| Quarter | Deal Closure Month | Deal Stage | Deal Value |
|---------|--------------------|-------------------|------------|
| | | Lead | |
| | | Contact Initiated | |
| | Jan | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | Feb | Lead | |
| 0.4 | | Contact Initiated | |
| Q1 | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | | Lead | |
| | | Contact Initiated | |
| | Mar | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| Total | | | 0 |
| | Apr | Lead | |
| | | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | May | Lead | |
| | | Contact Initiated | |
| Q2 | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | Jun | Lead | |
| | | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| Total | | | 0 |
| | Jul | Lead | |
| | | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |

| | | Lead | |
|-------|-----|-------------------|---|
| Q3 | | Contact Initiated | |
| | Aug | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | | Lead | |
| | Sep | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| Total | | | 0 |
| | | Lead | |
| | Oct | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | Nov | Lead | |
| | | Contact Initiated | |
| Q4 | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| | Dec | Lead | |
| | | Contact Initiated | |
| | | Needs Identified | |
| | | Proposal Sent | |
| | | In Negotiation | |
| Total | | | 0 |

Grand Total

0

| Weighted Forecast Value | ıe |
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| Deal Stage | Closure Probability |
|-------------------|---------------------|
| Lead | 15% |
| Contact Initiated | 25% |
| Needs Identified | 50% |
| Proposal Sent | 75% |
| In Negotiation | 90% |

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