

REVENUE OVERVIEW

151.82M

Sum of Actual Revenue

311.86M

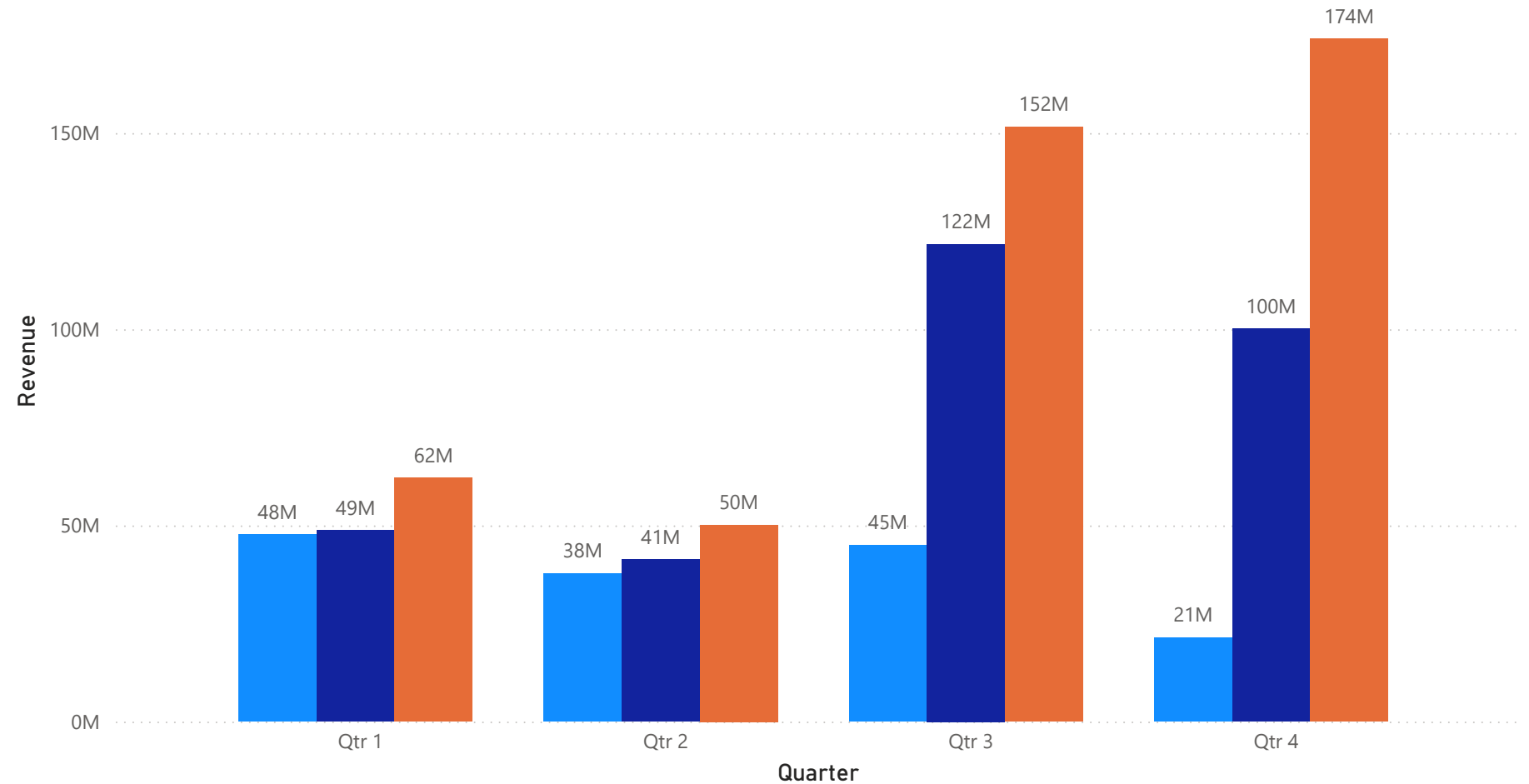
Sum of Estimated Revenue

438M

Sum of Target Revenue

ACTUAL, ESTIMATED AND TARGET REVENUE BY QUARTER

● Sum of Actual Revenue ● Sum of Estimated Revenue ● Sum of Target Revenue



ACTUAL REVENUE

151,820,761.37

Sum of Actual Revenue

