

## Open sales by stage

Period: This month



■ Prospect
 ■ SQL
 ■ First Meeting
 ■ Second Meeting
 ■ Decision

# Opportunities

15

Win rate

87%

Lead time (days)

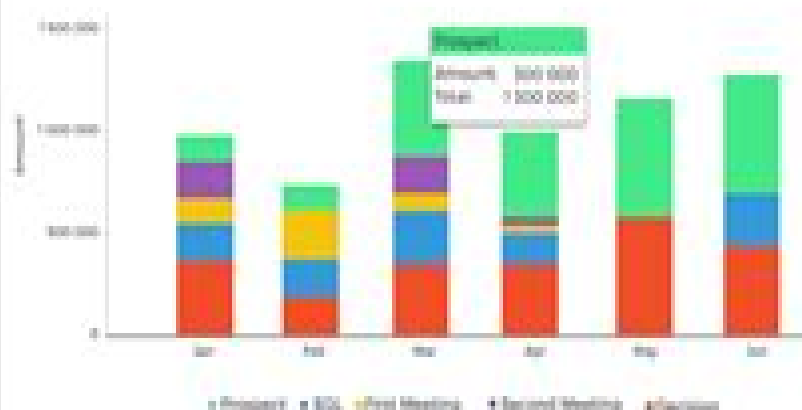
5

Avg. deal size

125 000

## Pipeline by closed date

Period: Current and last 5 months



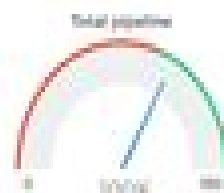
## Pipeline requirements

Period: This month



Quantity  
# of opportunities

4



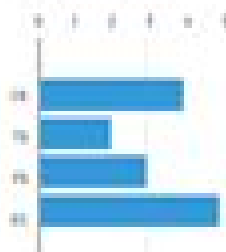
Quantity  
# of opportunities

8

## Activities

Activity date: This month

Prospect meetings



Customer meetings



Activity date: last 5 months

Missing activities - Opportunities without scheduled activities

Company	Contact	Open amount
Cruise Works	Sam	60 000
P. Apple	Frankie	120 000
i-Gemograph	Thomas	75 000
Denkiss	Lynda	180 000
Freelancer	Alex	20 000
Avance	Sally	25 000
<b>Total</b>		<b>480 000</b>

# Glance Guide Analytics

**D Kirk**



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