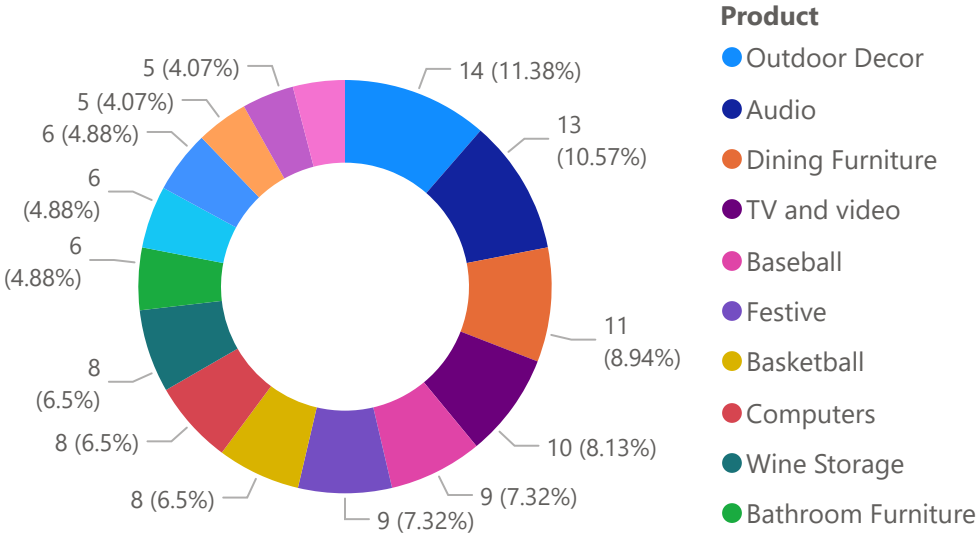
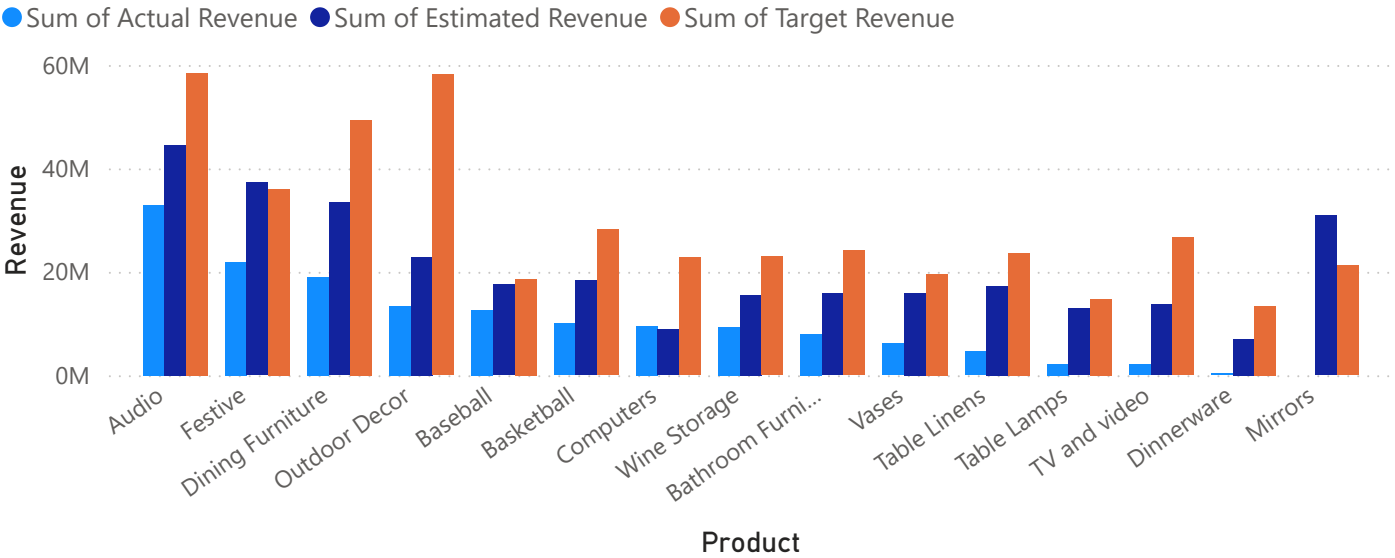


