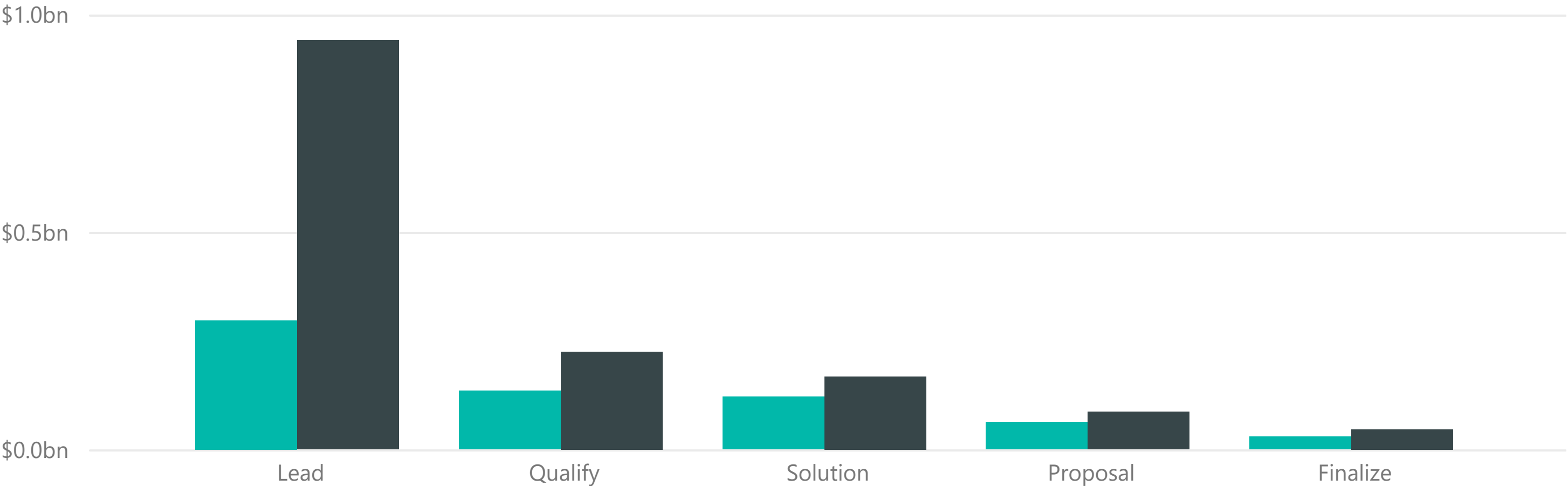
Revenue Analysis

Revenue by Region



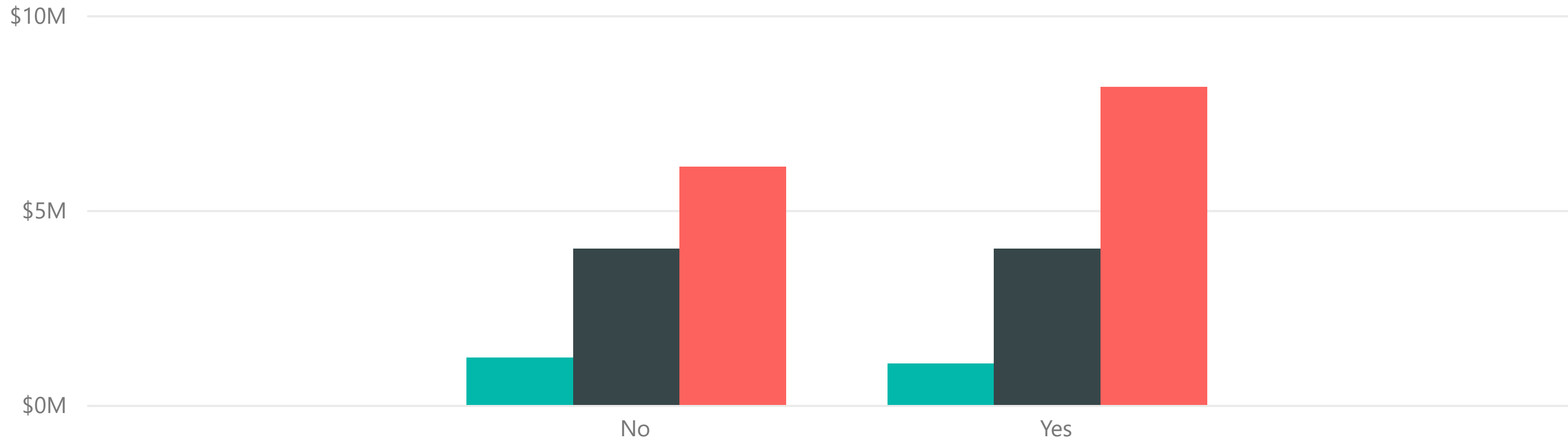
Revenue by Sales Stage and Partner Driven

