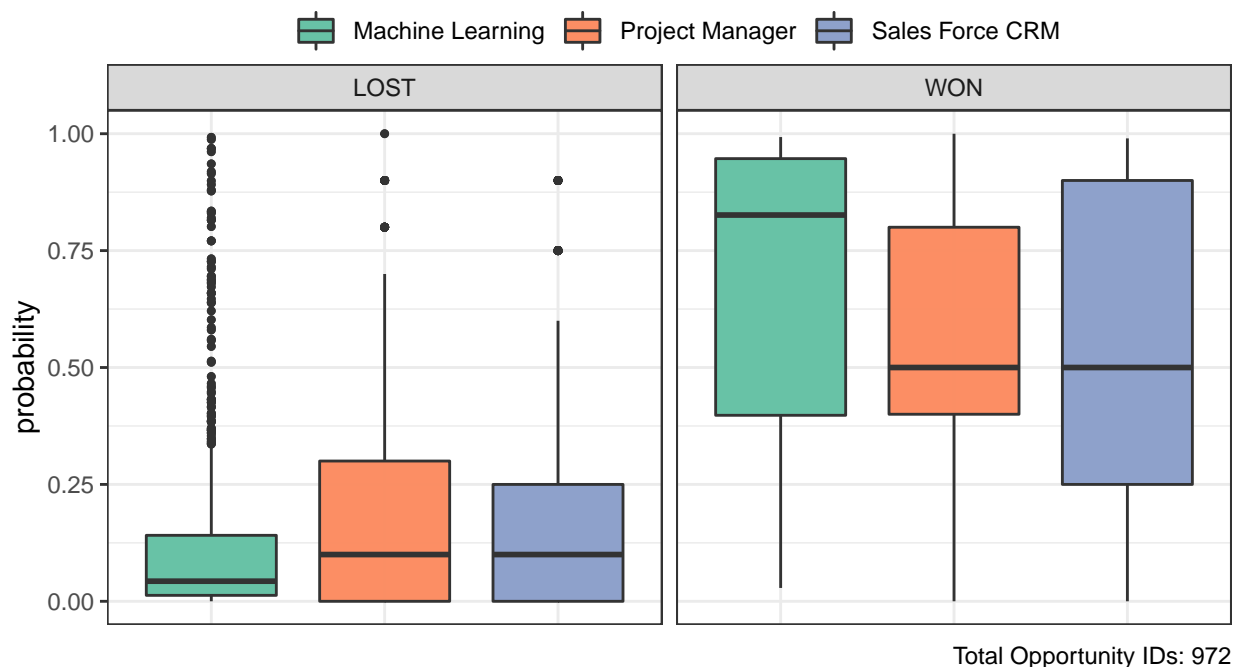


Assess Forecast of Opportunity's Probability of Success

Warning in oppGiveDate(oppSnapMaxDate()): <oppGiveDate> SnapshotTypes:
DAILYWEEKLY

Based on 2018-10-01 Open Opportunities relative to it's actual outcomes



Legend annotation:

- > **Machine Learning** - is my Machine Learning model stored in SQL as **Predicted Probability** field.
- > **Sales Force CRM** - Salesforce Automated Probabilities stored in SQL as **Probability %** field.
- > **Project Manager** - Account Manager's best guess stored in SQL as **Winning Probability** field.

Median Summary Statistics:

PROBABILITY SOURCE	LOST	WON
Machine Learning	0.04	0.83
Project Manager	0.10	0.50
Sales Force CRM	0.10	0.50

Mean Summary Statistics:

PROBABILITY SOURCE	LOST	WON
Machine Learning	0.13	0.68
Project Manager	0.21	0.56
Sales Force CRM	0.17	0.55

