

CRM ANALYTICS DASHBOARD



CRM Dashboard

Fiscal Year
All

Lead

Opportunity

Total Leads

10K

Converted Accounts

1033

Converted Opportunities

411

Conversation Rate

10.3%

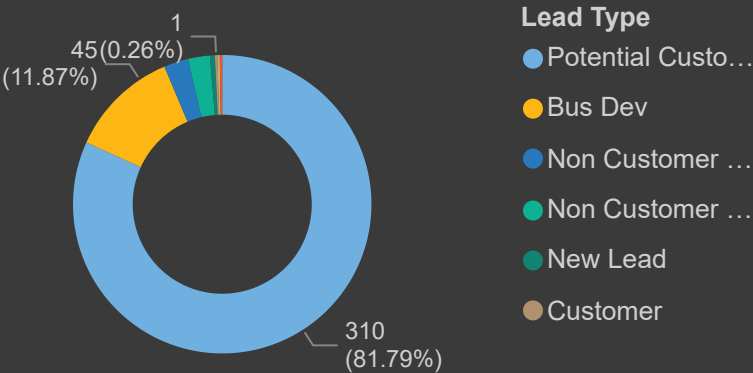
Total Amount

1.02bn

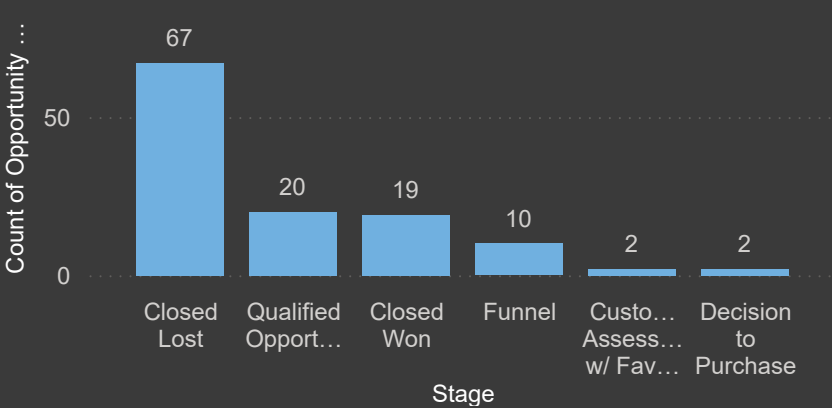
Total Leads by Country



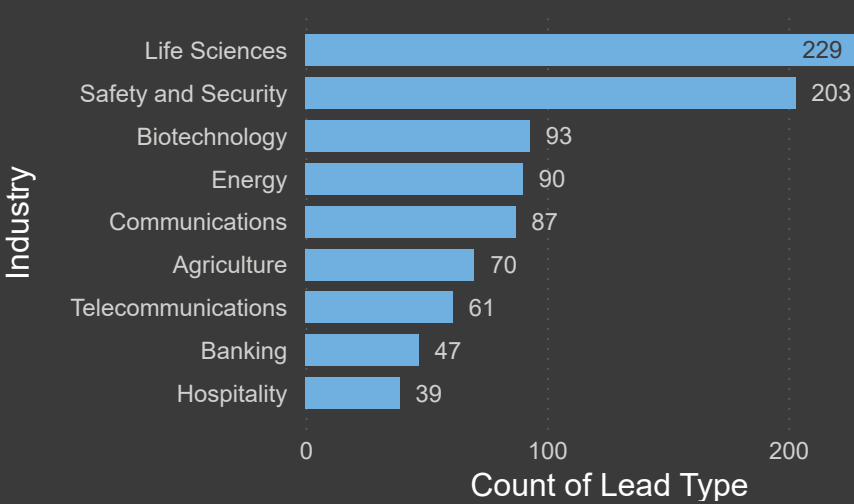
Lead Source by Lead Type



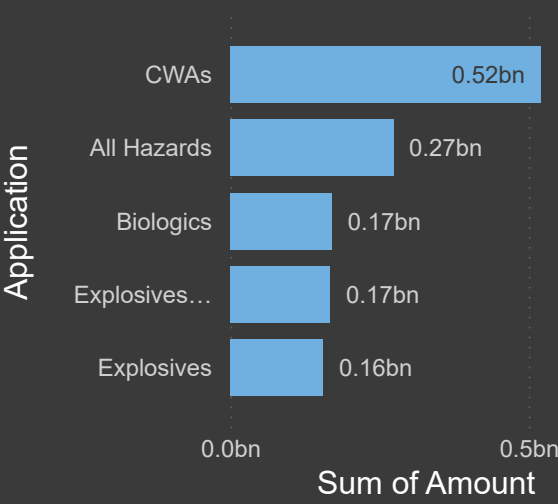
Opportunity by Stage



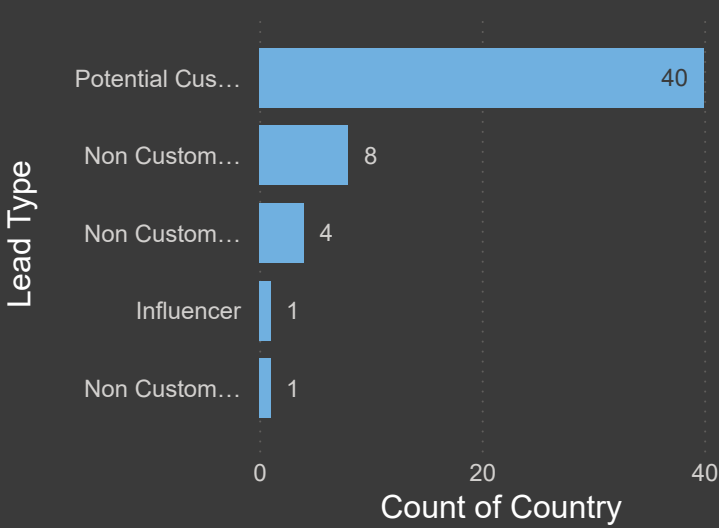