Partner Driven ● No ● Yes



Avg Revenue by Partner Driven and Opportunity Size

Opportunity Size ● Small ● Medium ● Large



\$461,120,881

Factored Revenue

\$2,110,905,127

Revenue

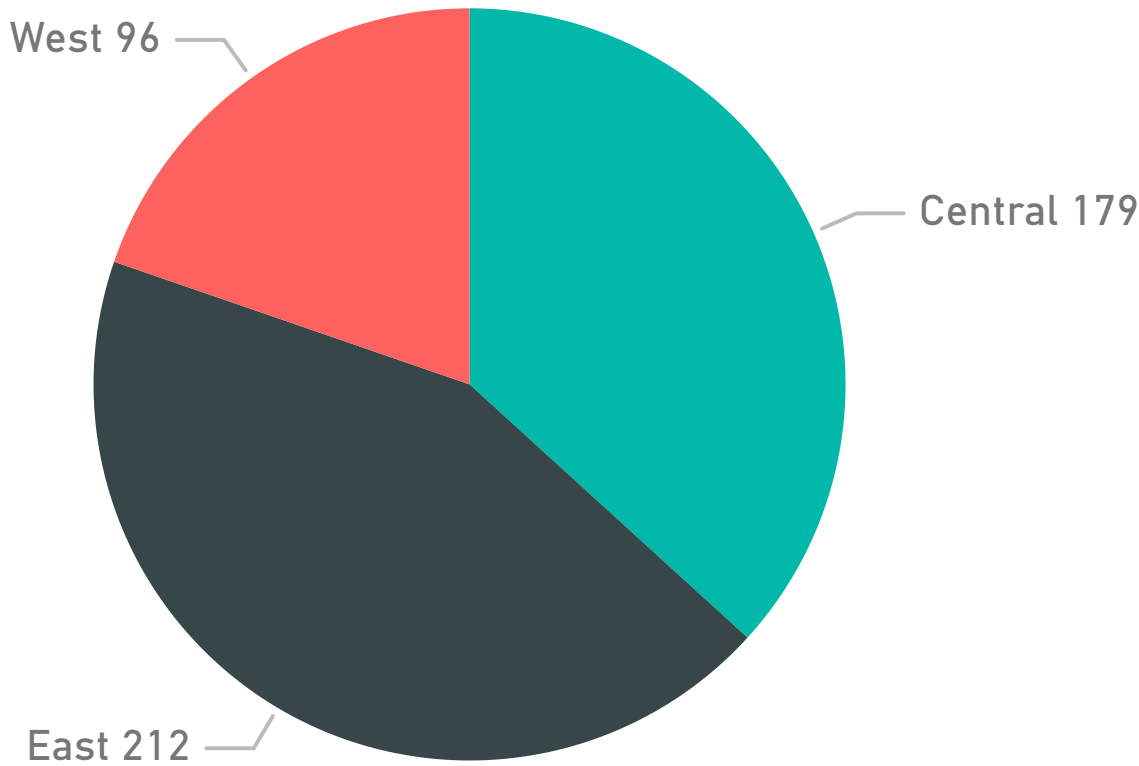