3,530,715.38

Average of Actual Revenue

3,230,000.00

Median of Actual Revenue

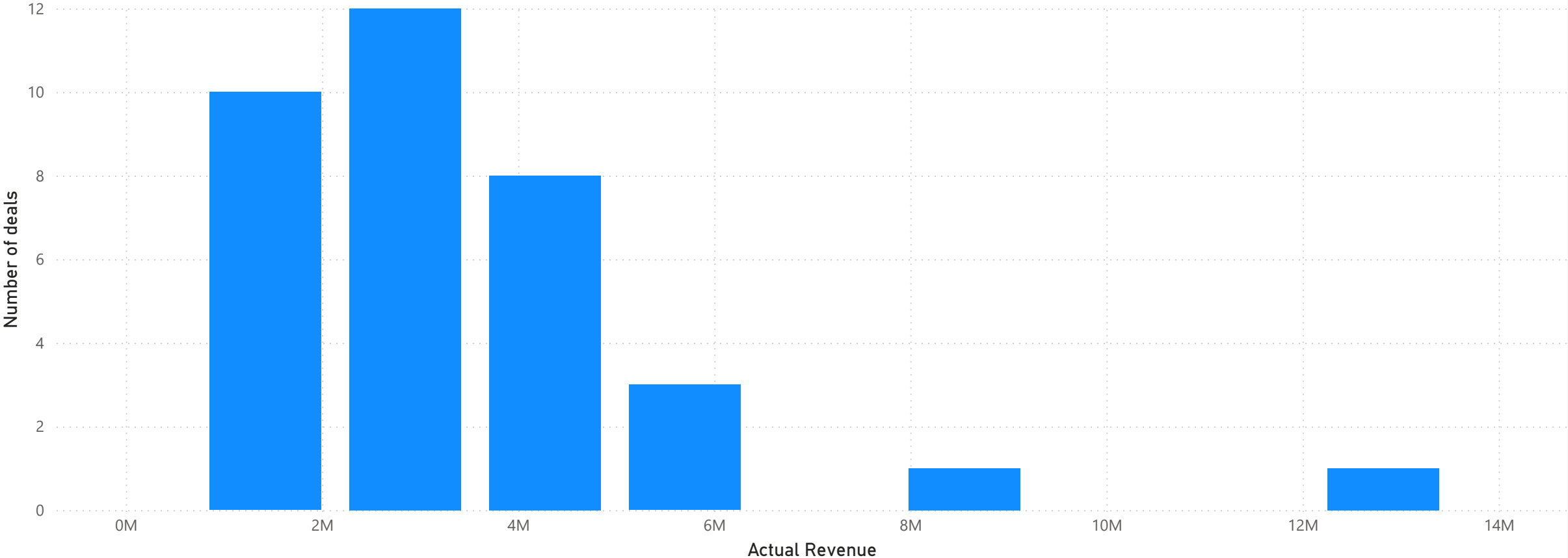
116,000.00

Min of Actual Revenue

14,250,000.00

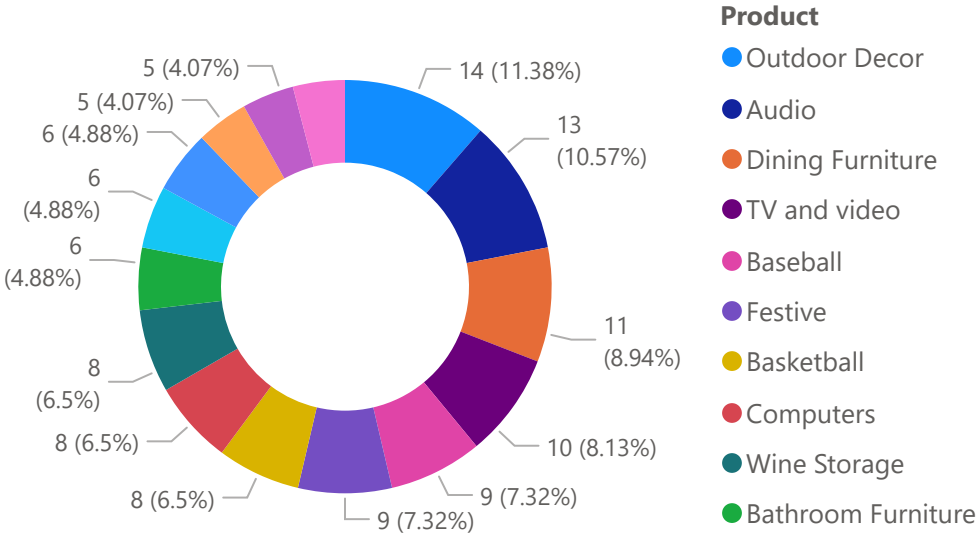
Max of Actual Revenue

NUMBER OF DEALS BY ACTUAL REVENUE

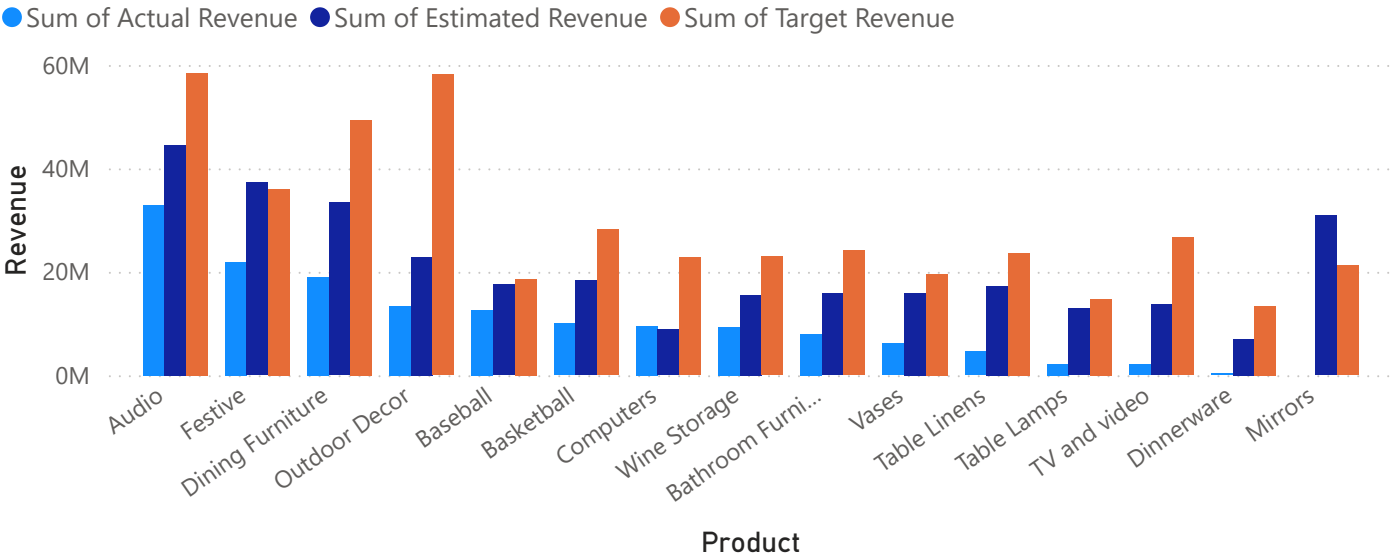


PRODUCT

