



Contoso

Sales Overview

Industries Overview

Trends

Insights

\$23M
Goal: \$11M (+101.23%)

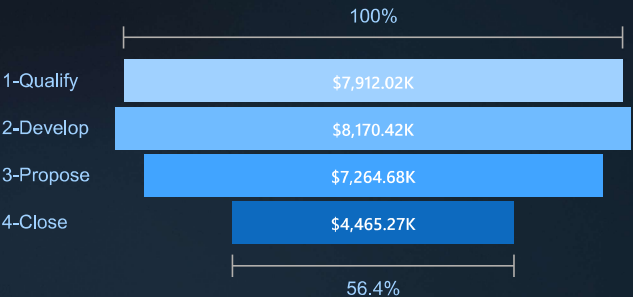
\$11M
Revenue Won

\$28M
Revenue Open

\$20M
Revenue In Pipeline

136%
Forecast %

Revenue Open by Sales Stage



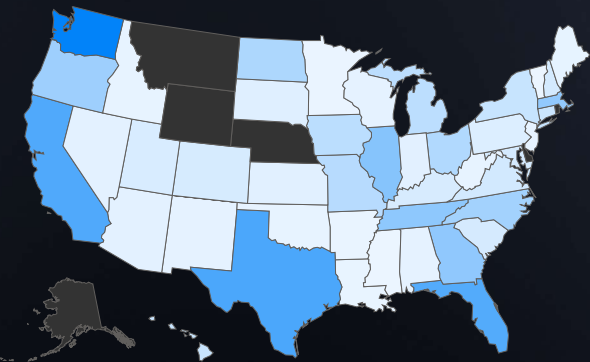
Revenue Won and Revenue In Pipeline by Product LOB

● Revenue Won ● Revenue In Pipeline

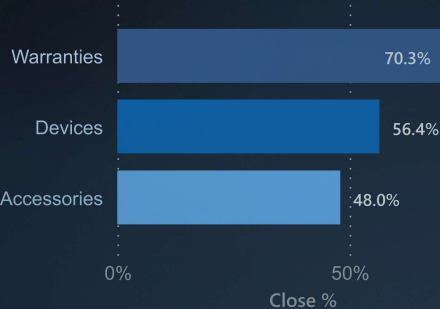


Territory	Forecast by Territory		
	Revenue Won	In Pipeline	Forecast %
US-MIDWEST	\$2,686,629.00	\$4,367.79K	141%
US-SOUTH	\$4,520,554.00	\$7,269.60K	131%
US-WEST	\$3,041,107.00	\$6,061.89K	130%
US-NORTHEAST	\$1,181,536.00	\$2,201.09K	113%
Total	\$11,429,826.00	\$19,900.36K	136%

Forecast by Location



Close % and Revenue In Pipeline by Product Category



Forecast Adjustment %



By Team + User

By Product

Product Category	Revenue and forecast by Product		
	Revenue Won	Qualified Pipeline	Forecast %
Accessories	\$4,485,190.00	\$7,035,430.00	128%
Devices	\$3,672,978.00	\$6,605,714.00	128%
Warranties	\$3,271,658.00	\$6,259,217.00	136%
Total	\$11,429,826.00	\$19,900,361.00	136%



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Sales by Industry	Revenue Won	Revenue In Pipeline	Close %	Avg Win
Real Estate Investment Trusts	\$1,075,845.00	\$2,050,206.00	60.7% ▲	\$4,698
n/a	\$1,207,053.00	\$1,918,736.00	61.9% ▲	\$4,643
Major Pharmaceuticals	\$901,504.00	\$1,420,698.00	54.2% ▲	\$4,553
Life Insurance	\$1,085,413.00	\$2,127,351.00	63.4% ▲	\$4,541
Computer Software: Programm...	\$1,030,900.00	\$1,966,637.00	74.7% ▲	\$4,729
Total	\$5,300,715.00	\$9,483,628.00	62.5%	\$4,633

n/a	922	\$4,643
Real Estate Investment Trusts	910	\$4,698
Life Insurance	873	\$4,541
Major Pharmaceuticals	782	\$4,553
Major Banks	767	\$4,835
Computer Software: Programming, ...	741	\$4,729
Business Services	521	\$4,601
Investment Managers	371	\$4,679
Computer Software: Prepackaged S...	368	\$4,861
Property-Casualty Insurers	310	\$4,661
Real Estate	263	\$4,609
Restaurants	242	\$4,652
Hospital/Nursing Management	215	\$4,708
Savings Institutions	210	\$4,724

Opportunity Count and Revenue Won Average Deal Size by Industry

Top Accounts Performance

Account Name	Manager	Owner	Revenue Won	In Pipeline
Osinski-Schulist	Peyton Davis	Riley Johnson	\$780,349.00	\$1,469.16K
O'Keefe and Sons	Amelie Garner	Greg Winston	\$447,221.00	\$957.55K
Graham Inc	Peyton Davis	Riley Johnson	\$420,056.00	\$972.75K
A. Datum Corporation (U.S.)	Ethan Brooks	Julian Isla	\$393,943.00	\$506.78K
Pacocha LLC	Amelie Garner	Alicia Thomber	\$303,784.00	\$632.25K
Abbott Group (Andorra)	Ethan Brooks	Eric Gruber	\$296,331.00	\$603.52K
Langworth Group	Peyton Davis	Angel Brown	\$261,671.00	\$399.37K
Rodriguez-Rosenbaum	Amelie Garner	David So	\$250,159.00	\$300.49K
Fay, Torp and Cole	Peyton Davis	Hollie Rees	\$232,600.00	\$354.91K
Walsh-Pacocha	Amelie Garner	Alan Steiner	\$194,879.00	\$267.40K
Lowe, Emmerich and Casper	Ethan Brooks	Molly Clark	\$190,069.00	\$503.33K
Wilderman, Lehner and Runte	Amelie Garner	Alan Steiner	\$175,833.00	\$241.38K
Kulas and Sons	Ethan Brooks	Dan Jump	\$173,308.00	\$349.21K
Kertzmann, Herzog and Gerhold	Amelie Garner	Spencer Low	\$172,434.00	\$217.74K
Dooley, Muller and Cummerata	Peyton Davis	Riley Johnson	\$156,873.00	\$199.23K
Total			\$11,429,826.00	\$19,900.36K



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Trend Analysis

Pipeline Trends

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Won Opportunities this month

313

Close Ratio

26.4%

Avg Discount

10.5%

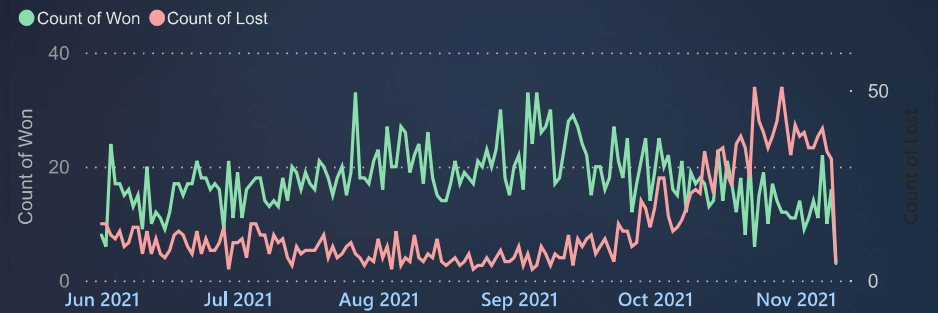
Value In Pipeline

\$628.12K

Close % by Year and Month



Count of Won and Lost by Date



Revenue Won By Year and Month



Revenue Won and Revenue In Pipeline by Date

