

Smart Biz

针对SaaS企业数字化的BI系统





Smart Biz 智能 BI 系统

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HTML

CSS

JQuery

Bootstrap

Echarts

Sales
Analysis

Customer
Profile

Lead to Cash
Funnel

Region/Industry
Analysis

Postgresql

Django

Numpy

Scikit-
Learn

Logging

Salesforce

Hubspot

Data
Warehouse

Google
Big Query



数据库



CRM 平台



其他



文本



图像



视频



网络爬虫

数据预处理
自动化

数据清洗



缺失数据填充



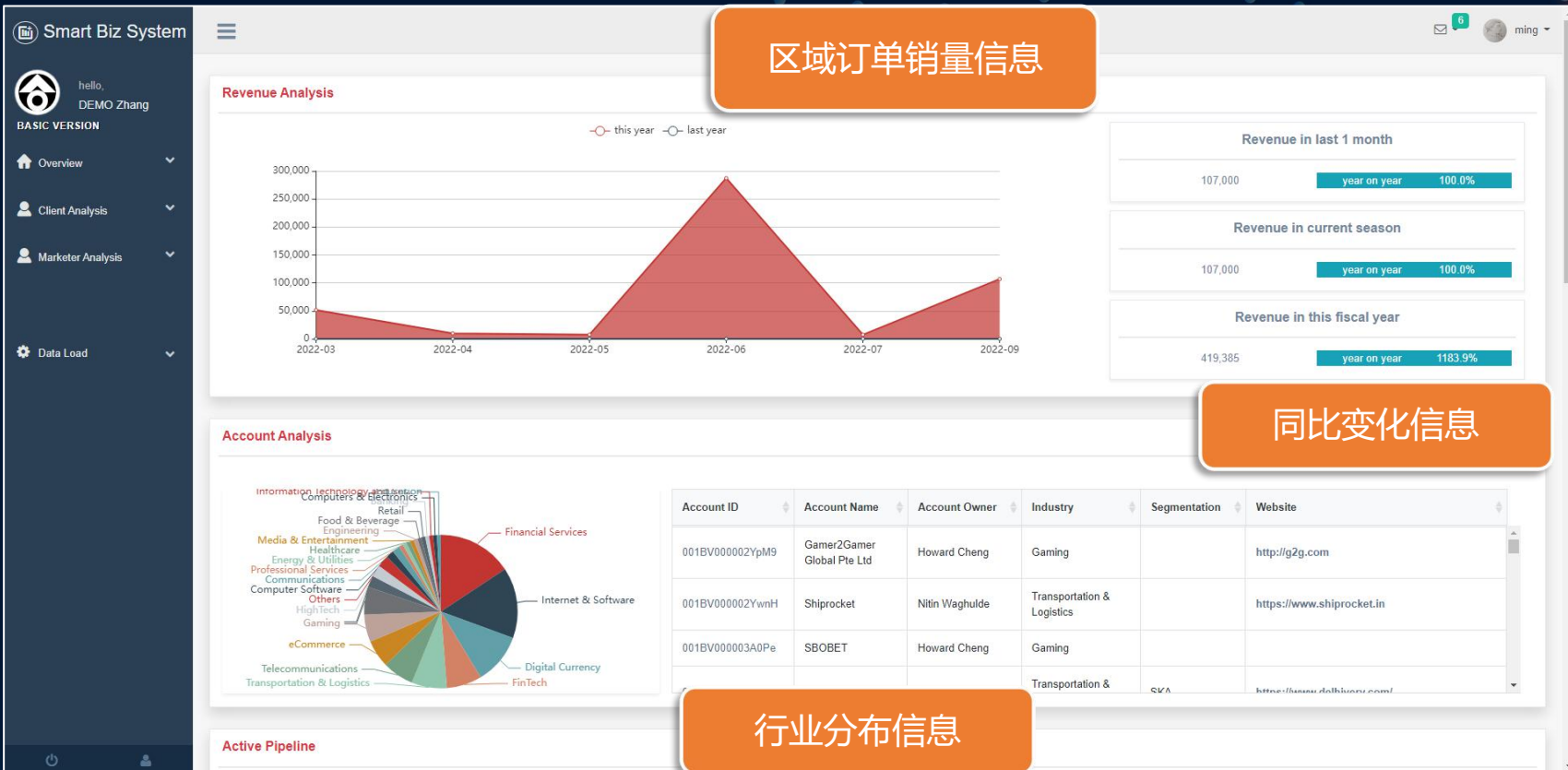
数据质量检测



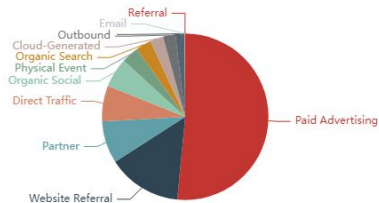
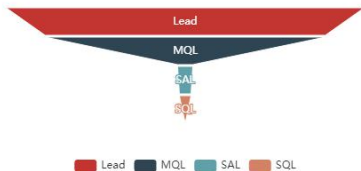
数据完整性检测

订单分布信息
销售趋势信息





Lead to Cash funnel



Seq	Stage	No.Contacts	%Contacts
1	Lead	4606	53.8
2	MQL	3603	
3	SAL	196	
4	SQL	150	

Lead To Cash 漏斗图

Seq	Lead Source	No.Contacts	%Contacts
1	Paid Advertising	1927	51.5
2	Website Referral	538	
3	Partner	307	
4	Direct Traffic	259	
5	Organic Social	215	5.7