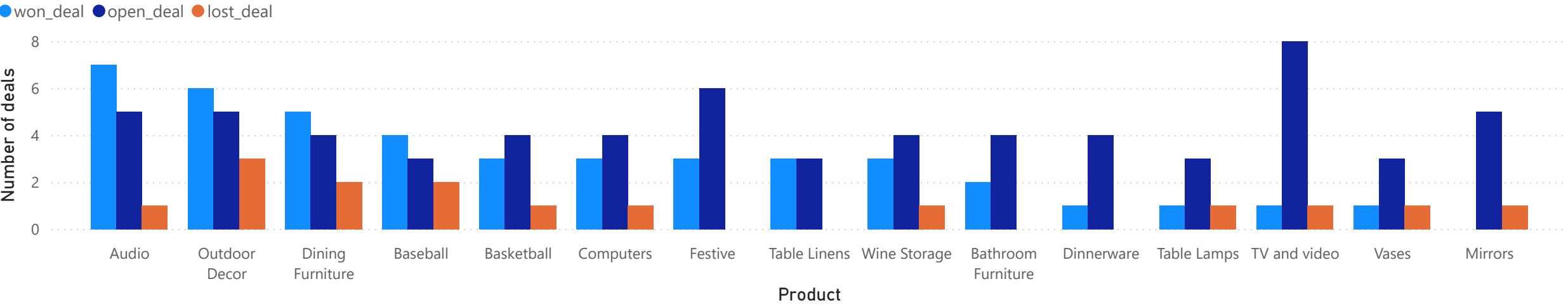
TOTAL DEALS BY PRODUCT



REVENUE BY PRODUCT

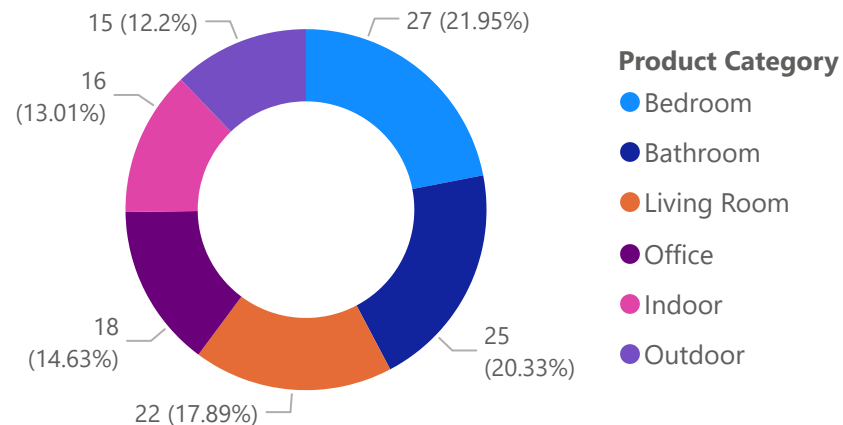


NUMBER OF DEALS BY STATUS AND PRODUCT

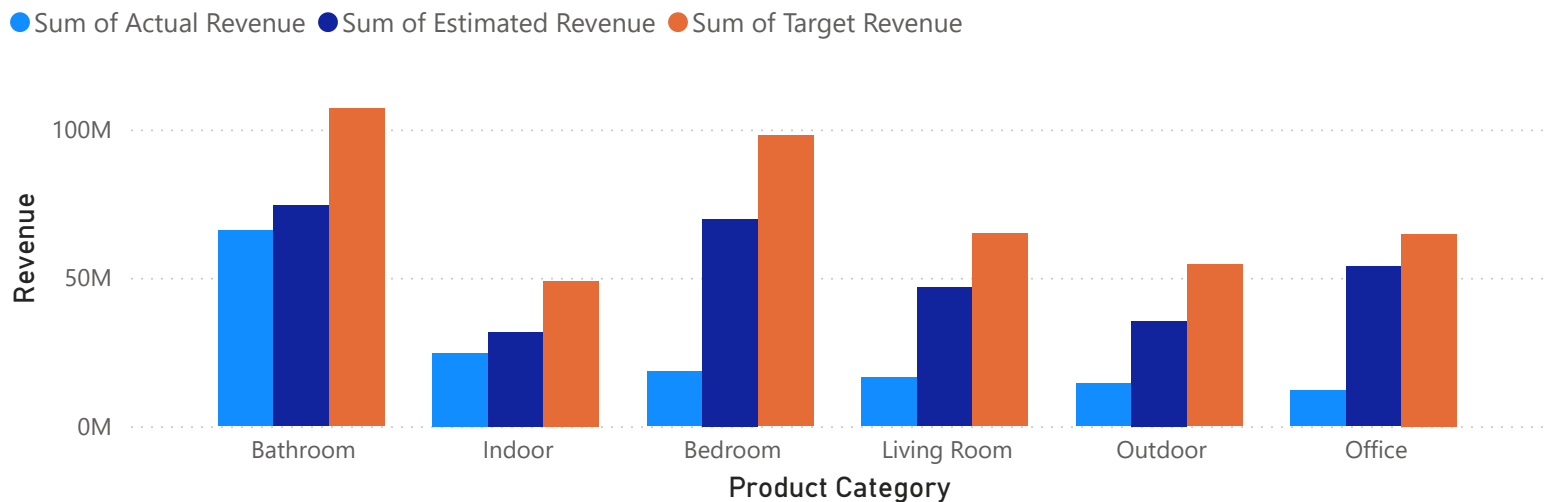


CATEGORY

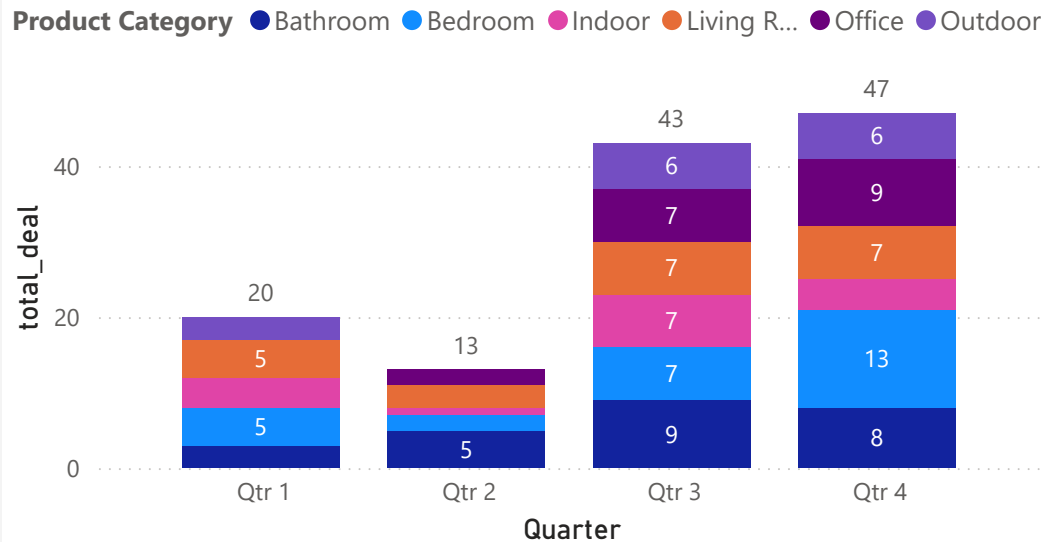
TOTAL DEALS BY PRODUCT CATEGORY



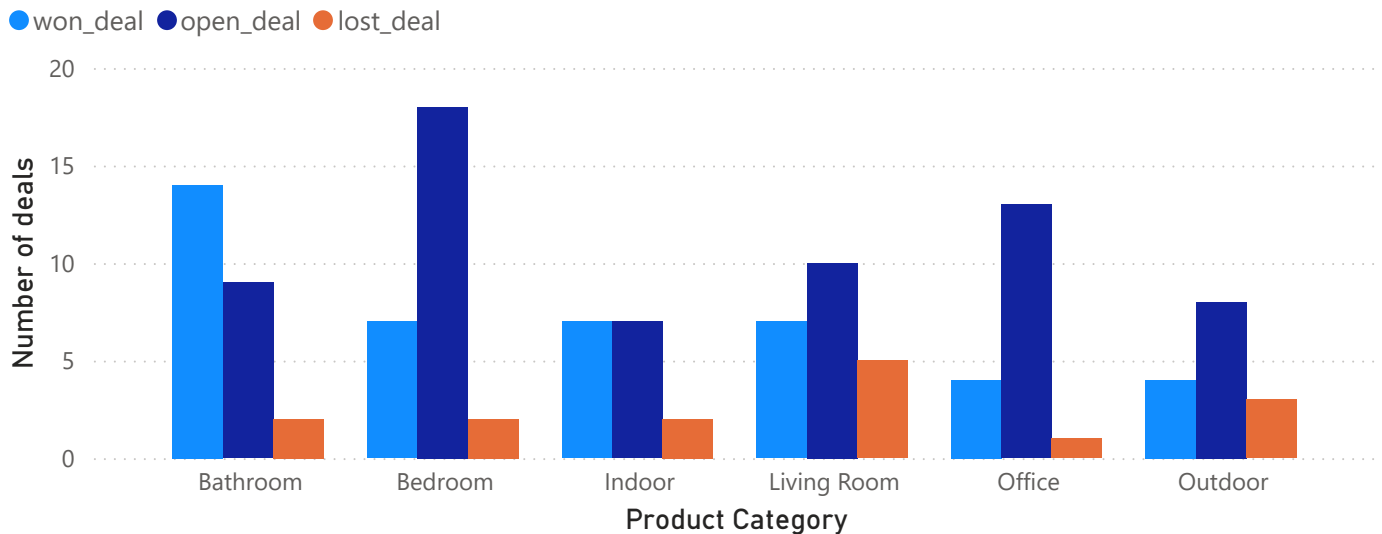