487

Opportunity Count

Opportunity Count by Region and Stage

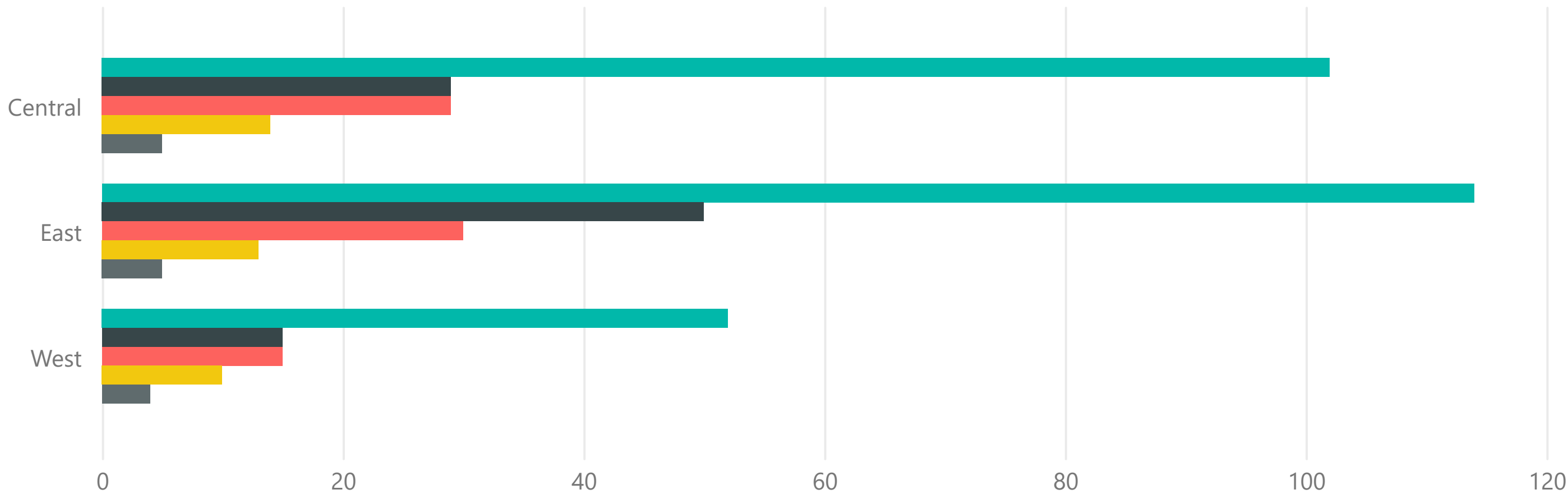
Opportunity Count by Region

Region ● Central ● East ● West

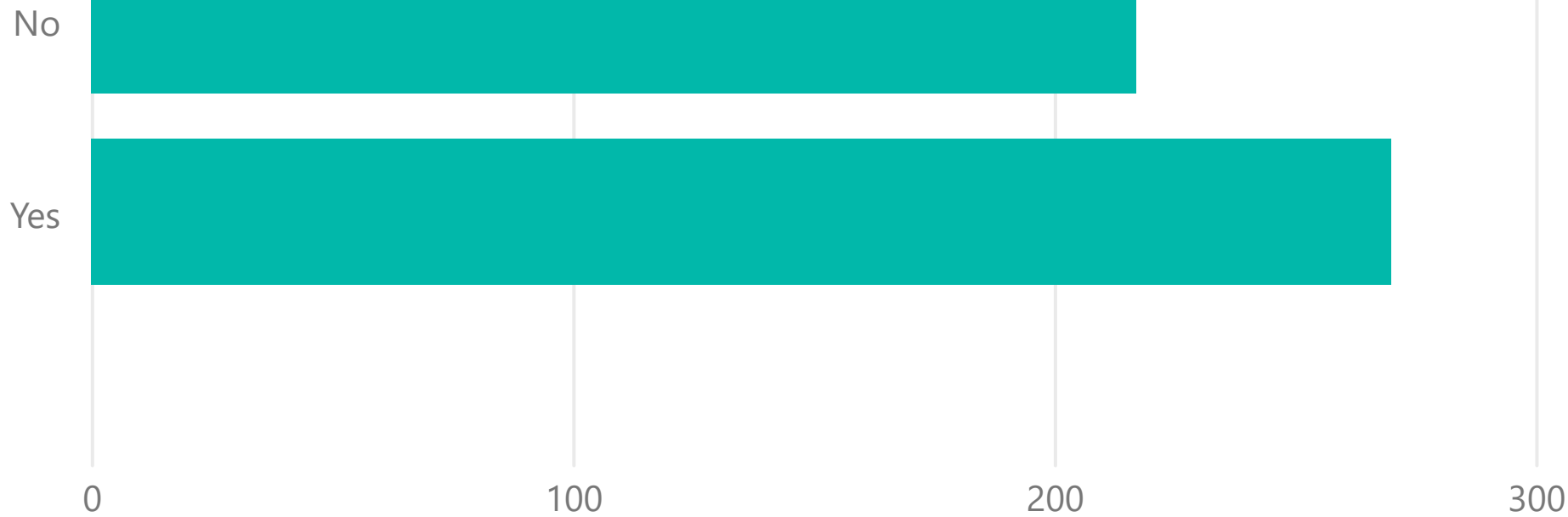


