



Report: Opportunities with Monthly Revenue
MRR

Total Records
169

Monthly Revenue
\$42,215,500.00

Opportunity Name	Month	1/1/2020	2/1/2020	3/1/2020	4/1/2020	5/1/2020	6/1/2020	7/1/2020
☐ Field Guide - 2019 Initial	Monthly Revenue	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00
	Record Count	1	1	1	1	1	1	1
☐ Field Guide - 2020 Renewal	Monthly Revenue	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00
	Record Count	1	1	1	1	1	1	1
☐ Field Guide - 3 Month Subscription	Monthly Revenue	\$500,000.00	\$500,000.00	\$500,000.00	-	-	-	-
	Record Count	1	1	1	0	0	0	0
☐ Field Guide - 3 Year Subscription	Monthly Revenue	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00
	Record Count	1	1	1	1	1	1	1
☐ Field Guide - 4 Year Contract	Monthly Revenue	-	-	-	-	-	-	-
	Record Count	0	0	0	0	0	0	0
☐ Field Guide - 5 Year Contract	Monthly Revenue	-	-	-	-	-	-	-
	Record Count	0	0	0	0	0	0	0
☐ Field Guide - Cloud Solution	Monthly Revenue	-	-	-	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00
	Record Count	0	0	0	1	1	1	1
Total	Monthly Revenue	\$872,250.00	\$872,250.00	\$872,250.00	\$472,250.00	\$472,250.00	\$472,250.00	\$472,250.00
	Record Count	4	4	4	4	4	4	4

FIELD GUIDE

MRR TRACKER

SETUP GUIDE

 Opportunity

Field Guide - 2020 Renewal

✓

✓

Activity

Details

Chatter

Opportunity Owner

 [Nathan Garrett](#)

Opportunity Name

Field Guide - 2020 Renewal

Account Name

[Field Guide](#)