REVENUE BY PRODUCT CATEGORY



NUMBER OF DEALS BY QUARTER AND PRODUCT CATEGORY

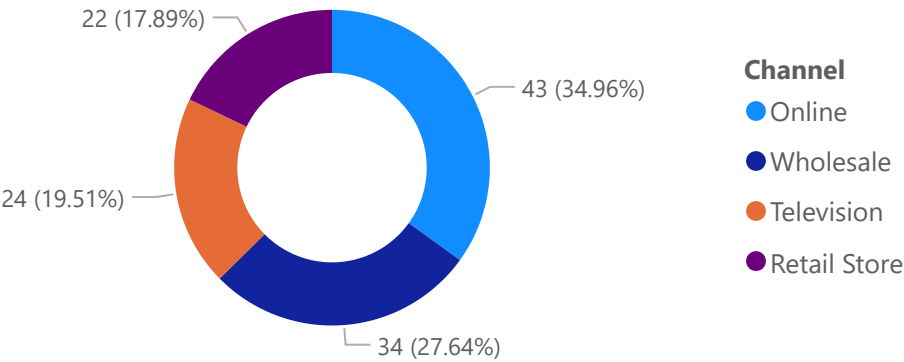


NUMBER OF DEALS BY STATUS AND PRODUCT CATEGORY

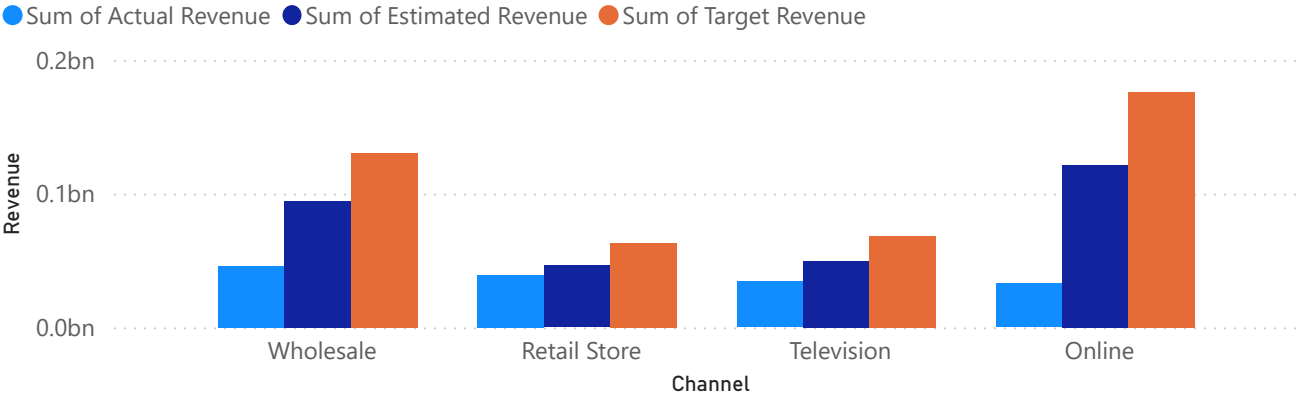


CHANNEL

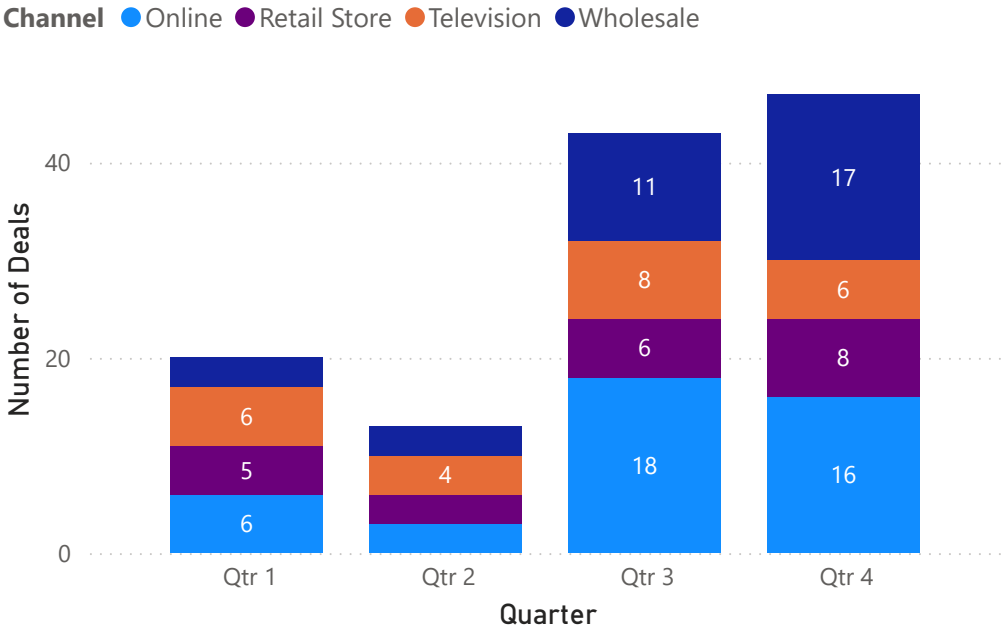
DEALS BY CHANNEL



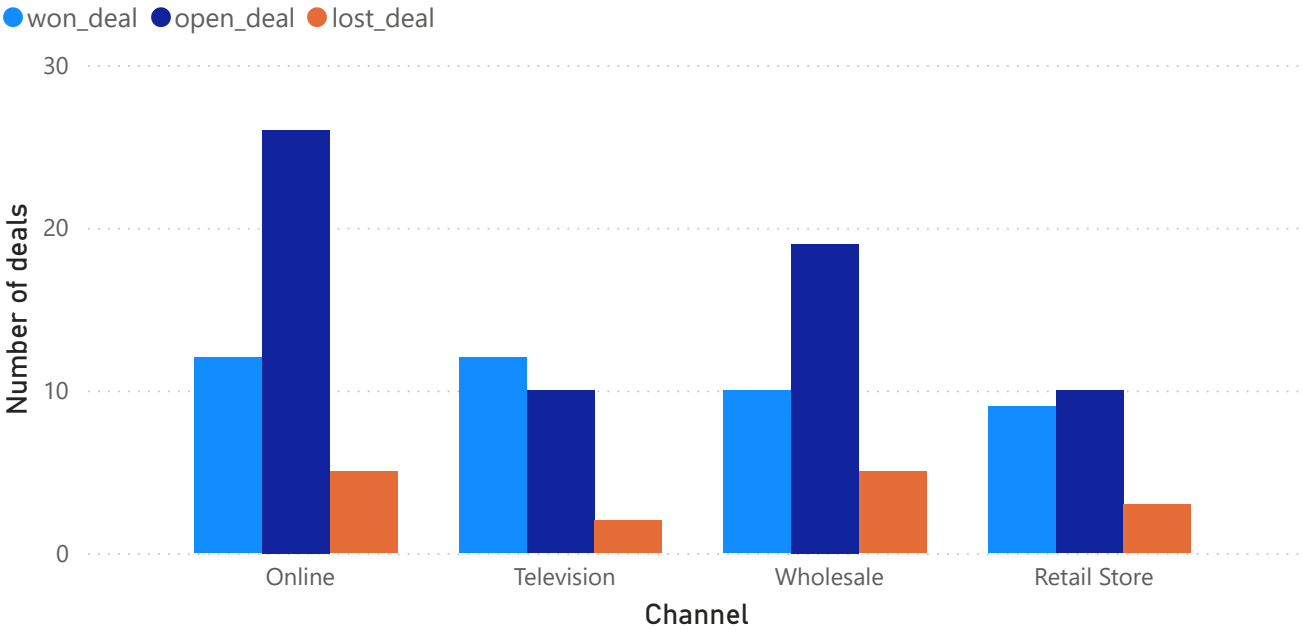
REVENUE BY CHANNEL



