



Sales Reports That Matter

Integrated with Salesforce



Actionable
Sales
Intelligence

We use the data you've already entered

Have more productive impromptu sales and management interactions

Instant access to Active, Lost and Sold opportunities with a real-time preview of both the total opportunity count and value of each category. Also, access deals converted to No Opportunity, which account for cancelled meetings and deals never quoted.

17 Active Opportunities <small>\$1,326,450.00</small>		12 Sold Opportunities <small>\$783,075.00</small>		7 Lost Opportunities <small>\$638,400.00</small>		4 No Opportunities <small>View Details</small>	
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Know your personal client base and historic industry trends to understand where you've succeeded and failed. See your upcoming opportunities and predictive sales for budgeting and to spot upcoming trends to pivot lead generation strategies.

Sales Trends		Industry Trends				Predictive Sales																																																																																										
<p>Opportunities Active: 17 (42.5%)</p>		<table border="1"> <thead> <tr> <th>Top 10</th> <th>Opp</th> <th>Won</th> <th>% Won</th> <th>Client Base</th> </tr> </thead> <tbody> <tr><td>Construction</td><td>2</td><td>2</td><td>100%</td><td>17%</td></tr> <tr><td>Computer Hardware</td><td>4</td><td>2</td><td>50%</td><td>17%</td></tr> <tr><td>Accounting</td><td>5</td><td>2</td><td>40%</td><td>17%</td></tr> <tr><td>Aviation & Aerospace</td><td>6</td><td>2</td><td>33%</td><td>17%</td></tr> <tr><td>Financial Services</td><td>3</td><td>1</td><td>33%</td><td>8%</td></tr> <tr><td>Legal Services</td><td>4</td><td>1</td><td>25%</td><td>8%</td></tr> <tr><td>Marketing and Advertising</td><td>4</td><td>1</td><td>25%</td><td>8%</td></tr> <tr><td>Banking</td><td>5</td><td>1</td><td>20%</td><td>8%</td></tr> <tr><td>Architecture & Planning</td><td>3</td><td>0</td><td>0%</td><td>0%</td></tr> <tr><td>Biotechnology</td><td>2</td><td>0</td><td>0%</td><td>0%</td></tr> </tbody> </table>				Top 10	Opp	Won	% Won	Client Base	Construction	2	2	100%	17%	Computer Hardware	4	2	50%	17%	Accounting	5	2	40%	17%	Aviation & Aerospace	6	2	33%	17%	Financial Services	3	1	33%	8%	Legal Services	4	1	25%	8%	Marketing and Advertising	4	1	25%	8%	Banking	5	1	20%	8%	Architecture & Planning	3	0	0%	0%	Biotechnology	2	0	0%	0%	<table border="1"> <thead> <tr> <th>Top 10</th> <th>Confidence Level</th> <th>Confidence Value</th> </tr> </thead> <tbody> <tr><td>Architecture & Planning</td><td>2 out of 3</td><td>\$35,340.00</td></tr> <tr><td>Financial Services</td><td>2 out of 2</td><td>\$114,000.00</td></tr> <tr><td>Banking</td><td>2 out of 2</td><td>\$79,200.00</td></tr> <tr><td>Chemicals</td><td>2 out of 2</td><td>\$72,600.00</td></tr> <tr><td>Accounting</td><td>1 out of 2</td><td>\$60,000.00</td></tr> <tr><td>Aviation & Aerospace</td><td>1 out of 2</td><td>\$195,750.00</td></tr> <tr><td>Computer Hardware</td><td>1 out of 1</td><td>\$180,000.00</td></tr> <tr><td>Legal Services</td><td>1 out of 1</td><td>\$675.00</td></tr> <tr><td>Marketing and Advertising</td><td>1 out of 1</td><td>\$1,500.00</td></tr> <tr><td>Biotechnology</td><td>1 out of 1</td><td>\$151,200.00</td></tr> </tbody> </table>			Top 10	Confidence Level	Confidence Value	Architecture & Planning	2 out of 3	\$35,340.00	Financial Services	2 out of 2	\$114,000.00	Banking	2 out of 2	\$79,200.00	Chemicals	2 out of 2	\$72,600.00	Accounting	1 out of 2	\$60,000.00	Aviation & Aerospace	1 out of 2	\$195,750.00	Computer Hardware	1 out of 1	\$180,000.00	Legal Services	1 out of 1	\$675.00	Marketing and Advertising	1 out of 1	\$1,500.00	Biotechnology	1 out of 1	\$151,200.00
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Know and discuss your top and bottom ranked opportunities to strategize the next steps to keep your efforts focused.

Top Ranked Active Opportunities			Bottom Ranked Active Opportunities		
Company	Win Confidence	Actual value	Company	Win Confidence	Actual value
Logan Work Inc.	100%	\$180,000.00	UP Group, Inc.	30%	\$3,000.00
Boeing Construction	90%	\$217,500.00	First US	30%	\$120,000.00
Windsor Davis Parker & Holbrook P.A.	90%	\$750.00	Capitol Inc.	50%	\$120,000.00
Professional Service Industries, Inc.	90%	\$36,000.00	WSPGlobal	50%	\$3,000.00
North Coast Realty, LLC	90%	\$54,000.00	North Coast Realty, Inc.	50%	\$144,000.00