Opportunity Count by Region and Sales Stage

Sales Stage ● Lead ● Qualify ● Solution ● Proposal ● Finalize

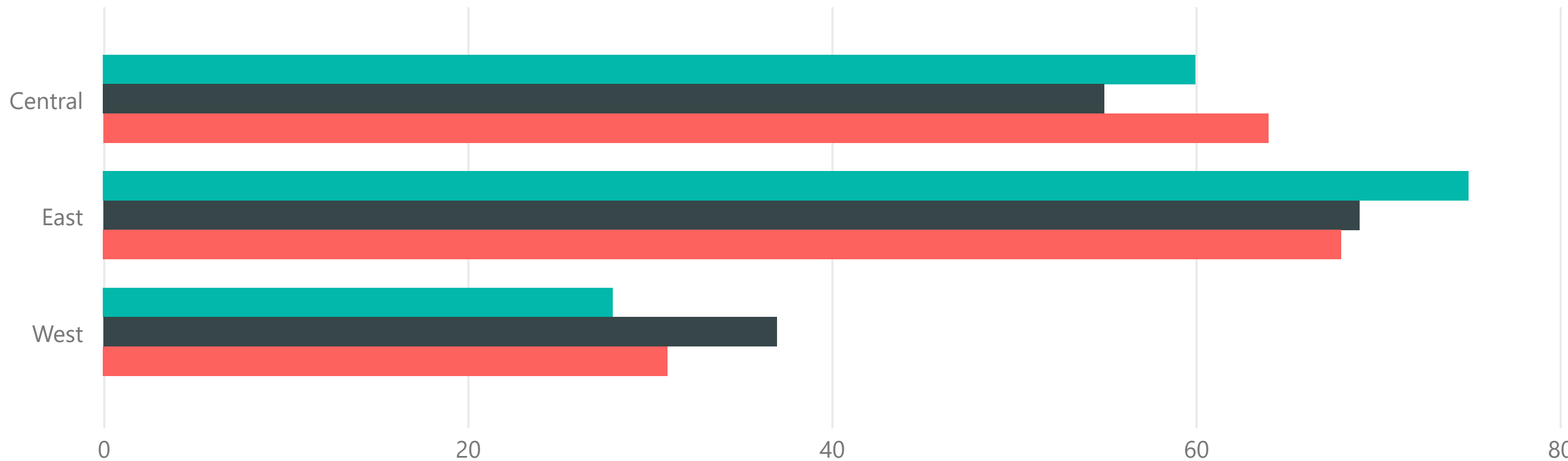


Opportunity Count by Partner Driven



Opportunity Count by Region and Opportunity Size