NUMBER OF DEALS BY CHANNEL & QUARTER



NUMBER OF DEALS BY STATUS AND CHANNEL

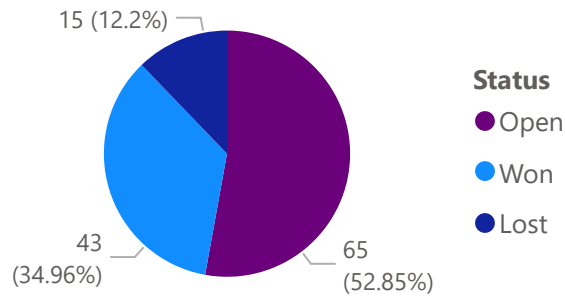


DEAL STATUS & PIPELINE PHASE

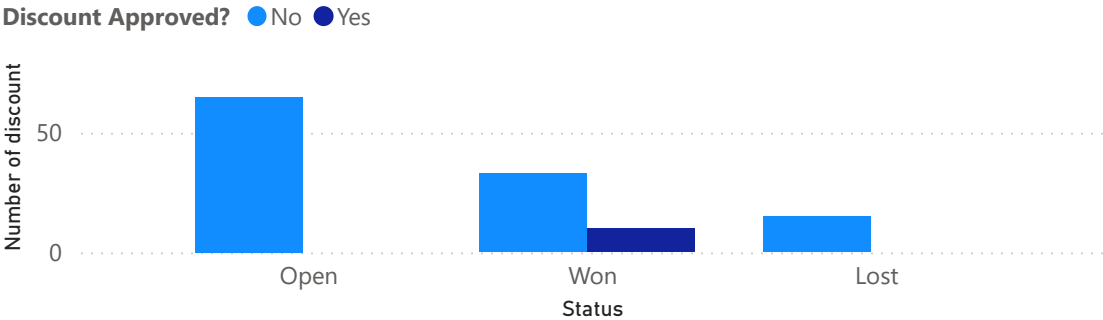
NUMBER OF DEALS BY DISCOUNT

Status	No	Yes	Total
Open	65		65
Won	33	10	43
Lost	15		15
Canceled	10		10
Out-Sold	5		5
Total	113	10	123

