

STORY

V. Deal Risk

Understand which deals are at risk due to open Product Gaps and their severity.

Deal Risk: Opportunities With Breaker Gaps

Opportunities appearing in the table have a Closed/Won date in the selected date range and have a "Deal Breaker" Opportunity Gap.

\$50.45M

Amount

4

Opportunities

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

Which gaps occur most frequently and what is the total associated revenue?

Show by Product Line Product Area Product Gap

Opportunity Gap Frequency



Account Gap Frequency