Opportunity Size ● Small ● Medium ● Large



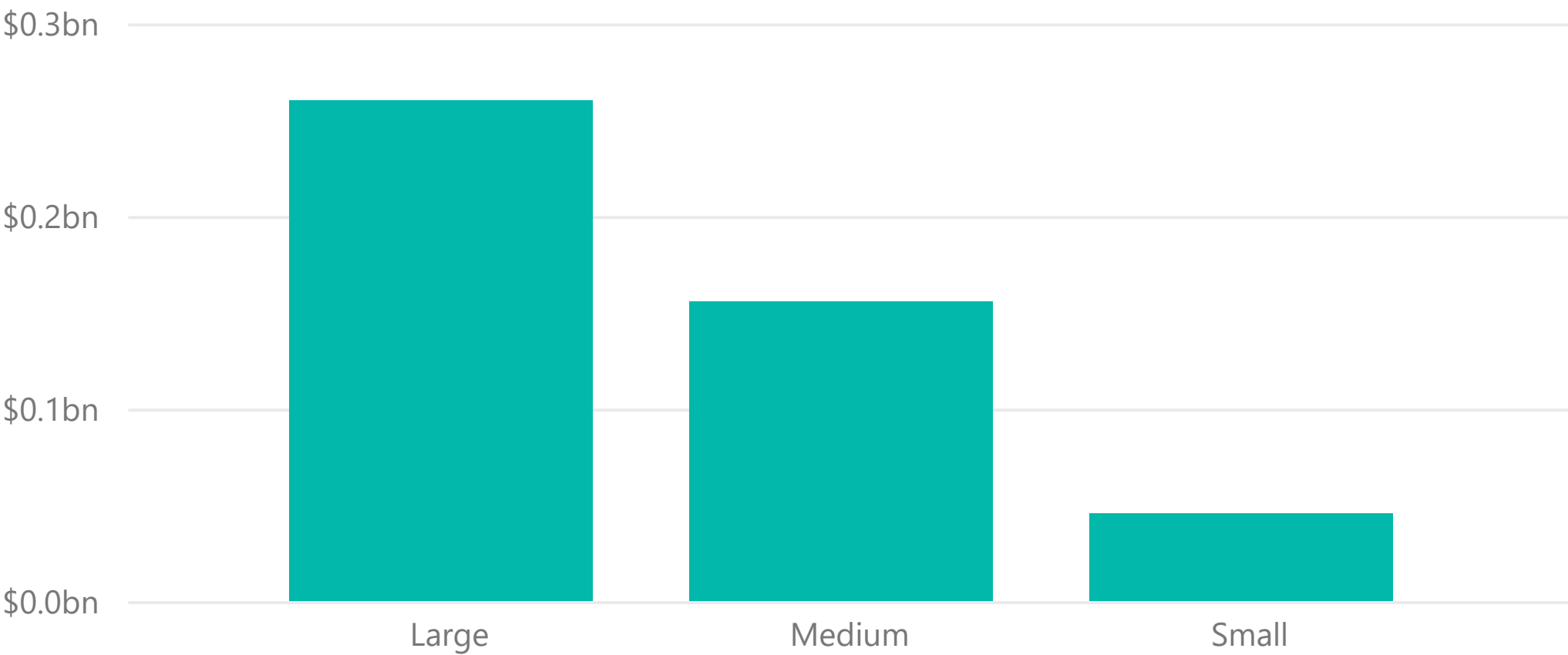
Upcoming Opportunities by Month

487
Opportunity Count

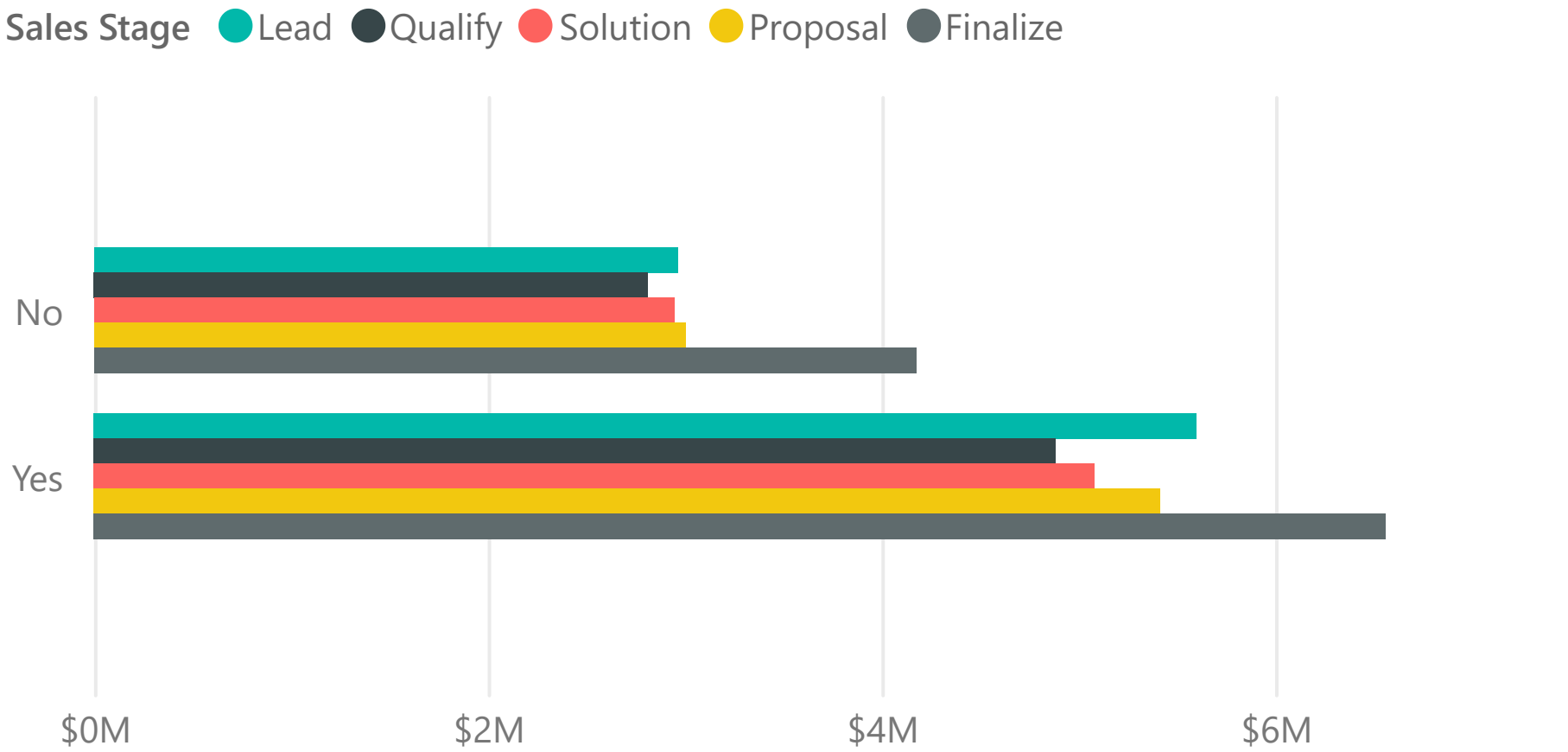
Month

- ☐ Jan
- ☐ Feb
- ☐ Mar
- ☐ Apr
- ☐ May
- ☐ Jun
- ☐ Jul
- ☐ Aug
- ☐ Sep
- ☐ Oct
- ☐ Nov
- ☐ Dec

Factored Revenue by Opportunity Size



Avg Revenue by Partner Driven and Sales Stage



Opportunity Count by Month and Sales Stage