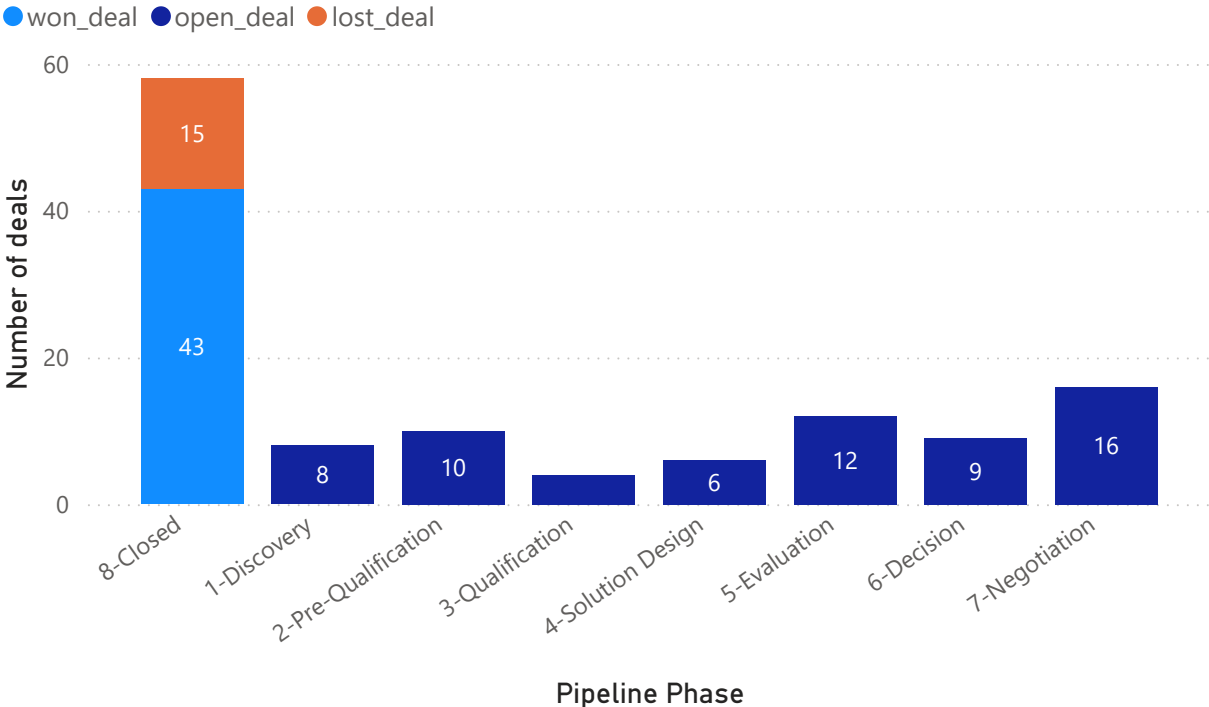
DEAL STATUS



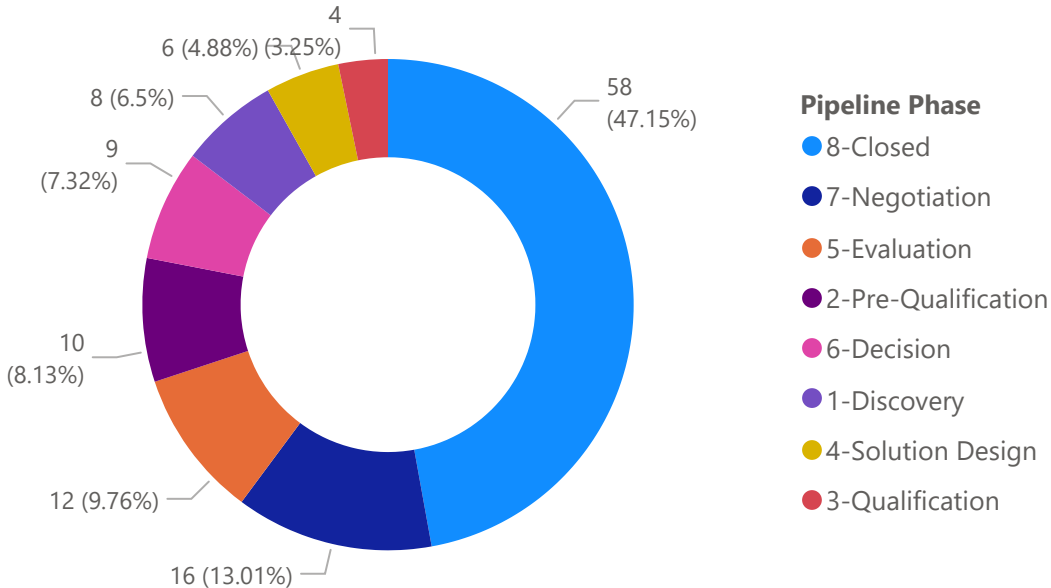
NUMBER OF DEAL BY STATUS & DISCOUNT



NUMBER OF DEALS BY STATUS & PIPELINE PHASE