Lead Type by Industry



Sum of Amount by Application



Country by Lead Type





Fiscal Year

All

Lead

Opportunity

Expected Amount

228M

Active Opportunity

1272

Conversion Rate

35.71

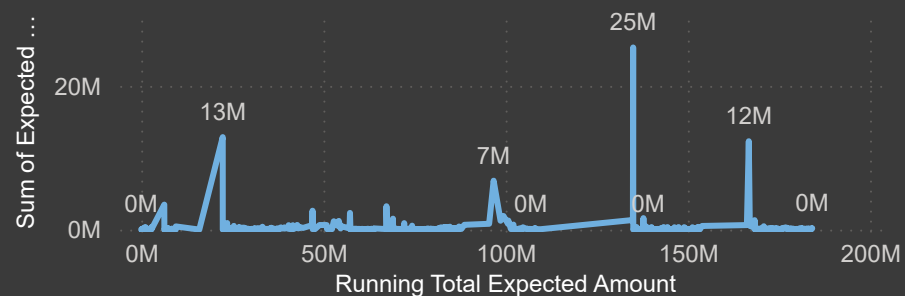
Win Rate

31.06%

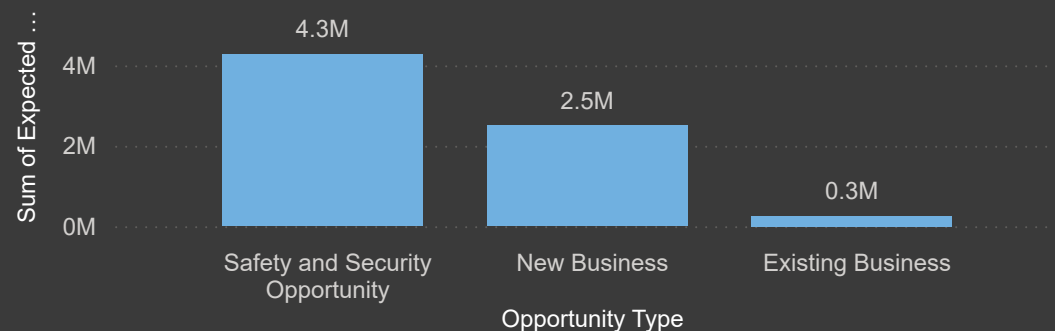
Loss Rate

68.94%

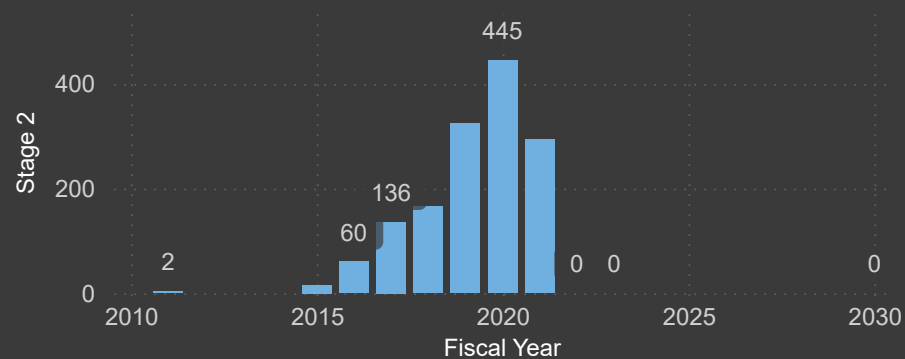
Expected Amount by Running Total Expected Amount



Expected Amount by Opportunity Type



Total Closed by Closed Won



Opportunity by Industry