# PRODUCT

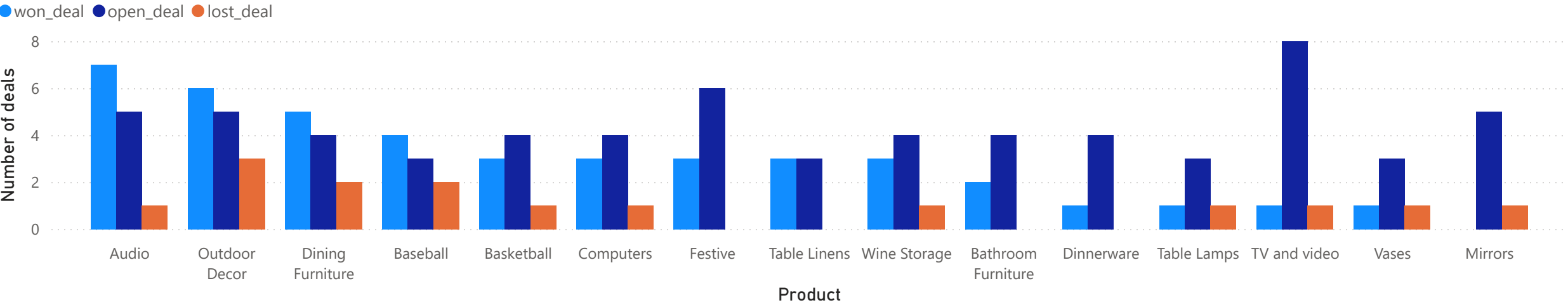
TOTAL DEALS BY PRODUCT



REVENUE BY PRODUCT

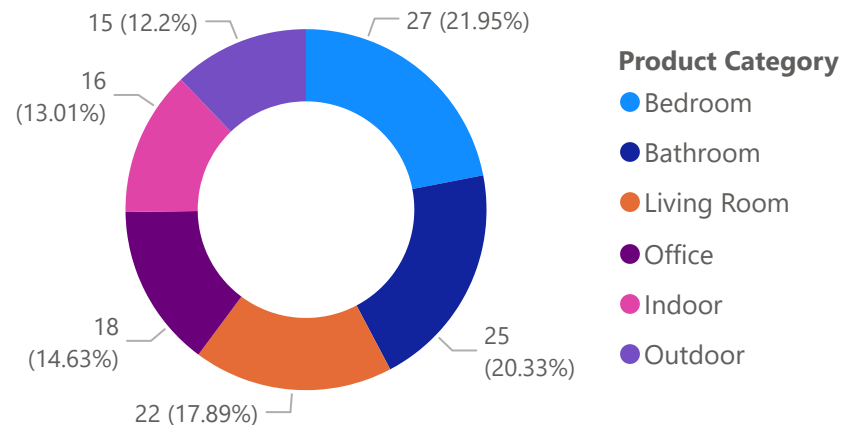


NUMBER OF DEALS BY STATUS AND PRODUCT

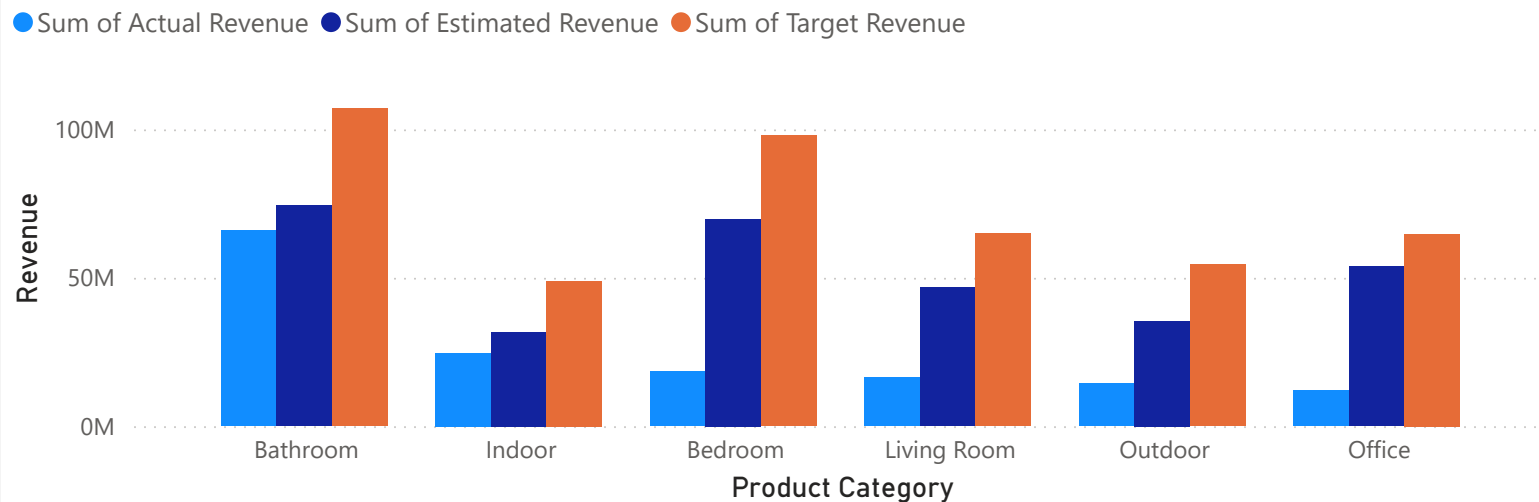


# CATEGORY

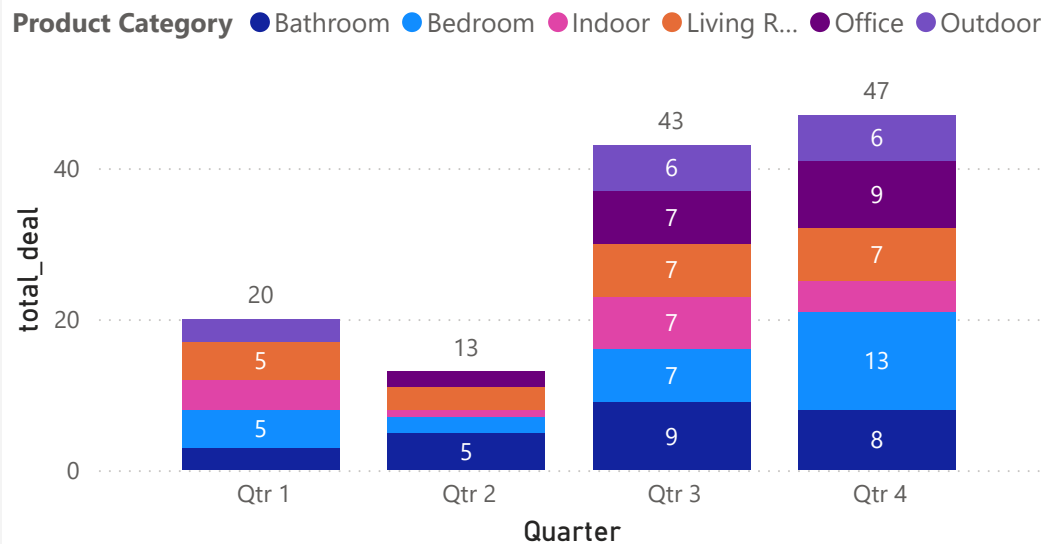
