



Revenue won

\$11.43M

Qualified Pipeline

\$19.90M

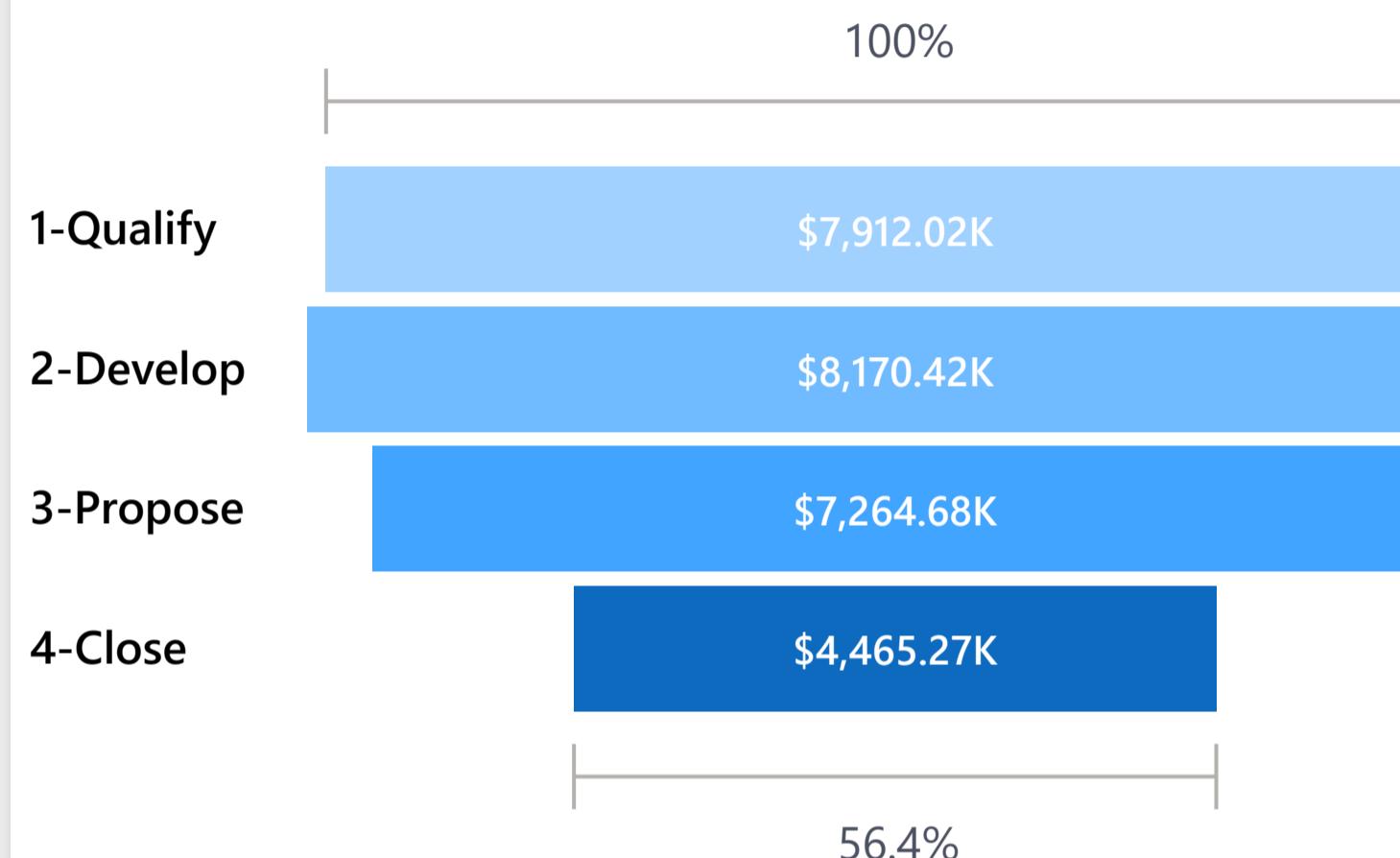
Revenue goal

\$23M

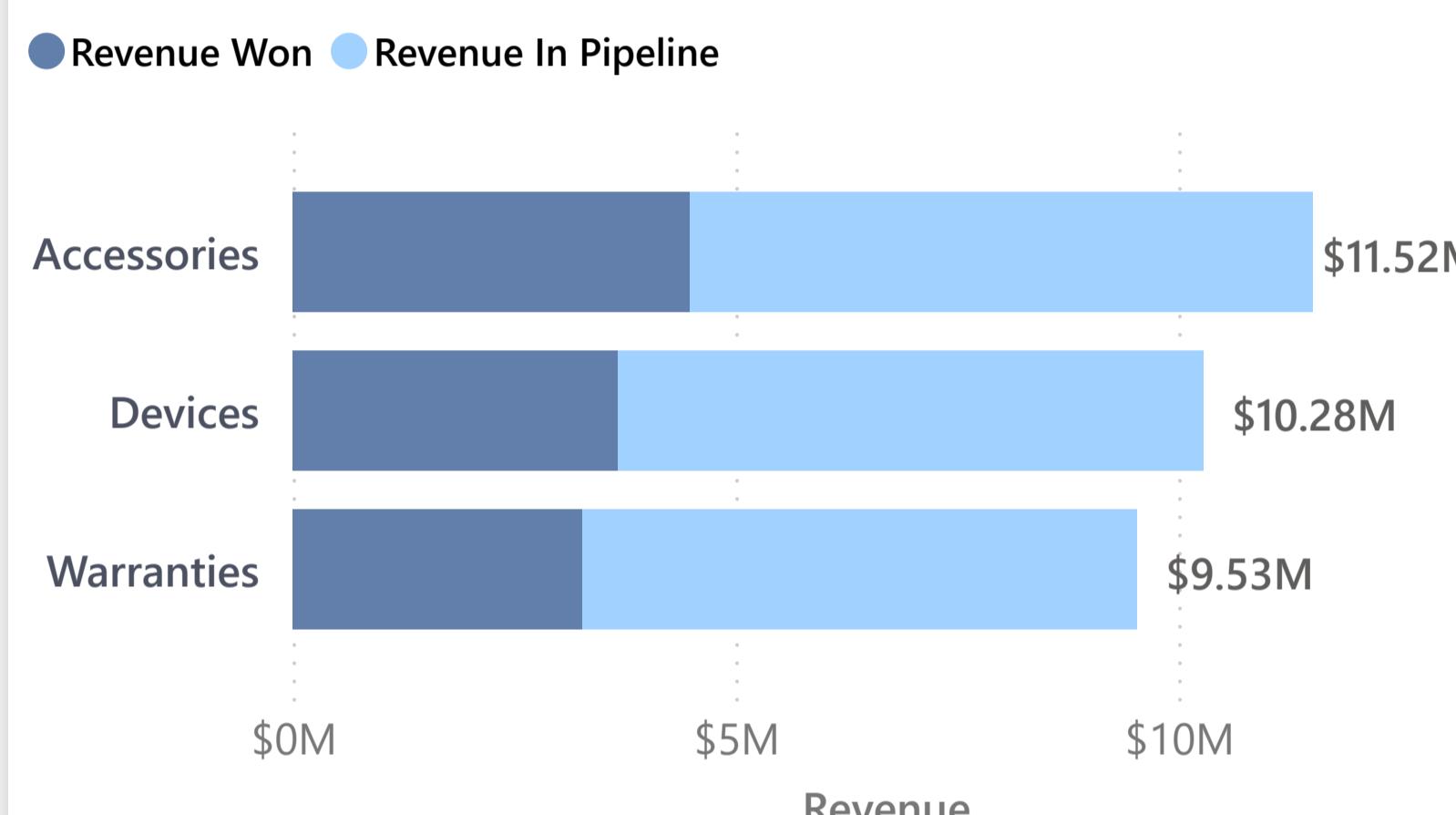
Forecast

136%

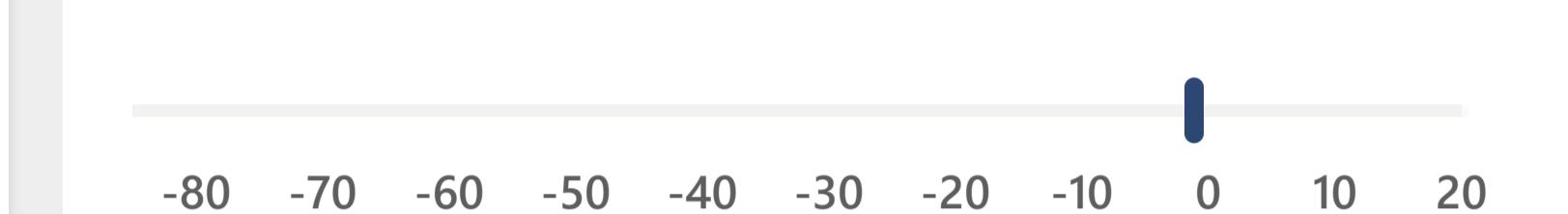
## Revenue Open by Sales Stage



## Revenue Won and Revenue In Pipeline by Product LOB



## WHAT IF the qualified forecast was adjusted by 0 % ?



By Team + User By Product

Product Category	Revenue Won	Qualified P...	Forecast %
Accessories	\$4,485.19K	\$7,035.43K	128%
Black cover 7"	\$1,512.09K	\$2,259.50K	126% <span style="color: green;">(+) 126%</span>
E-reader pen	\$1,509.29K	\$2,717.23K	141% <span style="color: green;">(+) 141%</span>
Black cover 6"	\$1,463.81K	\$2,058.70K	117% <span style="color: green;">(+) 117%</span>
Devices	\$3,672.98K	\$6,605.71K	128%
E-reader Plat...	\$1,853.66K	\$3,455.63K	133% <span style="color: green;">(+) 133%</span>
