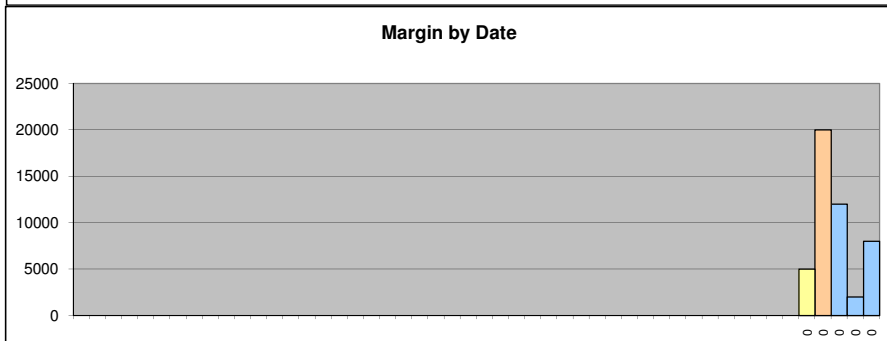
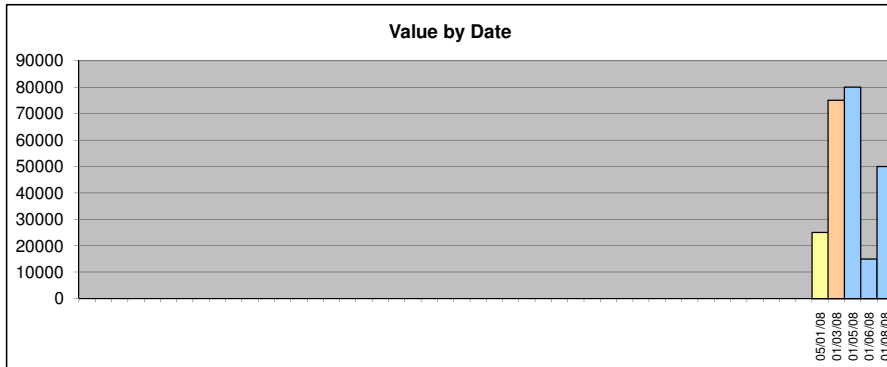
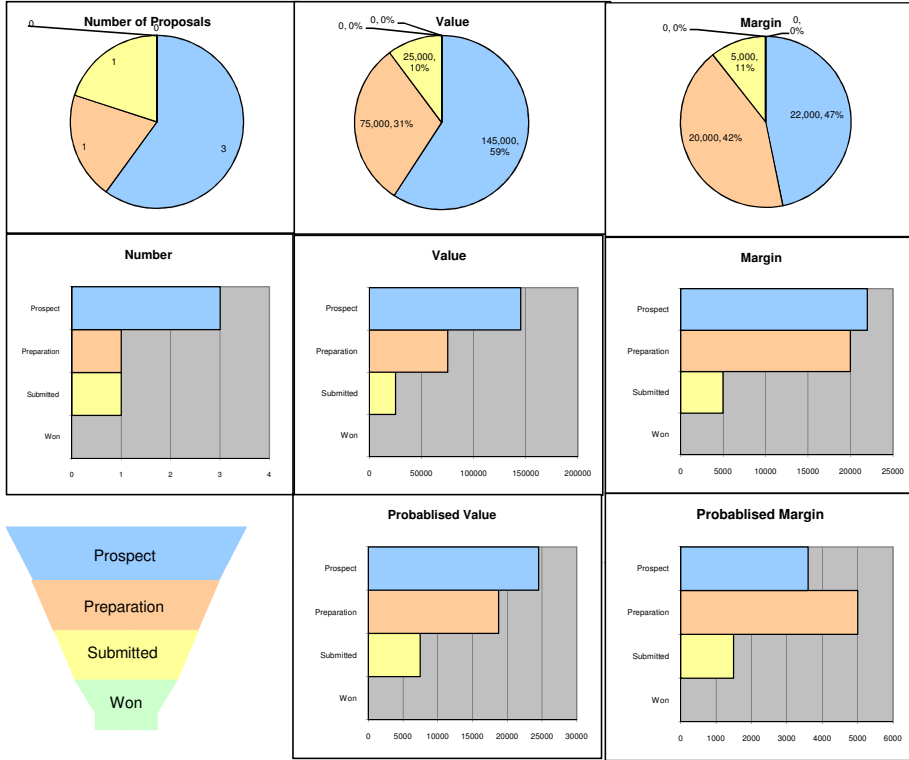


Sales Funnel Report



	Prospect	Preparation	Submitted	Won	Lost	Total
Number	3	1	1	0	0	5
Value	145,000	75,000	25,000	0	0	245,000
% of Value	59.2%	30.6%	10.2%	0.0%	0.0%	
Margin	22,000	20,000	5,000	0	0	47,000
% of Margin	46.8%	42.6%	10.6%	0.0%	0.0%	
Probablised Value	24,500	18,750	7,500	0	0	50,750
Probablised Margin	3,600	5,000	1,500	0	0	10,100



If no opportunities are showing in the Value by Date or Margin by Date charts above then go to the More Calcs worksheet and press the button to update the data you have imported.

Opportunity by type



Opportunity Title	Customer	Value	Margin	% Margin	Date due	probability	Status
PMO Prequal	construction company	50,000	8,000	16%	01/08/08	5%	Prospect
PSO tender response	Pharma company	80,000	12,000	15%	01/05/08	20%	Prospect
County Council Service	Shire County Council	15,000	2,000	13%	01/06/08	40%	Prospect
PMO pilot study	NHS trust	75,000	20,000	27%	01/03/08	25%	Preparation
PSO tendered opportunity	Software business	25,000	5,000	20%	05/01/08	30%	Submitted

Commentary