Contract Start Date

1/20/2020

Contract End Date

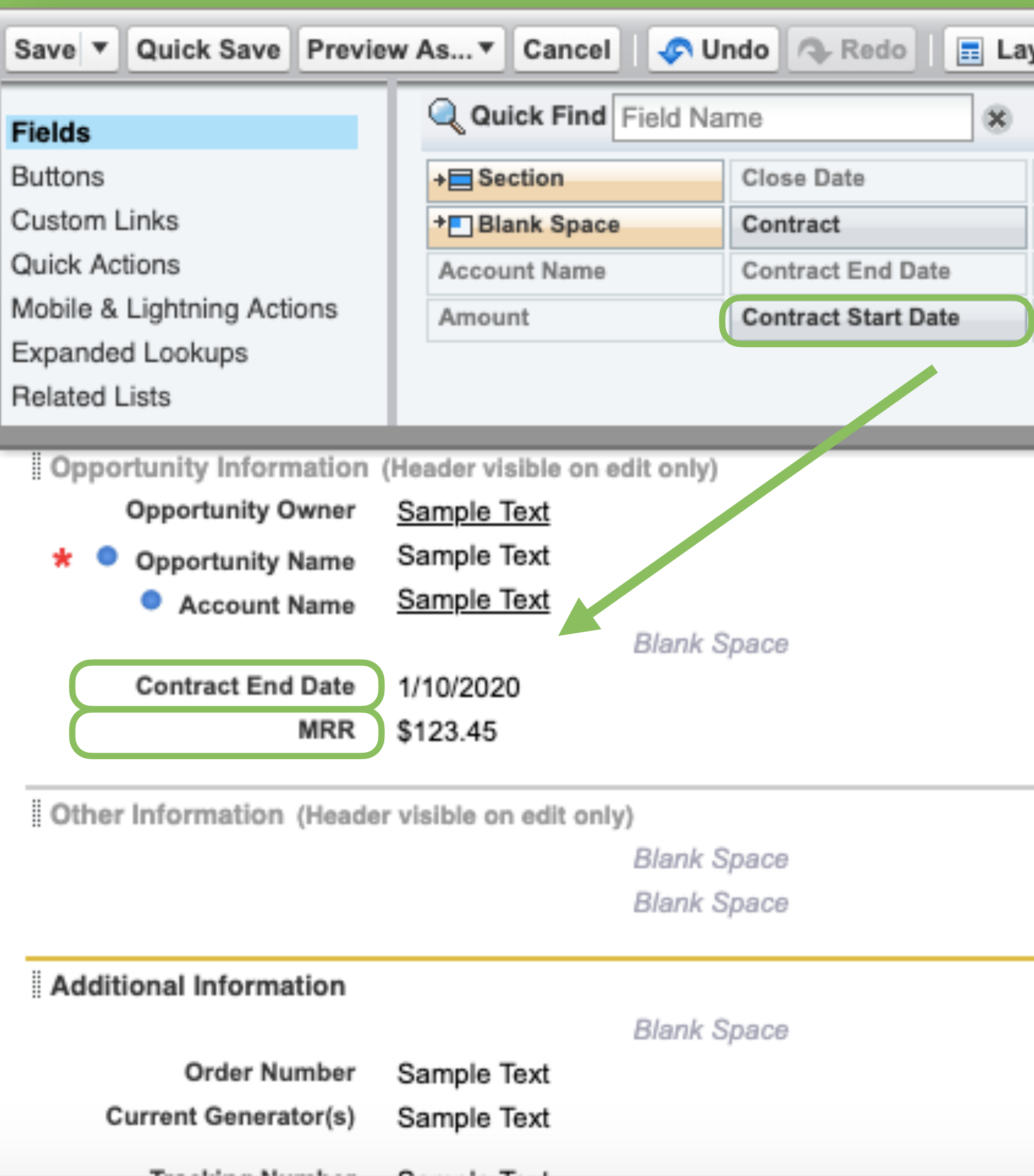
1/20/2021

MRR

\$2,000.00

THE FIELD GUIDE MONTHLY RECURRING REVENUE TRACKER INCLUDES SOME CUSTOM FIELDS THAT NEED TO BE ADDED TO YOUR OPPORTUNITY PAGE LAYOUT.

FIELD GUIDE



GO INTO SETUP AND CLICK ON THE OBJECT
MANAGER TAB.

FIND AND SELECT THE OPPORTUNITY OBJECT.

FIND AND SELECT PAGE LAYOUTS.

DRAW AND DROP THE FOLLOWING FIELDS ONTO
YOUR PAGE LAYOUT

>< CONTRACT START DATE

>< CONTRACT END DATE

>< MRR

Save Quick Save Preview As... Cancel Undo Redo Layout Properties

Quick Find Field Name

Section	ARR	Contract Start Date	Description	Lead Source	NRR
Blank Space	Close Date	Created By	Expected Revenue	Main Competitor(s)	Opportunity Name
Account Name	Contract	Current Generator(s)	Forecast Category	MRR	Opportunity Owner
Amount	Contract End Date	Delivery/Installa...	Last Modified By	Next Step	Order Number

Field Guide MRR Tracker

Contract Start Date	1/17/2020	MRR	\$123.45
Contract End Date	1/17/2020	ARR	\$123.45

Other Information (Header visible on edit only)

ADDITIONALLY, IF YOU WOULD LIKE TO TRACK ANNUAL RECURRING REVENUE (ARR) OR NON-RECURRING REVENUE (NRR),

DRAG AND DROP THE FOLLOWING FIELDS ONTO YOUR PAGE LAYOUT

>< ARR

>< NRR

THEN, CLICK SAVE.

NOTE – ARR AND NRR DO NOT NEED TO BE FILLED OUT OR ADDED TO THE PAGE LAYOUT FOR THE MRR TRACKER TO WORK



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Opportunity Name ↑	Month →	1/1/2020
☐ Field Guide - 2019 Initial	Monthly Revenue Record Count	\$1,750.00 1
☐ Field Guide - 2020 Renewal	Monthly Revenue Record Count	\$250,000.00 1
☐ Field Guide - 3 Month Subscription	Monthly Revenue Record Count	\$500,000.00 1
☐ Field Guide - 3 Year Subscription	Monthly Revenue Record Count	\$120,500.00 1
☐ Field Guide - 4 Year Contract	Monthly Revenue Record Count	- 0
☐ Field Guide - 5 Year Contract	Monthly Revenue Record Count	- 0
☐ Field Guide - Cloud Solution	Monthly Revenue Record Count	- 0
Total	Monthly Revenue Record Count	\$872,250.00 4

THE FIELD GUIDE MONTHLY RECURRING REVENUE TRACKER IS NOW FULLY INSTALLED WITHIN YOUR PLATFORM.

GOING FORWARD, OPPORTUNITY MRR, ARR, AND NRR FORECASTING DATA WILL BE STORED WHEN AN OPPORTUNITY IS WON.

TO ACCESS THIS MRR DATA, GO INTO REPORTS AND CREATE A NEW OPPORTUNITIES WITH MONTHLY REVENUE REPORT.



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☐ Field Guide - 3 Year Subscription	Monthly Revenue	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00	\$120,500.00
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☐ Field Guide - 4 Year Contract	Monthly Revenue	-	-	-	-	-	-	-
	Record Count	0	0	0	0	0	0	0
☐ Field Guide - 5 Year Contract	Monthly Revenue	-	-	-	-	-	-	-
	Record Count	0	0	0	0	0	0	0
☐ Field Guide - Cloud Subscription	Monthly Revenue	-	-	-	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00
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FIELD GUIDE

MRR TRACKER

CONTACT US DIRECTLY
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