## TOTAL DEALS BY PRODUCT CATEGORY



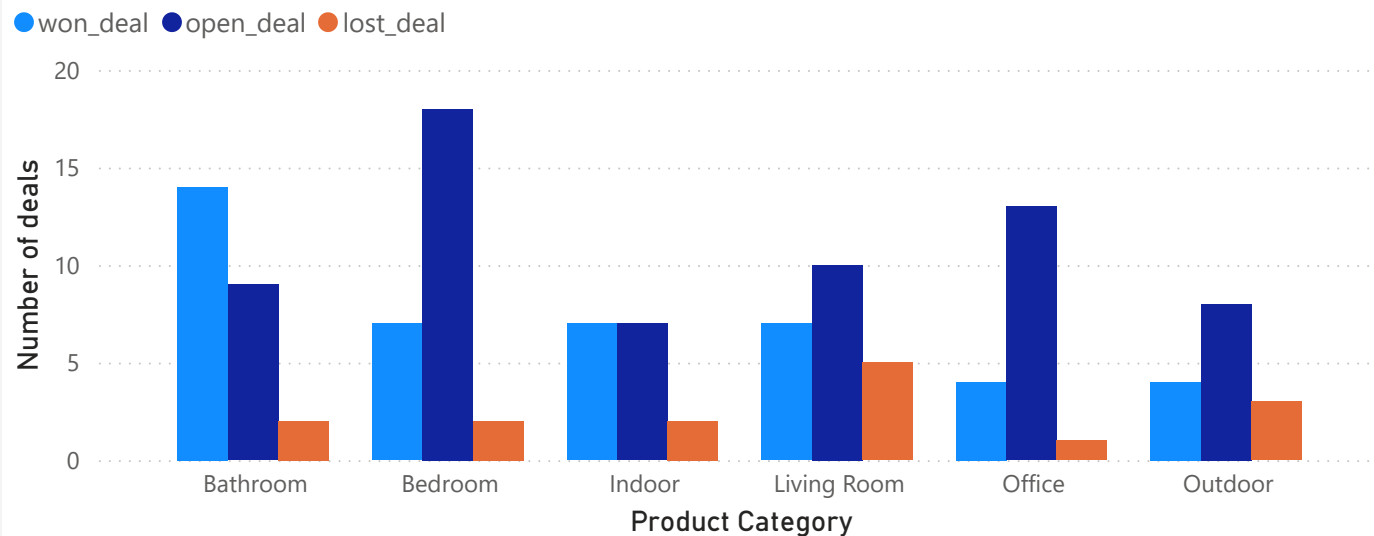
## REVENUE BY PRODUCT CATEGORY



## NUMBER OF DEALS BY QUARTER AND PRODUCT CATEGORY



## NUMBER OF DEALS BY STATUS AND PRODUCT CATEGORY



# REVENUE OVERVIEW

151.82M

Sum of Actual Revenue

311.86M