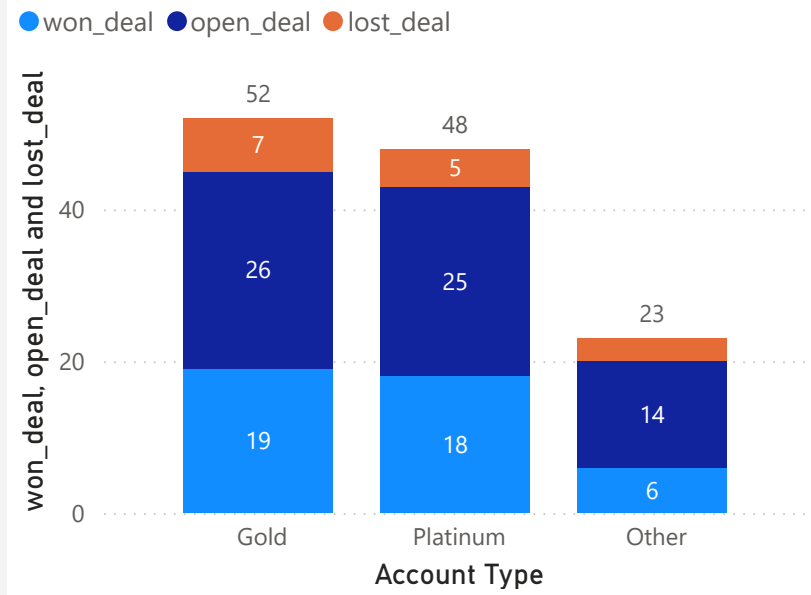


PIPELINE PHASE

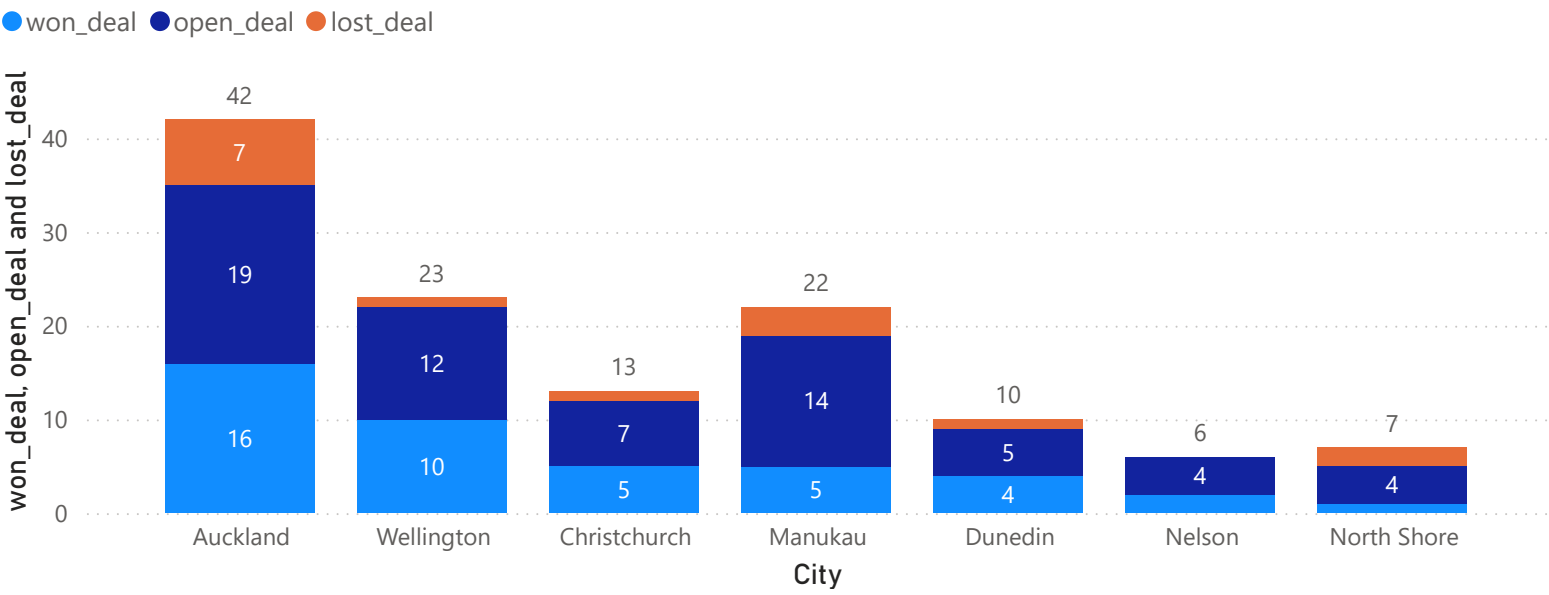


ACCOUNT

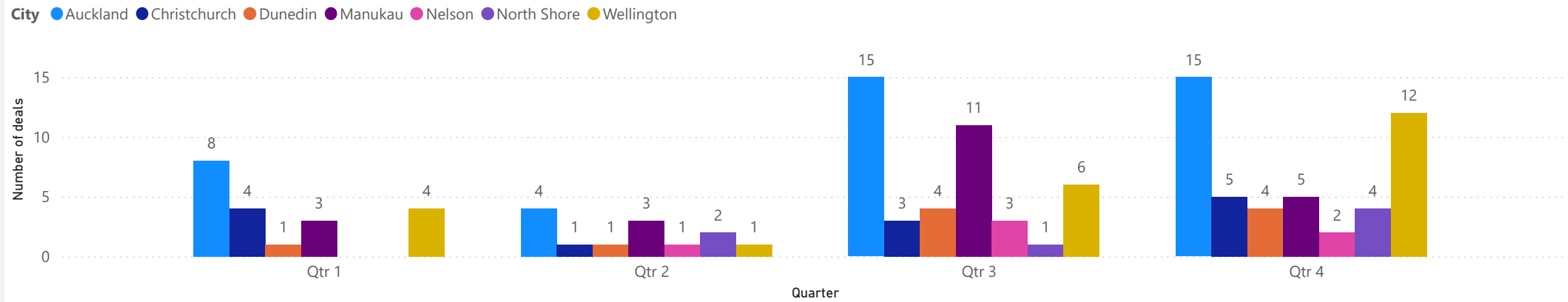
NUMBER OF DEALS BY STATUS & ACCOUNT TYPE



