

Open sales by stage

Period: This month



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

Opportunities

15

Win rate

87%

Lead time (days)

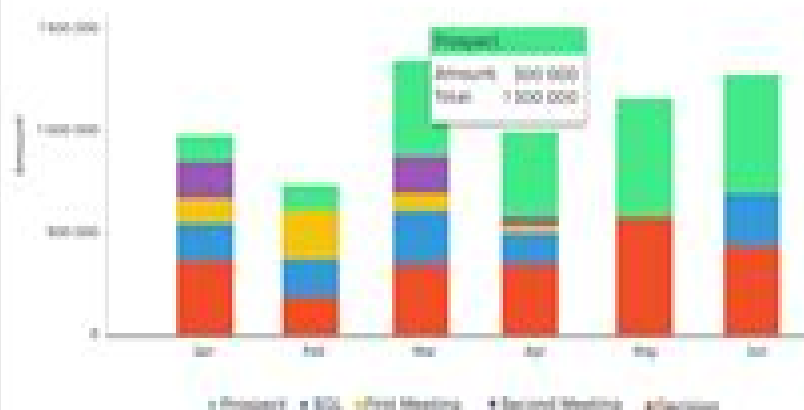
5

Avg. deal size

125 000

Pipeline by closed date

Period: Current and last 5 months



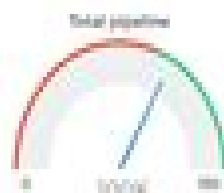
Pipeline requirements

Period: This month



Quantity
of opportunities

4



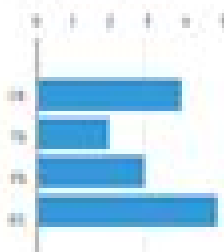
Quantity
of opportunities

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. Gumbagh	Thomas	75 000
Denkiss	Lynda	180 000
Freelancer	Alex	20 000
Avance	Sally	25 000
Total		480 000

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