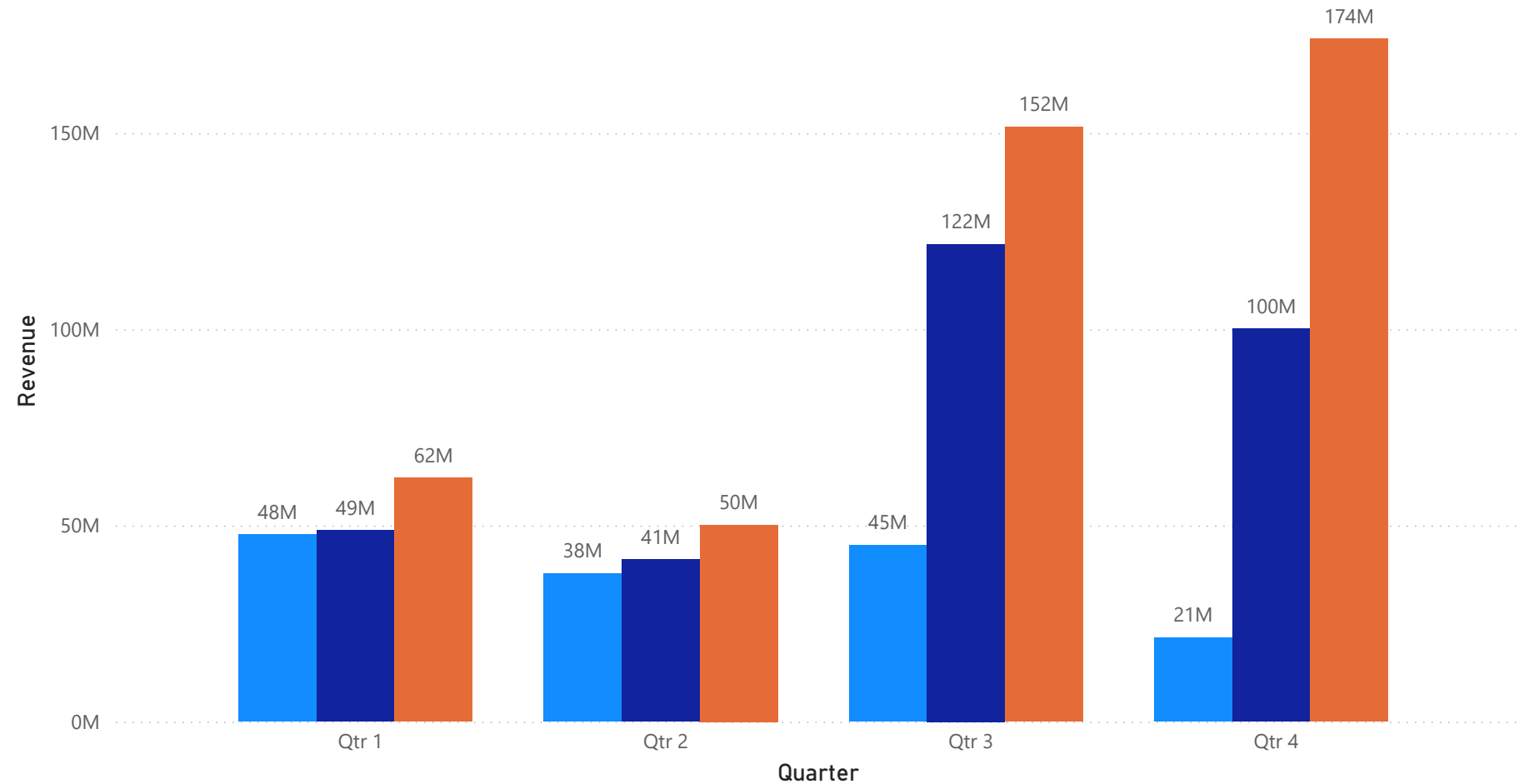
Sum of Estimated Revenue

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

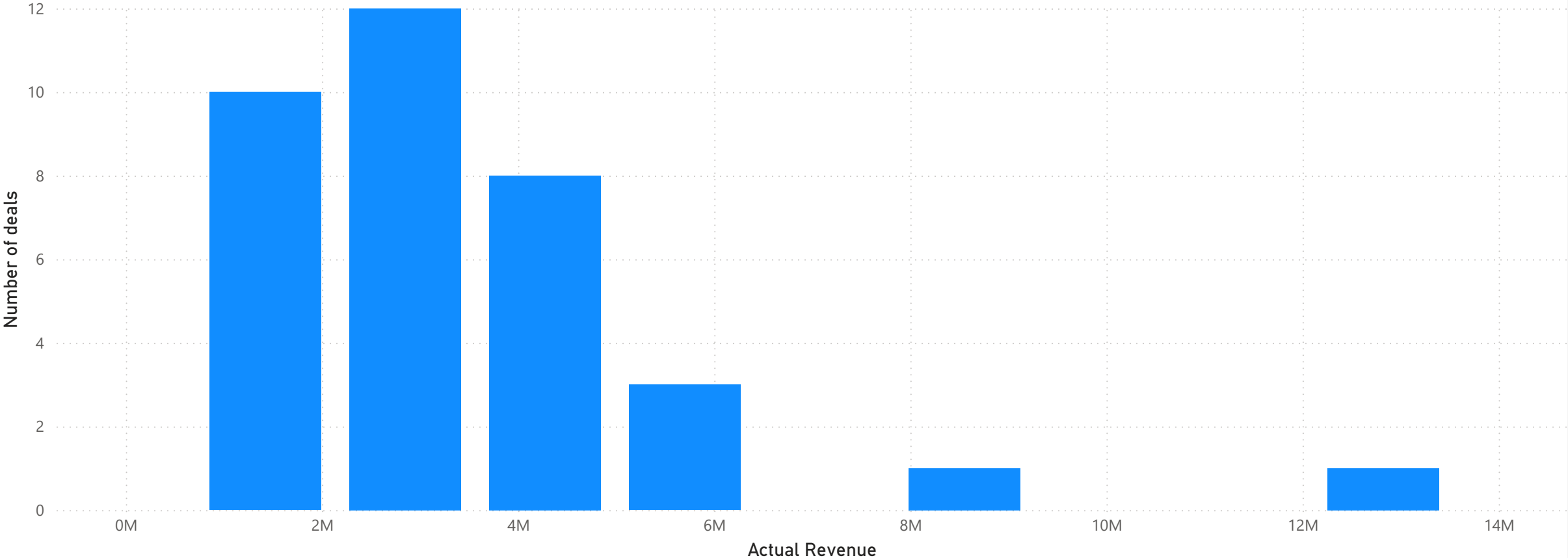
116,000.00

Min of Actual Revenue

14,250,000.00

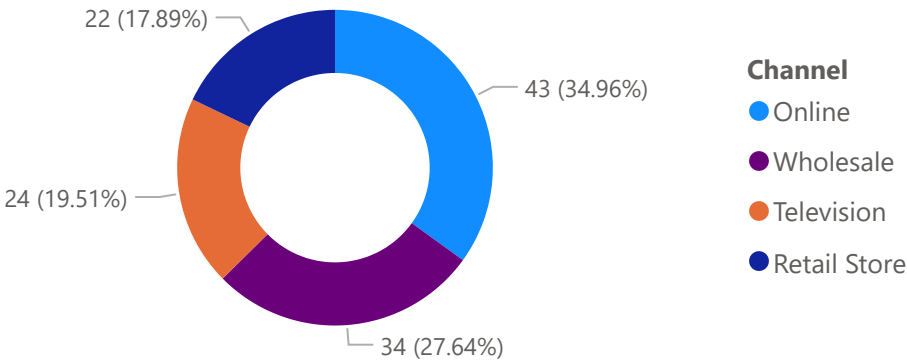
Max of Actual Revenue

NUMBER OF DEALS BY ACTUAL REVENUE

