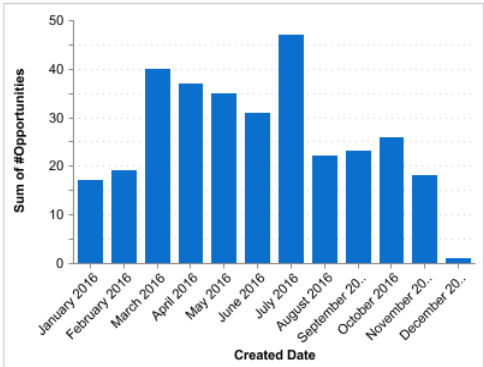
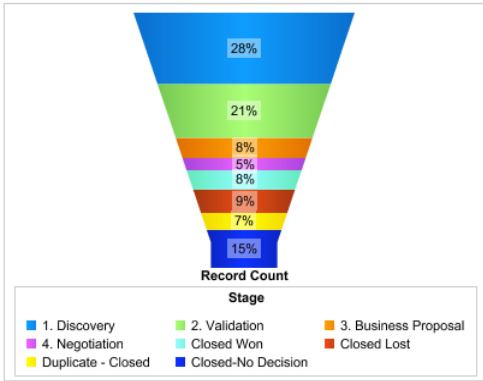


Dashboard Opportunities' Trend

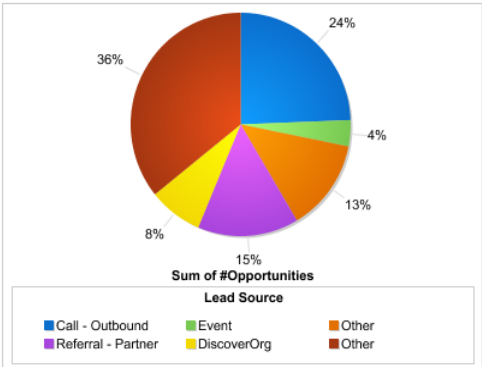
Total Opportunity Created



Total Opportunity grouped by Stage



Total Opportunity grouped by Source



Section: “Total Opportunity Created”

The bar graph shows the number of opportunities created monthly in the current calendar year.

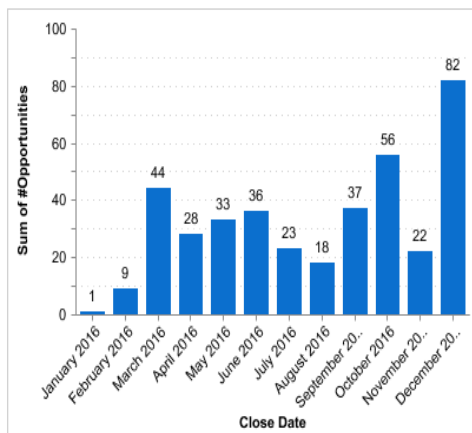
Section: “Total Opportunity grouped by Stage”

The funnel showed describes the different stages of the Opportunities and the percentile showing how many % of opportunities are at particular stage.

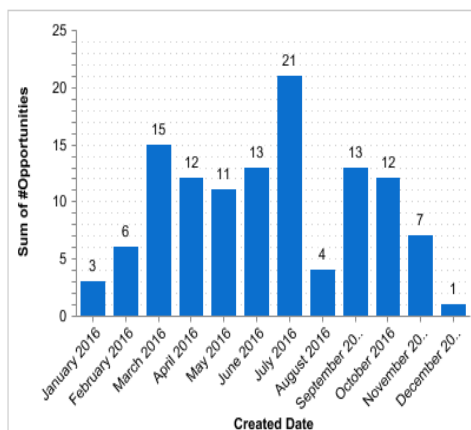
Section: “Total Opportunity grouped by Source”

The pie chart shown provides the information of percent of opportunities having a particular Lead Source.

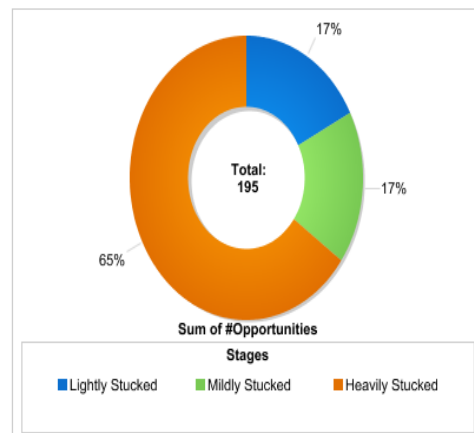
Total Opportunity grouped by Closing Month



Total Neglected Opportunities



Total Stucked Opportunities



Section: “Total opportunity grouped by Closing Month”

The bar graph shows the total number of opportunities that are going to close or already closed in a particular month of the current calendar year.

Section: “Total Neglected Opportunities”

This bar graph puts the number of opportunities created monthly in limelight which are having no activities yet associated with them.

Section: “Total Stucked Opportunities”

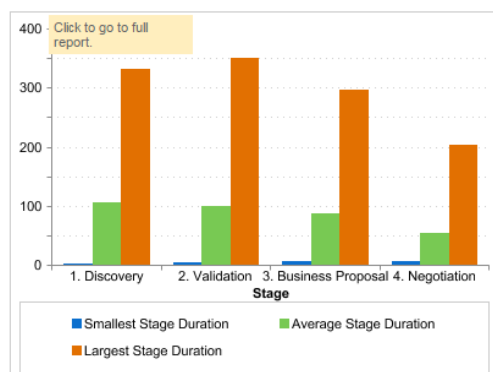
The dough-nut shows the opportunities’ percentage that are stucked.

Lightly Stucked: Opportunity whose stage duration is less than or equal to 30 days.

Mildly Stucked: Opportunity whose stage duration is greater than 30 days and less than or equal to 60 days.

Heavily Stucked: Opportunity whose stage duration is greater than 60 days.

Stage Duration Trend by Opportunity Stage



From Stage	To Stage	Sum of #Opportunities
1. Discovery	Closed Lost	12
1. Discovery	Closed-No Decision	24
2. Validation	Closed Lost	10
2. Validation	Closed-No Decision	24
3. Business Proposal	Closed Lost	7
3. Business Proposal	Closed-No Decision	8
4. Negotiation	Closed Lost	1
4. Negotiation	Closed-No Decision	2

Section: Stage Duration Trend by opportunity Stage

The bar graph shows the number of opportunities at each and every stage with few categorizations on the basis of their durations.

Section: Lost Opportunity From & To Stage

Number of Opportunities comes to the Lost stage from which stage.