Lead 来源分布

Month	No. Leads
2022-09	76
2022-08	281
2022-07	901
2022-06	552
2022-05	1287

Lead 变化趋势

Smart Biz System

hello,
DEMO Zhang

BASIC VERSION


Overview

Client Analysis

Marketer Analysis

Data Load

Client Profile



Client Name

Website

Country

Region

Industry

Labels

Big Company (Yes/No)

Employee Numbers

Mobiuspace

Hong Kong SAR, China

China Outbound

Internet & Software

No

None

Client 基本信息

CSG Team

Marketer

Salor

CSM 团队信息

Related Pipeline

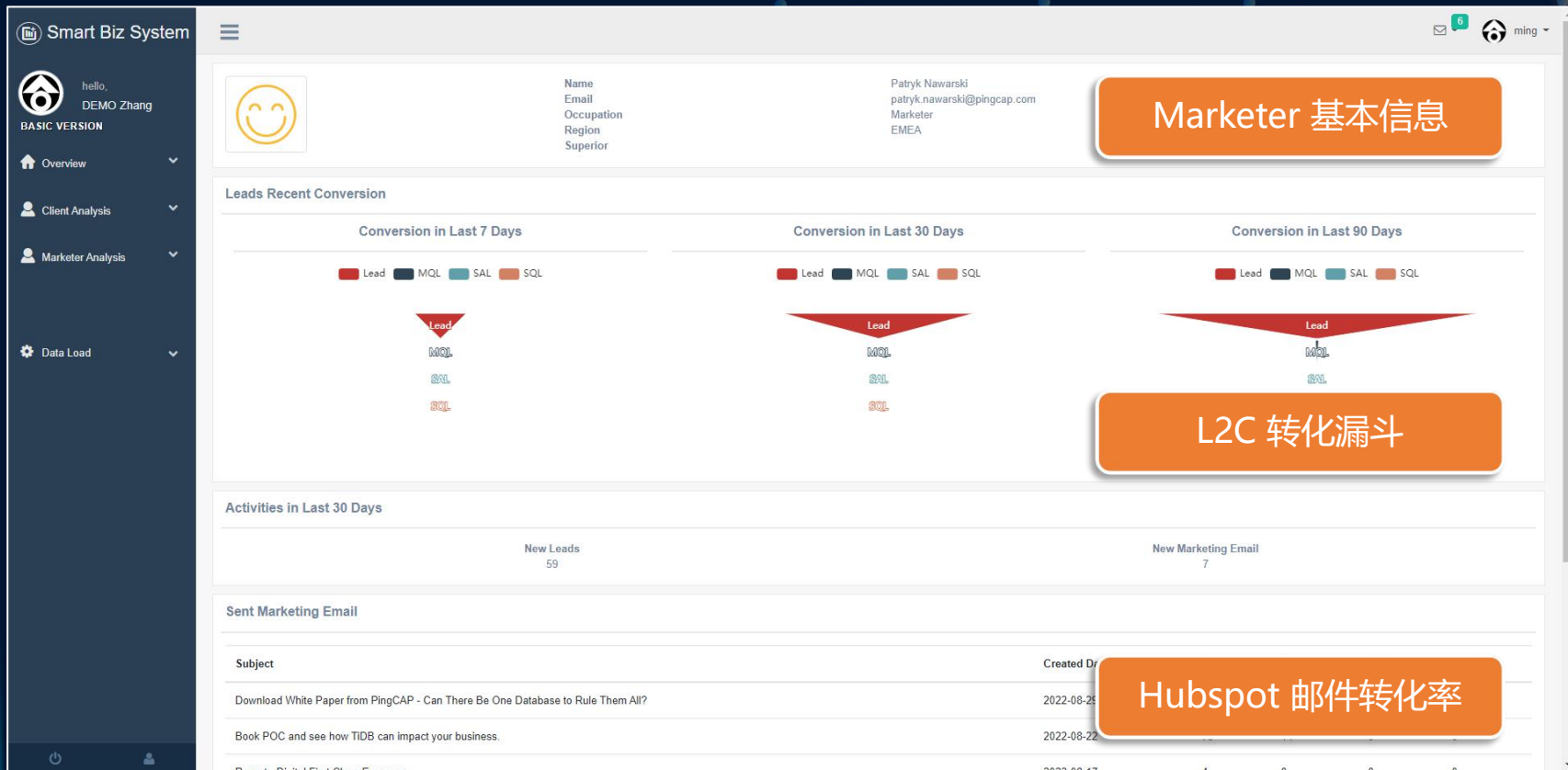
PPL Name	PPL Stage	Forecast Type	Risk Rating	PPL Probability	ACV Amount	Close Date
Mobiuspace - Social APP x Follow Cluster - TP - DBaaS - OD	Closed Won	Commit	Low			
Mobiuspace - Social APP x Follow Cluster - TP - DBaaS - CP	Bidding / Negotiating	Commit	Medium			
Mobiuspace - Social APP x Like Cluster - TP - DBaaS - OD	Bidding / Negotiating	Upside	Medium	40.0%	5000.0	2023-01-09

Pipeline 信息

Client Orders

Order Number	Order Start Date	Order Amount	Order Currency	Order Status	Related oppo
HK-OF-40569334	2022年6月1日	4708.19	USD	Activated	Mobiuspace -

客户 Order 信息



期待您的合作

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