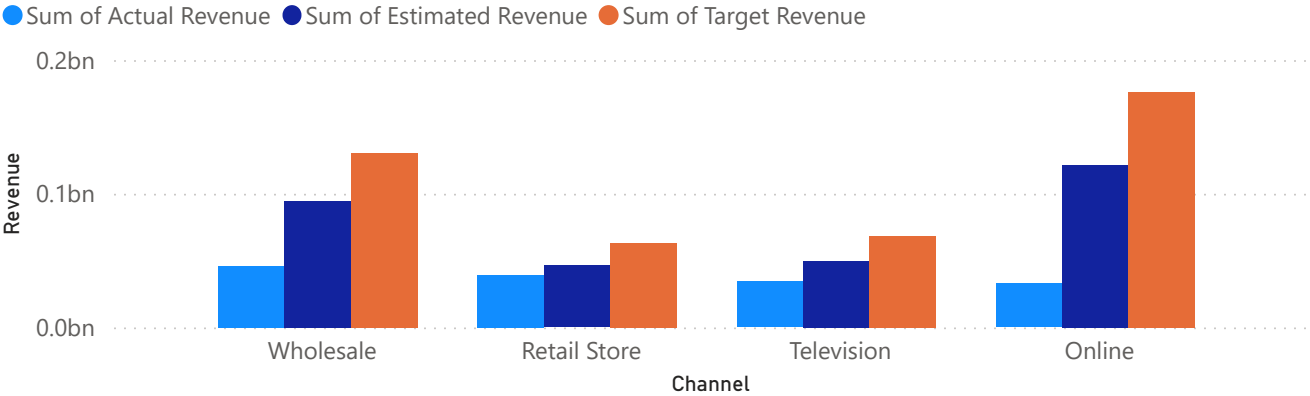


# CHANNEL

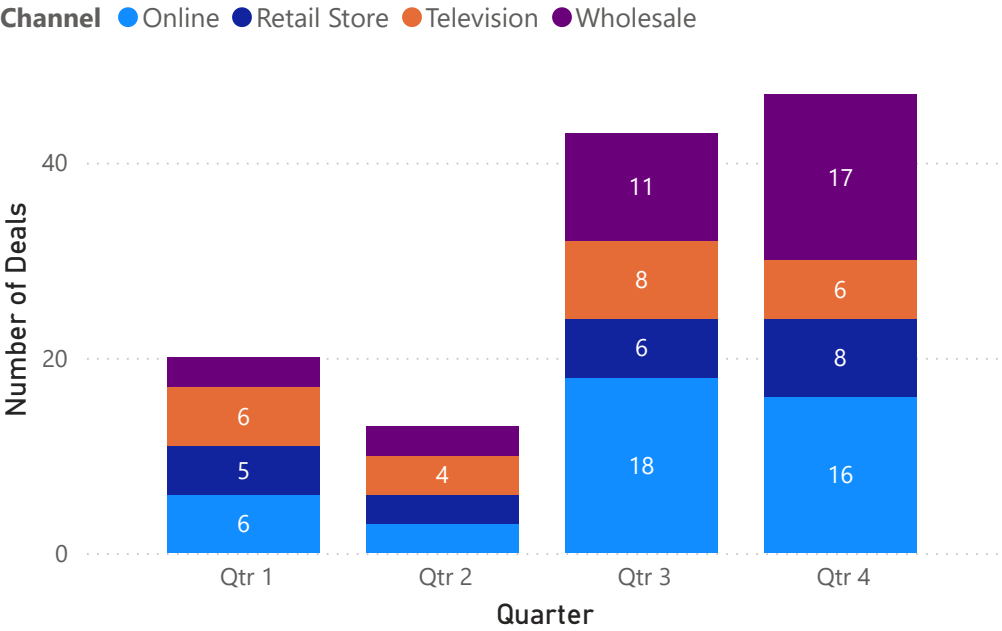
DEALS BY CHANNEL



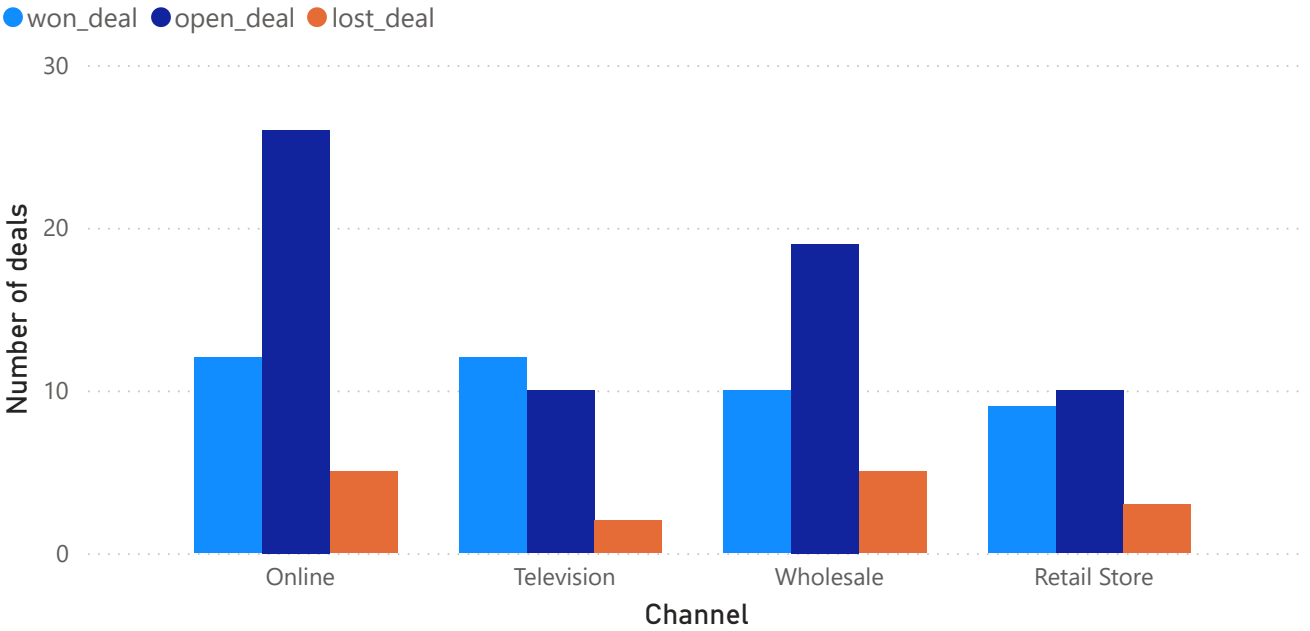
REVENUE BY CHANNEL



NUMBER OF DEALS BY CHANNEL & QUARTER



NUMBER OF DEALS BY STATUS AND CHANNEL

