

| Opportunity Name | Product Line | Product Area | Product Gap Name | Forecast Category | Stage Name |
|---|--------------|------------------|----------------------------|-------------------|------------------|
| Adventurous Century Institute - Finance a... | Hero | Activity Capture | Astonishing Convention Gap | Pipeline | 2 - Value Discov |
| Adventurous Range Group - Power and Wa... | Revel | Demo Automation | Authentic Museum Gap | BestCase | 3 - Solutioning |
| Adventurous Table Firm - Healthcare Divisi... | Revel | Demo Automation | Authentic Tv Gap | Pipeline | 1 - Qualified |
| Adventurous Table Office - Europe Division... | Revel | Demo Automation | Authentic Branch Gap | Pipeline | 1 - Qualified |

V Opportunity & Account Gaps

Summarize and analyze feature requests across your existing customers and new business opportunities.

Product Gap Overview: New Business

How frequently does a Product Gap come up in new business Opportunities?



Product Gap Overview: Existing and Renewing Bu

How frequently does a Product Gap come up in existing busi



Opportunity Gap & Account Gap Frequency

