

Client	Position in Sales Cycle	Specifics of Current Situation	Deal Potential (USD)	Last Interaction	Expected Decision Date	Client Industry
A	Proof of Concept Phase	Showing high interest, requesting additional feature demonstrations	350,000	1 week ago	2 weeks remaining	Energy
B	Long-term Negotiation	Near final agreement, discussing terms for a large contract	750,000	3 days ago	5 days remaining	E-commerce
C	Early Engagement	Expressed interest but requires more information on scalability	500,000	2 days ago	Undecided	Real Estate
D	Critical Support	Facing a major software issue impacting their operations	- (Existing client)	Today	Immediate	Logistics
E	Renewal Discussion	Considering contract renewal, has some concerns over pricing	- (Existing client)	4 days ago	5 days remaining	Government
F	New Inquiry	Contacted for a basic product overview with potential for future expansion	200,000	Just inquired	No set timeline	Education