

	A	B	C	D	E	F	G
1	New Opportunity Trends Report						
2							
3	Generated By:						
4	OI						
5	2						
6	1/25/2022, 4:19 AM						
7							
8							
9	Filtered By:						
10		Date Field: As of Date equals Current and Previous FQ (10/1/2021 to 3/31/2022)					
11		Show: My team's opportunities					
12		Opportunity Status: Any					
13		Probability: All					
14				As of Date			
15	Historical Stage		10.01.2021	11.01.2021	12.01.2021	Grand Total	
16	Prospecting	Sum of Historical Amount	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	
17		Record Count	1	1	1	3	
18	Qualification	Sum of Historical Amount	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	
19		Record Count	1	1	1	3	
20	Needs Analysis	Sum of Historical Amount	\$675,000.00	\$675,000.00	\$675,000.00	\$675,000.00	
21		Record Count	1	1	1	3	
22	Value Proposition	Sum of Historical Amount	\$330,000.00	\$330,000.00	\$330,000.00	\$330,000.00	
23		Record Count	2	2	2	6	
24	Id. Decision Makers	Sum of Historical Amount	\$110,000.00	\$110,000.00	\$110,000.00	\$110,000.00	
25		Record Count	3	3	3	9	
26	Perception Analysis	Sum of Historical Amount	\$120,000.00	\$120,000.00	\$120,000.00	\$120,000.00	
27		Record Count	1	1	1	3	
28	Proposal/Price Quote	Sum of Historical Amount	\$370,000.00	\$370,000.00	\$370,000.00	\$370,000.00	
29		Record Count	2	2	2	6	
30	Negotiation/Review	Sum of Historical Amount	\$395,000.00	\$395,000.00	\$395,000.00	\$395,000.00	
31		Record Count	2	2	2	6	
32	Closed Won	Sum of Historical Amount	\$3,645,000.00	\$3,645,000.00	\$4,715,000.00	\$4,715,000.00	
33		Record Count	18	18	19	55	
34		Sum of Historical Amount	\$5,760,000.00	\$5,760,000.00	\$6,830,000.00	\$6,830,000.00	