E-reader Dia...	\$971.02K	\$1,562.41K	127% <span style="color: green;">(+) 127%</span>
E-reader Plat...	\$554.24K	\$931.40K	149% <span style="color: green;">(+) 149%</span>
E-reader Dia...	\$156.58K	\$361.14K	129% <span style="color: green;">(+) 129%</span>
E-reader Stan...	\$137.48K	\$295.13K	144% <span style="color: green;">(+) 144%</span>
Warranties	\$3,271.66K	\$6,259.22K	136%
1 Year Warran...	\$3,271.66K	\$6,259.22K	136% <span style="color: green;">(+) 136%</span>
<b>Total</b>	<b>\$11,429.83K</b>	<b>\$19,900.36K</b>	<b>136%</b>

## Forecast by Territory

Territory	Revenue Won	In Pipeline	Forecast %
US-SOUTH	\$4,520,554.00	\$7,269.60K	131%
US-WEST	\$3,041,107.00	\$6,061.89K	130%
US-MIDWEST	\$2,686,629.00	\$4,367.79K	141%
US-NORTHEAST	\$1,181,536.00	\$2,201.09K	113%
<b>Total</b>	<b>\$11,429,826.00</b>	<b>\$19,900.36K</b>	<b>136%</b>

## Forecast by Location