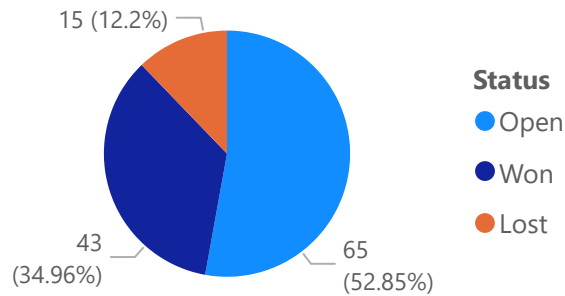


# DEAL STATUS & PIPELINE PHASE

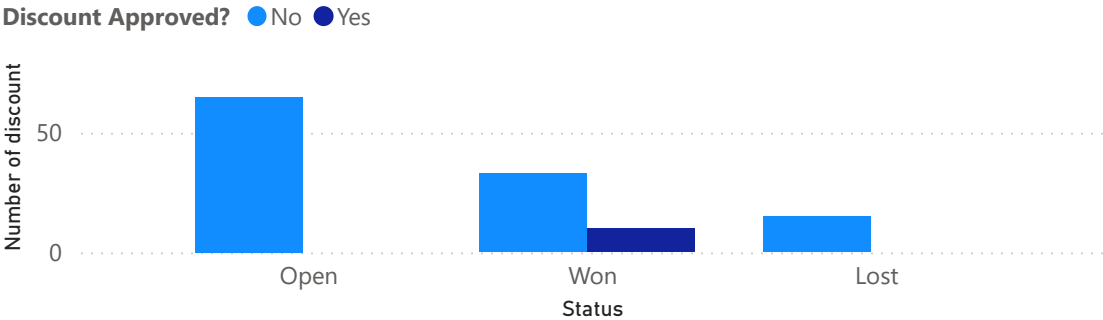
NUMBER OF DEALS BY DISCOUNT

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

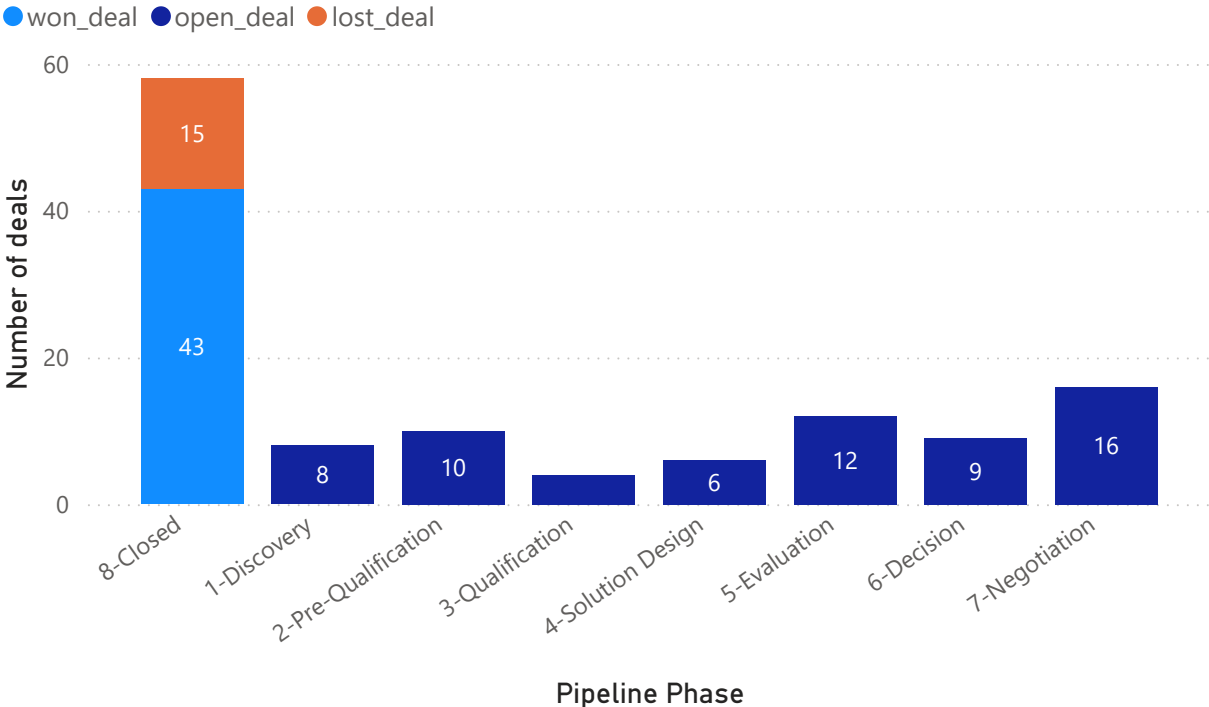
DEAL STATUS



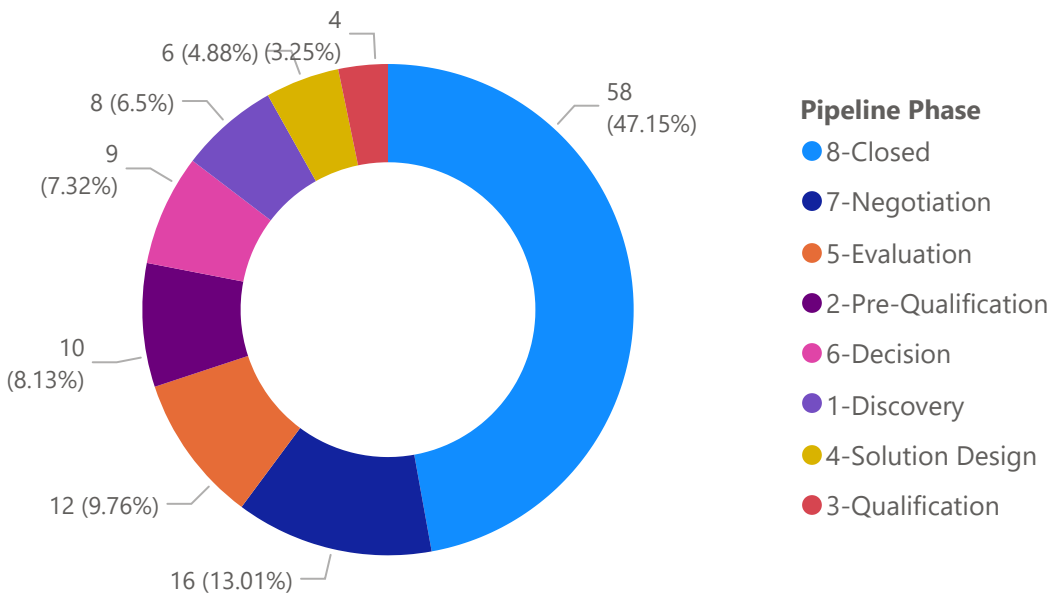
