

## Chart Report Console

The Chart Report console consists of 7 pre-formatted Sales Reports and 2 Competitive Intelligence reports make viewing valuable sales analytics a simple one-click procedure.

### Category

#### Sales

### Chart Report Content

- Completed Sales By Month
- Weekly Product Sales
- Top 5 Pipeline Opportunities (Value)
- Pipeline Make Up Stage \$/ Value
- Pipeline Make up Stage %
- Pipeline Opportunities Not Updated Past 30 days
- Pipeline New Opportunities

#### Competitive Intel

- Win/Loss by Competitor Deal Count
- Win/Loss by Competitor (Value)

## Locate Chart Reports

From the Main Menu, select Reports, Charts. The Chart Dashboard includes each report, click to view.



Chart - Dashboard	Category	Chart
Cancel	Sales	Completed Sales By Month
		Weekly Product Sales
		Top 5 Pipeline Opportunities (Value)
		Pipeline Make Up Stage \$/ Value
		Pipeline Make up Stage %
		Pipeline Opportunities Not Updated Past 30 days
		Pipeline New Opportunities
	Competitive Intel	Win/Loss by Competitor Deal Count
		Win/Loss by Competitor (Value)

Run Chart Reports - Examples

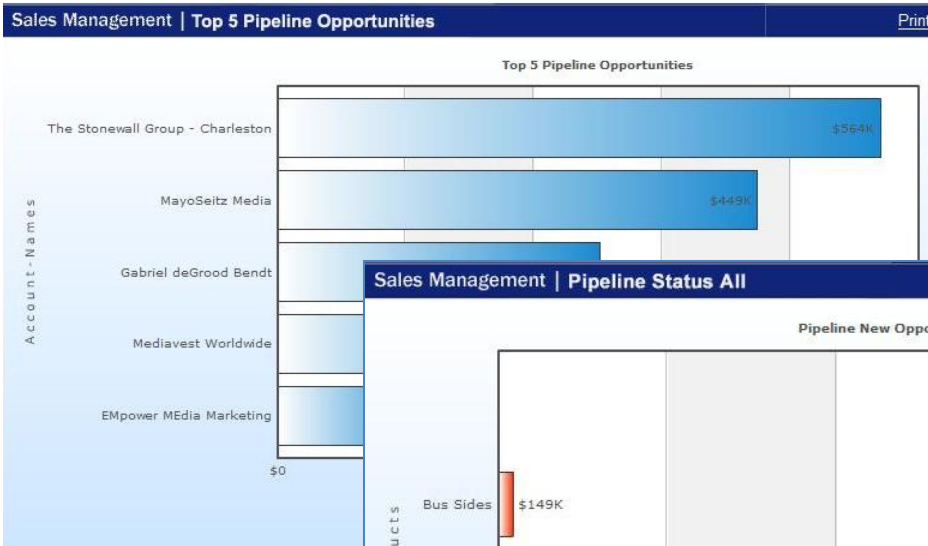
Reports are configured for individual user content and by permission Group Report content. Click on the Chart Report Name to view results.



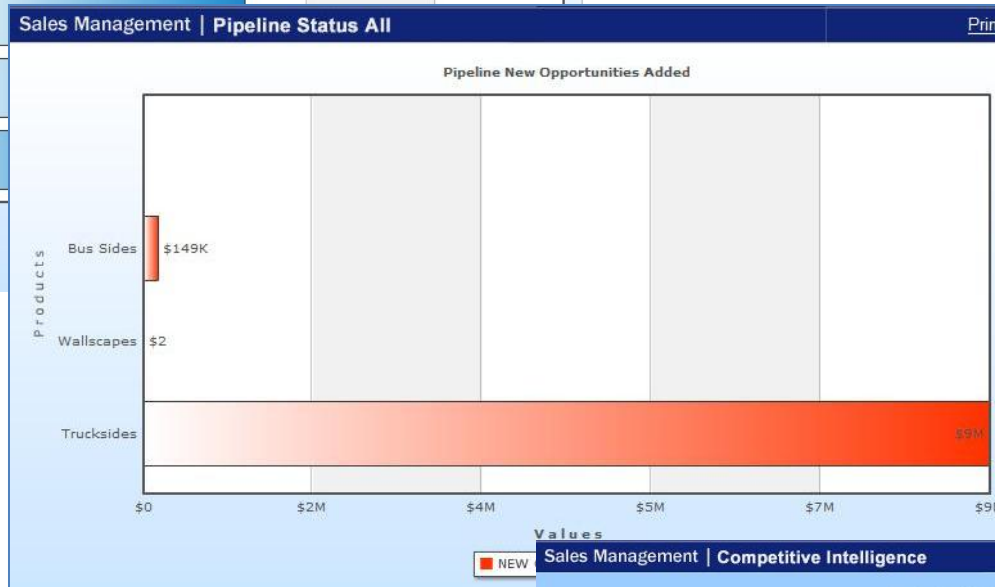
Fast Illustration for Completed Sales by Month



Completed Sales This Week Analysis



Top 5 Pipeline Opportunities



New Pipeline Opportunities Added

Win-Loss Analysis

