

Revenue won

\$11.43M

Qualified Pipeline

\$19.90M

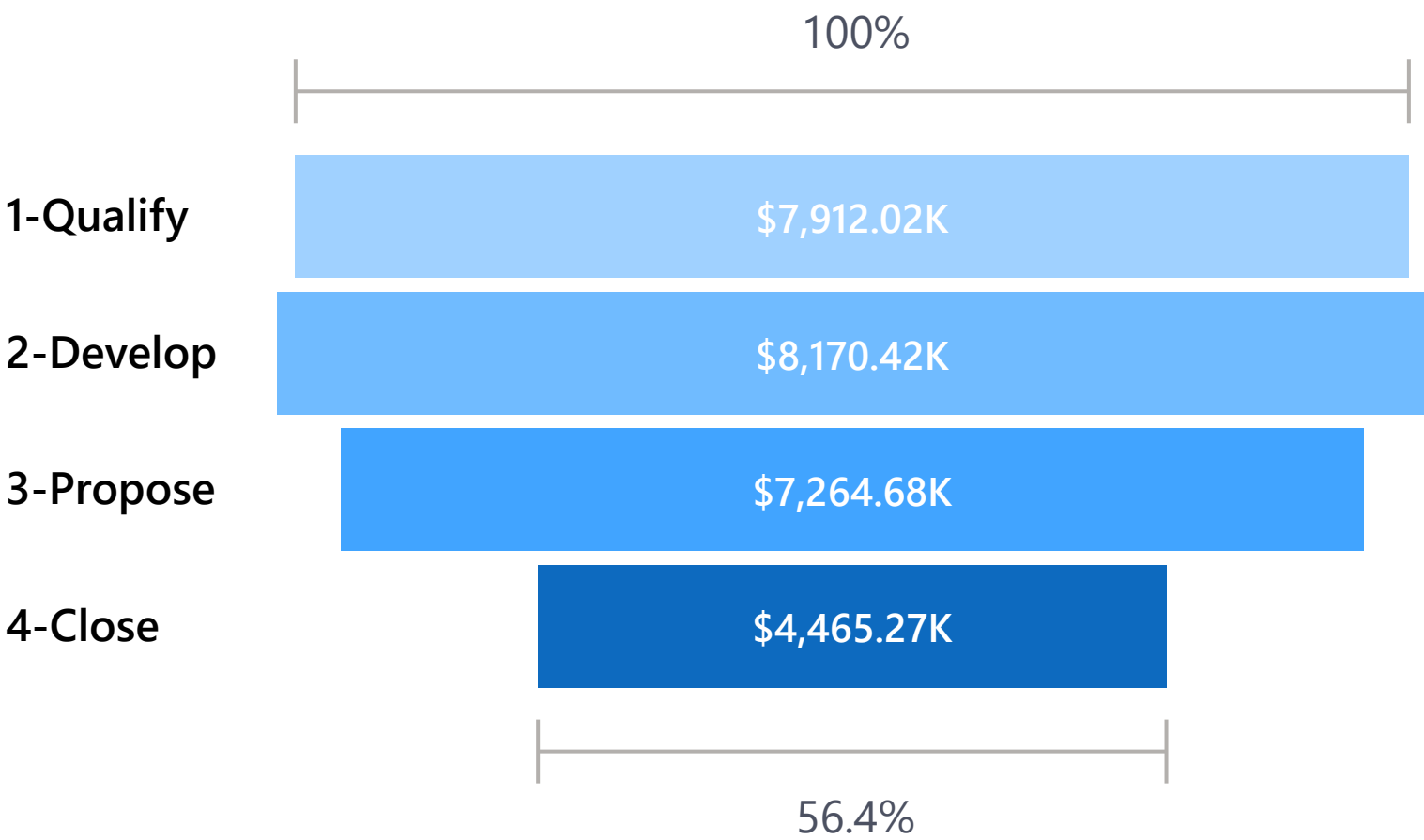
Revenue goal

\$23M

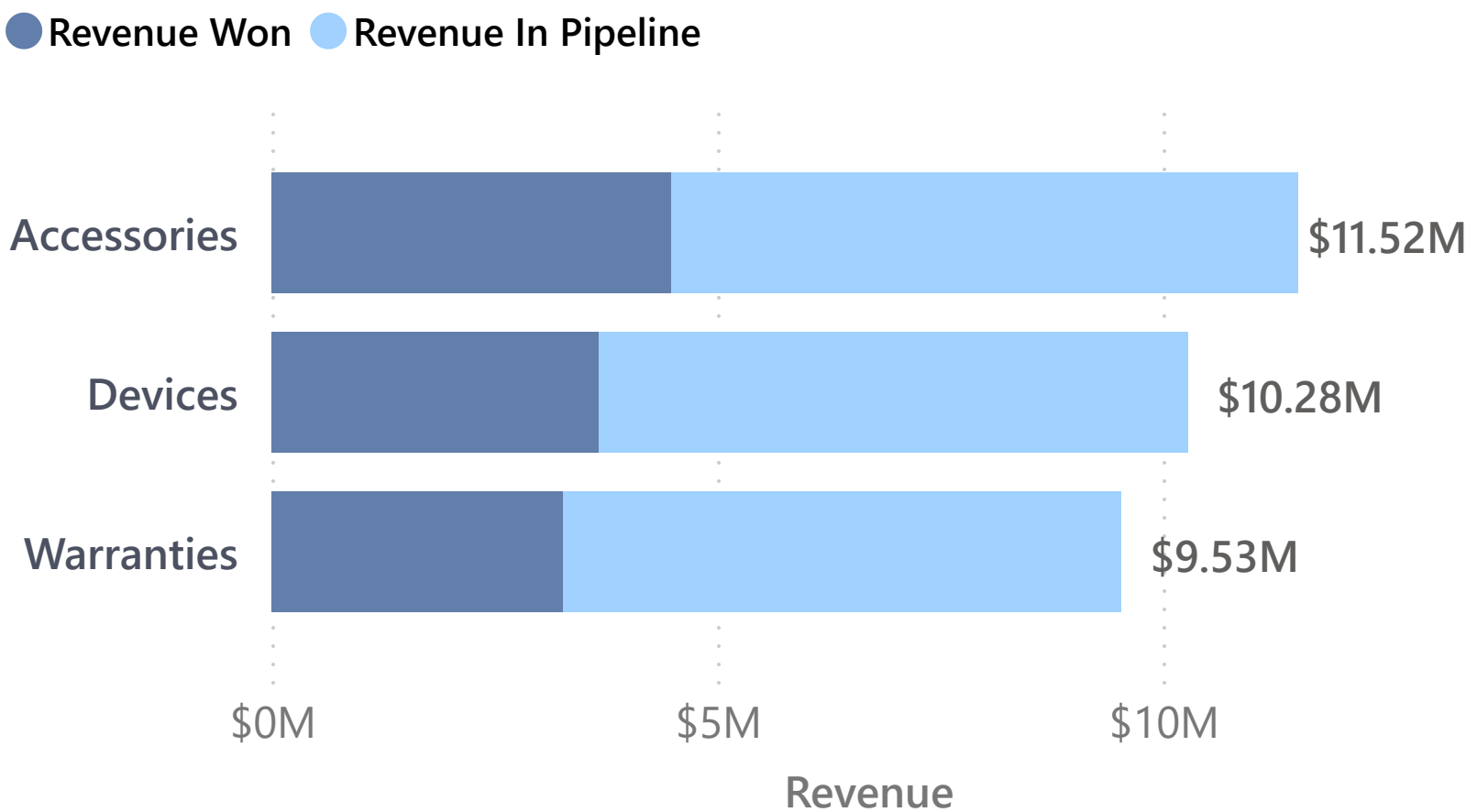
Forecast

136%

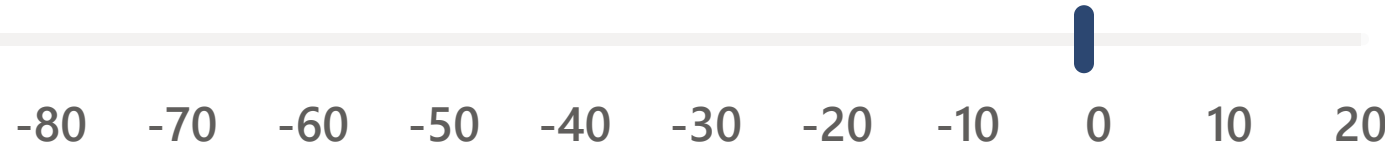
Revenue Open by Sales Stage



Revenue Won and Revenue In Pipeline by Product LOB



WHAT IF the qualified forecast was adjusted by 0 % ?