NUMBER OF DEAL BY STATUS & DISCOUNT



NUMBER OF DEALS BY STATUS & PIPELINE PHASE

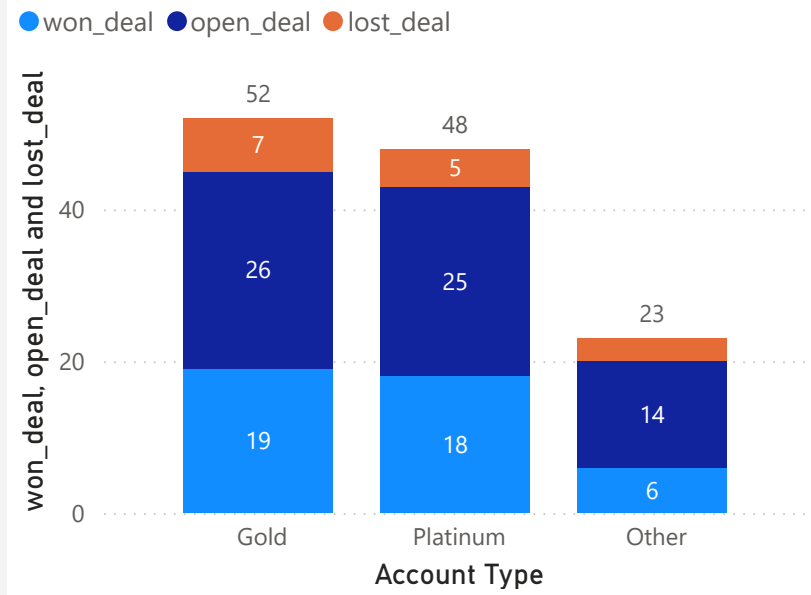


PIPELINE PHASE

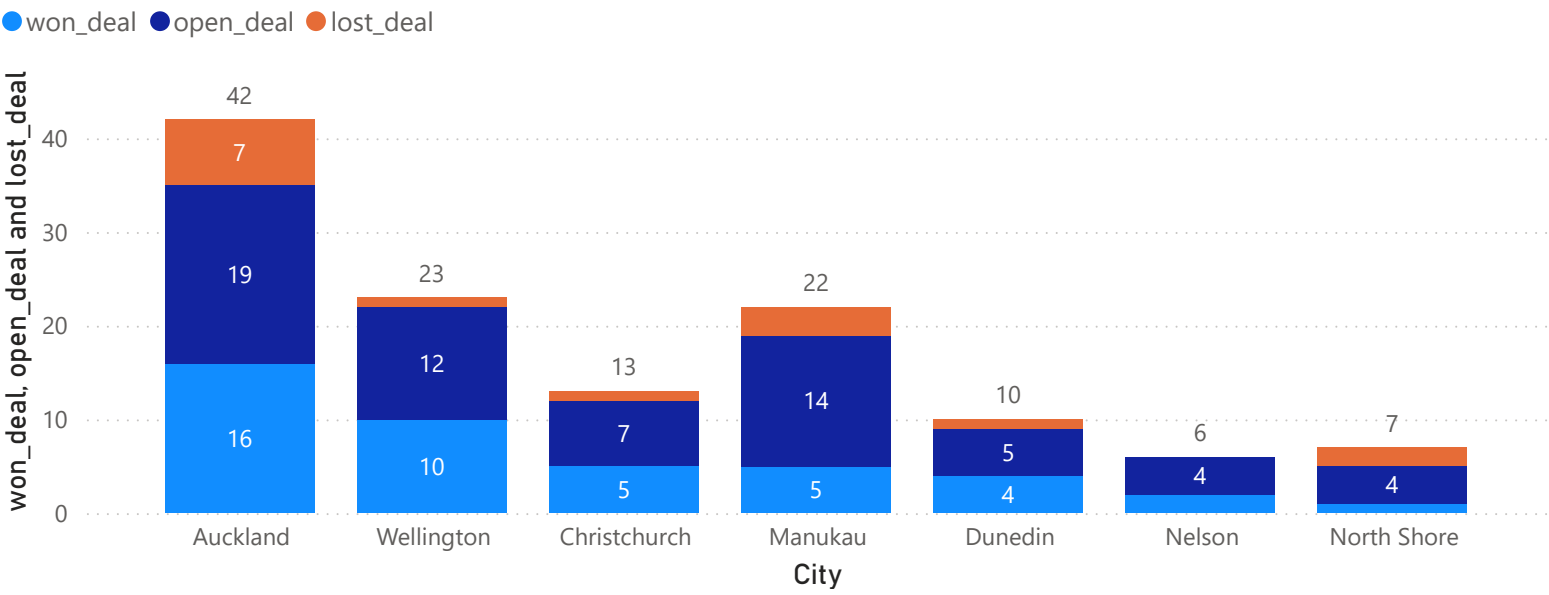


# ACCOUNT

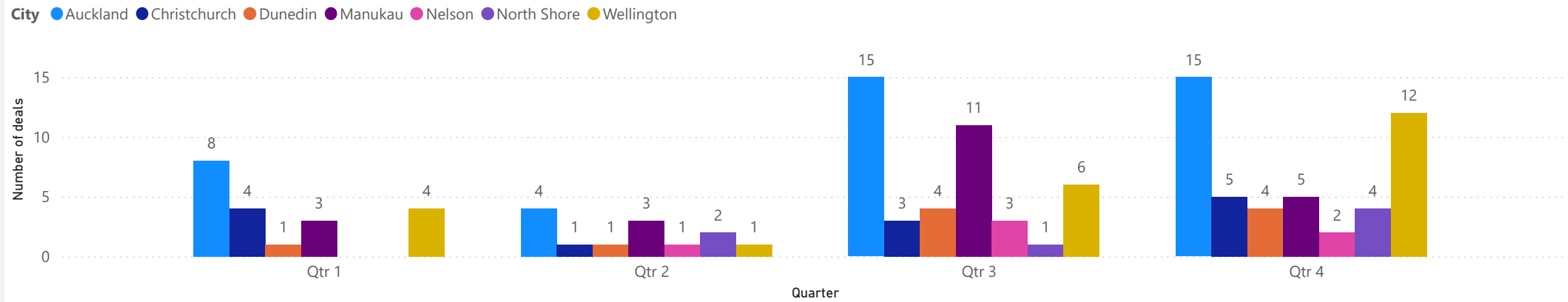
NUMBER OF DEALS BY STATUS & ACCOUNT TYPE