NUMBER OF DEALS BY STATUS & CITY

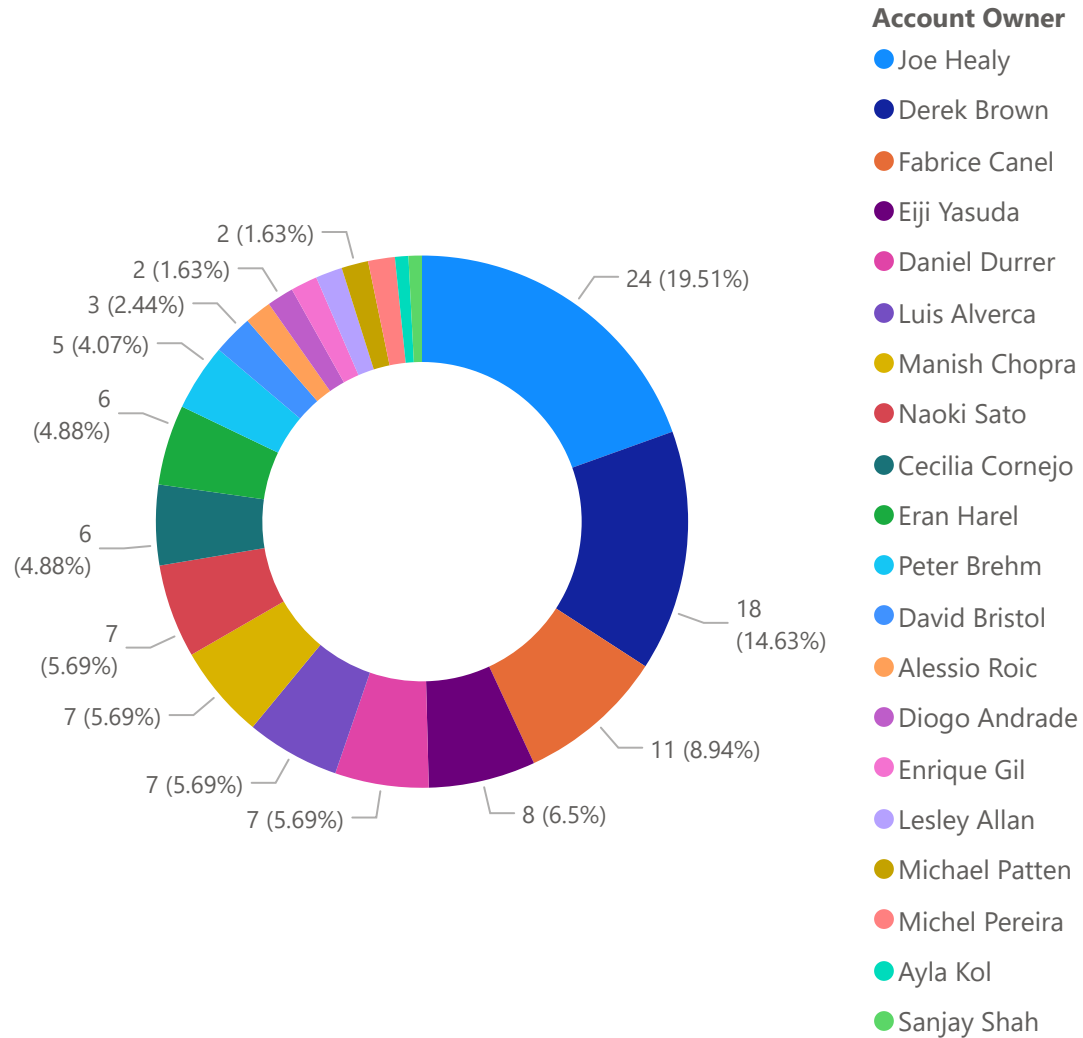


NUMBER OF DEALS BY QUARTER & CITY

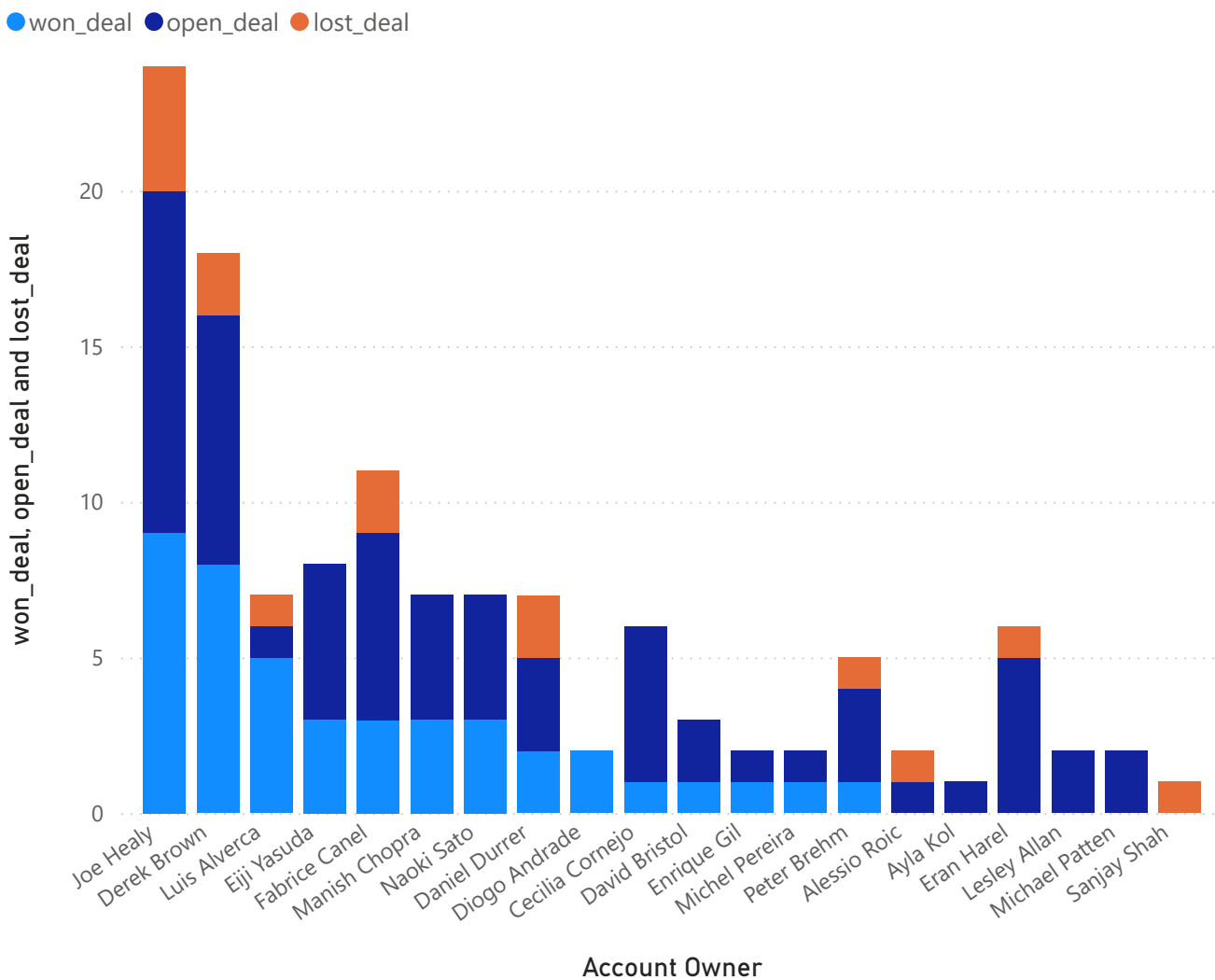


ACCOUNT OWNER

NUMBER OF DEALS BY ACCOUNT OWNER



NUMBER OF DEALS BY STATUS & ACCOUNT OWNER



SALE CYCLE

Status	total_deal	Min of duration_days	Average of duration_days	Median of duration_days	Max of duration_days
Lost	15	1	3.40	3	7
Won	43	0	6.26	7	9
Total	58	0	5.52	6	9

ACTUAL DURATION DAY BY DEAL STATUS