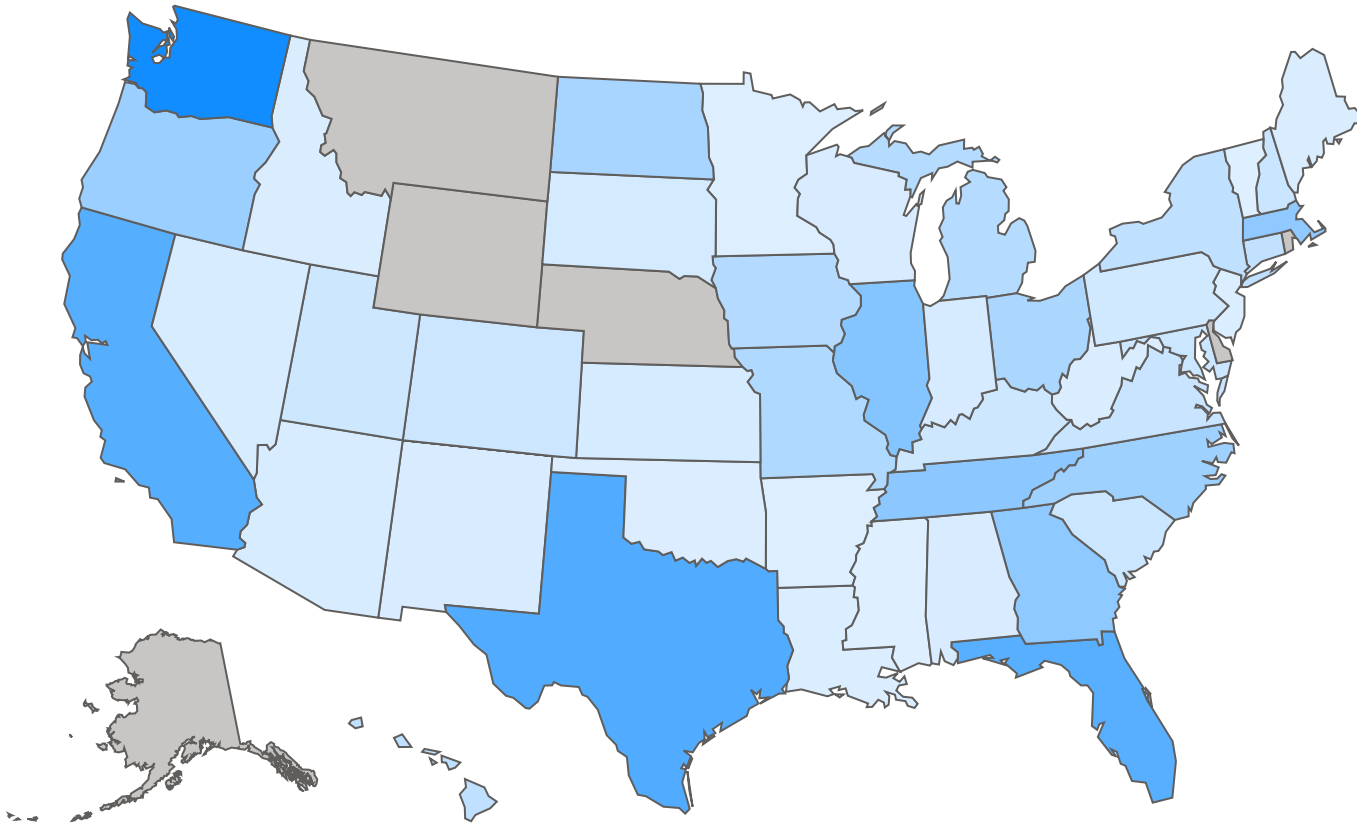
By Team + User

By Product

Forecast by Territory

Territory	Revenue Won	In Pipeline	Forecast %
<div>+ US-SOUTH</div>	\$4,520,554.00	\$7,269.60K	131%
<div>+ US-WEST</div>	\$3,041,107.00	\$6,061.89K	130%
<div>+ US-MIDWEST</div>	\$2,686,629.00	\$4,367.79K	141%
<div>+ US-NORTHEAST</div>	\$1,181,536.00	\$2,201.09K	113%
Total	\$11,429,826.00	\$19,900.36K	136%

Forecast by Location



Product Category	Revenue Won	Qualified P...	Forecast %
<div>[-] Accessories</div>	\$4,485.19K	\$7,035.43K	128%
Black cover 7"	\$1,512.09K	\$2,259.50K	126% <div></div>
E-reader pen	\$1,509.29K	\$2,717.23K	141% <div></div>
Black cover 6"	\$1,463.81K	\$2,058.70K	117% <div></div>
<div>[-] Devices</div>	\$3,672.98K	\$6,605.71K	128%
E-reader Plati...	\$1,853.66K	\$3,455.63K	133% <div></div>
E-reader Dia...	\$971.02K	\$1,562.41K	127% <div></div>
E-reader Plati...	\$554.24K	\$931.40K	149% <div></div>
E-reader Dia...	\$156.58K	\$361.14K	129% <div></div>
E-reader Stan...	\$137.48K	\$295.13K	144% <div></div>
<div>[-] Warranties</div>	\$3,271.66K	\$6,259.22K	136%
1 Year Warran...	\$3,271.66K	\$6,259.22K	136% <div></div>
Total	\$11,429.83K	\$19,900.36K	136%