NUMBER OF DEALS BY STATUS & CITY

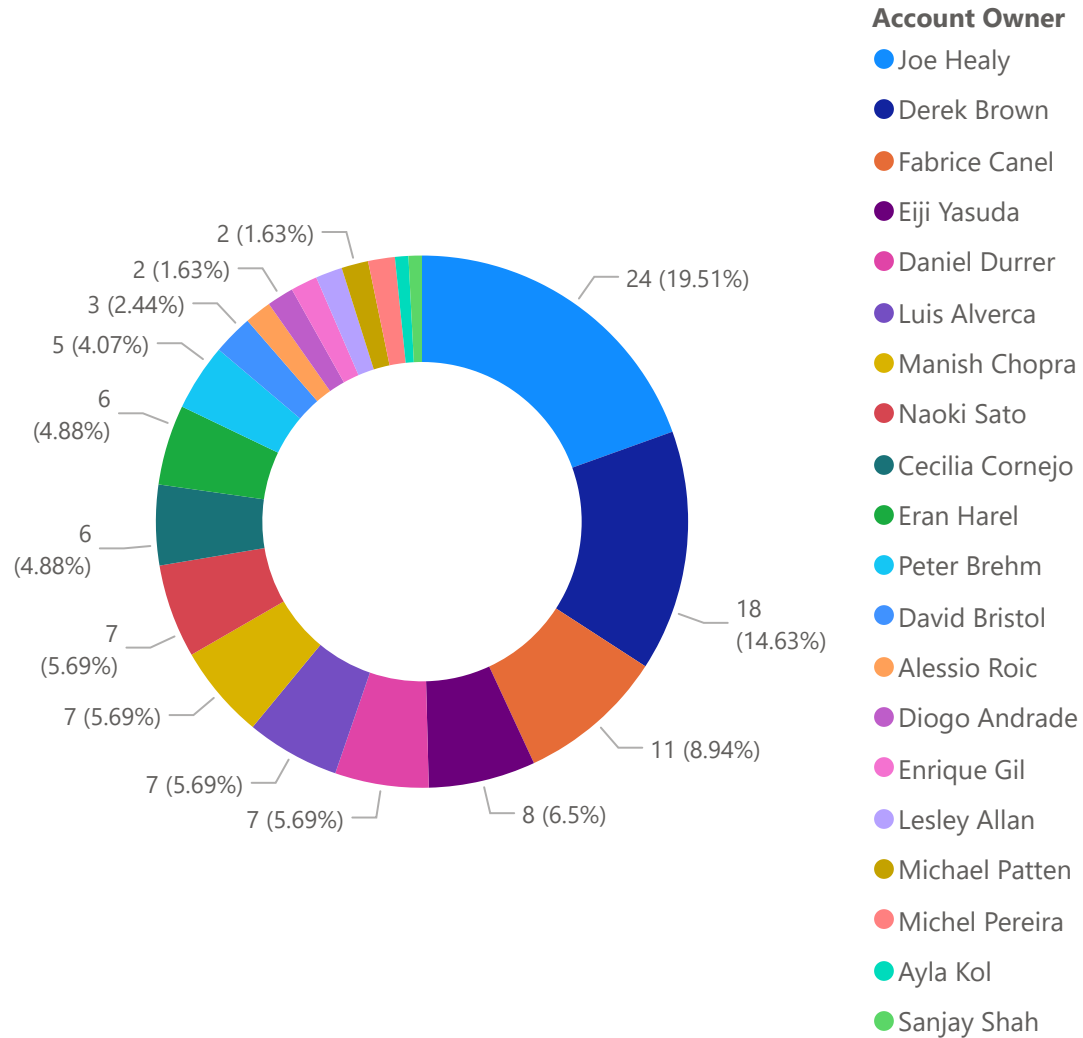


NUMBER OF DEALS BY QUARTER & CITY

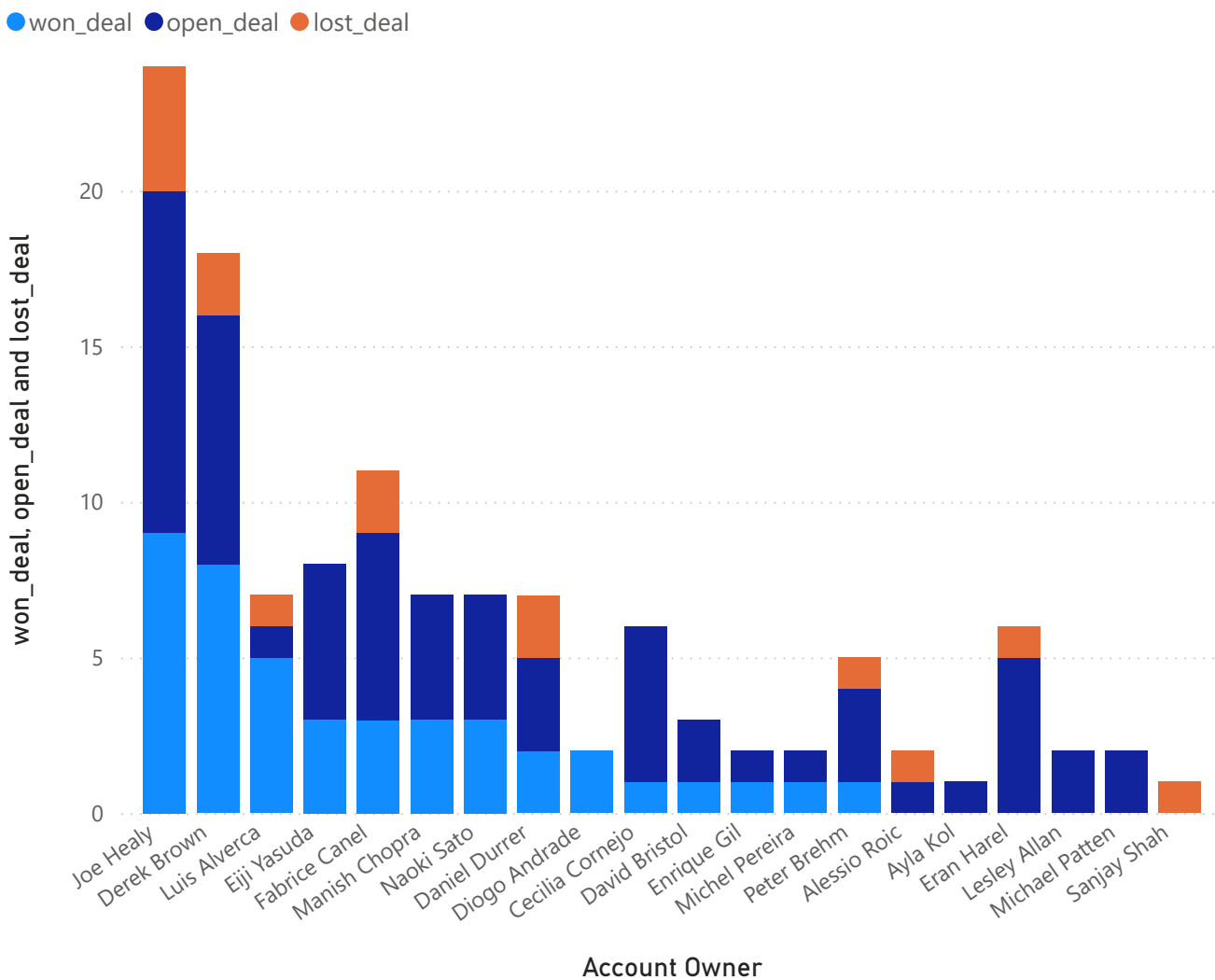


# ACCOUNT OWNER

## 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
<b>Total</b>	<b>58</b>	<b>0</b>	<b>5.52</b>	<b>6</b>	<b>9</b>

ACTUAL DURATION DAY BY DEAL STATUS

