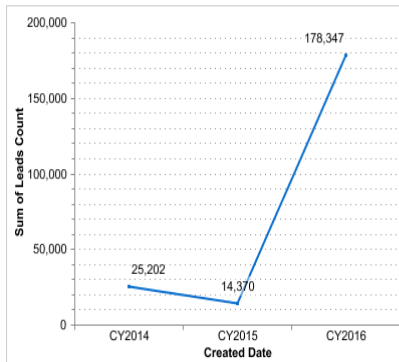
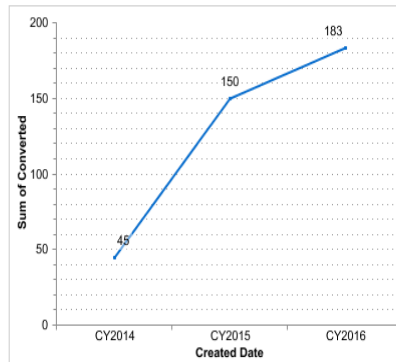


LEADS HISTORICAL TRENDS FOR PAST 3 YEARS

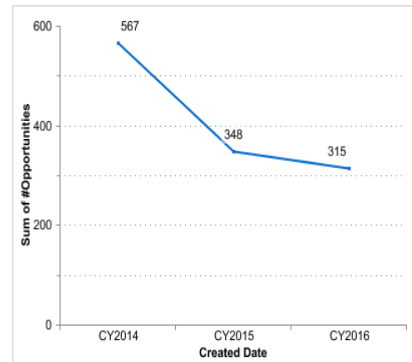
Leads created in 3 years



Leads converted in 3 years



Opportunities created in 3 years



Section: Leads created in 3 years

This trend shows the number of leads created in past 3 years.

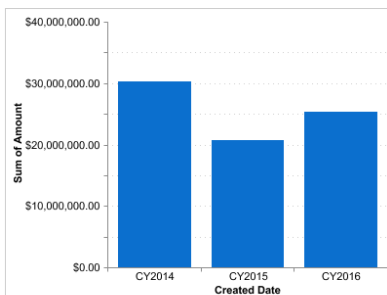
Section: Leads converted in 3 years

This trend shows the number of leads getting converted in past 3 years.

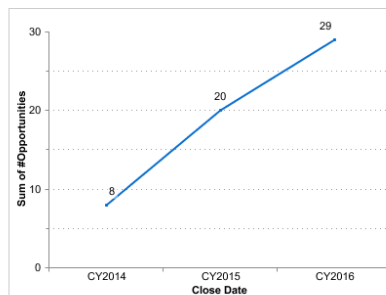
Section: Opportunities created in 3 years

This trend shows the number of opportunities getting created in past 3 years.

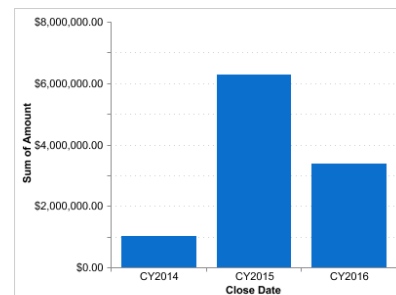
Opportunity Amount Created in 3 years



Opportunity Won in 3 years



Opportunity Won Amount in 3 years



Section: Opportunity Amount created in 3 years

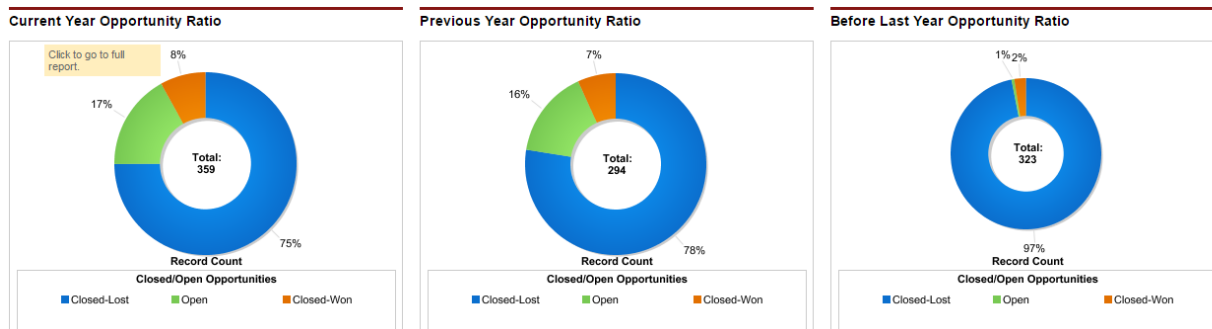
This section shows the total amount that has been created from opportunity creation in past 3 years.

Section: Opportunity Won in 3 years

This section shows the number of opportunities won in past 3 years

Section: Opportunity Won amount in 3 years

This section shows the Amount closed/Won from Won Opportunity in past 3 years.



Section: Current Year Opportunity Ratio

This section shows the opportunity ratio on the basis of Open/Closed Lost/Closed Won for the current calendar year

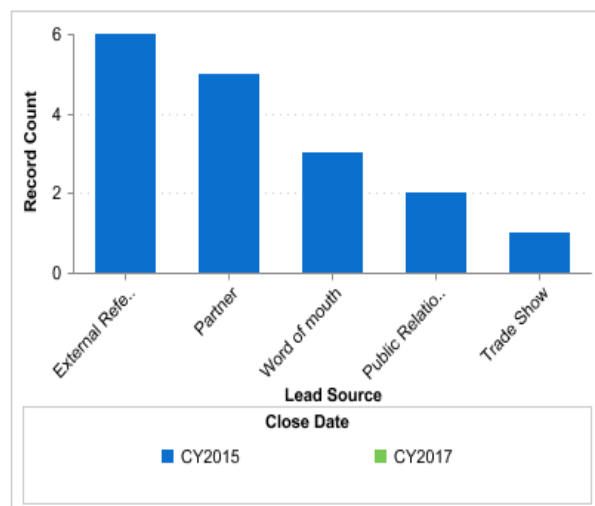
Section: Previous Year Opportunity Ratio

This section shows the opportunity ratio on the basis of Open/Closed Lost/Closed Won for the previous calendar year

Section: Before Last Year Opportunity Ratio

This section shows the opportunity ratio on the basis of Open/Closed Lost/Closed Won for the before last year.

Won Opportunity from Top 5 Sources



Section: Won Opportunity from Top 5 sources

This section shows the Opportunity Won from top 5 leading sources in past 3 years.