

New Forecasting Stages

Identify	Pipeline	Upside	Strong Upside	Commit	Closed Won
0%	0%	25%	50%	90%	100%

- Pipeline to Upside:
 - ✓ install review completed
- Upside to strong upside:
 - ✓ technical recommendation (VMTurbo the leading vendor)
 - ✓ POC completion date
 - ✓ financial project justification needs to be completed
- Strong Upside to commit:
 - ✓ funding approved
 - ✓ conceptual agreement on contract terms