

High Visibility Revenue Forecasting: Know what is sold vs. plan and what is in the pipeline.

Our exclusive Revenue 'Distribution' calculation design is a standard feature on all MosaicCRM systems and provides ultra accurate projection analysis of both completed sales and pipeline/projected sales values.



All together this report format provides an instant view of sales, goals and simultaneously illustrates late stage pipeline opportunities.

- The report query can select data by Groups or Individual sales members.
- It provides Current Month, Current Quarter, Next Quarter and This Year report analysis based on Closed

Sales Management Completed Sales VS Goal Results													
Report Query Results													
Opportunities For	All Sales												
Type	Basic, Detailed Report												
Time Period	All												
Distributed Sales \$	January	February	March	April	May	June	July	August	September	October	November	December	Total
Closed Sales	379066	160743	368713	447255	229672	290062	364384	207142	145661	229311	66218	9678	2897905
Goal	120000	55000	85000	165000	165000	165000	165000	165000	165000	90000	80000	80000	1500000
Month Variance	259066	105743	283713	282255	64672	125062	199384	42142	-19339	139311	-13782	-70322	1397905
Percent %	316%	292%	434%	271%	139%	176%	221%	126%	88%	255%	83%	12%	193%
Cumulative Variance	259066	364809	648522	930777	995449	1120511	1319895	1362037	1342698	1501348	1487566	1417244	1397905
Percent %	316%	308%	349%	319%	269%	248%	248%	226%	205%	209%	201%	190%	193%
Proposal Presented	140943	582173	1566795	721012	1331864	888450	1226222	725305	266722	248764	119198	82298	7899746
Proposal Negotiated	21200	102233	246620	192998	185545	88345	95355	77355	55364	5783	5783	5783	1082364

- Closed Sale \$ values are represented by the actual revenue start date and the distribution of the revenue over the opportunity life time (in months).
- Late Stage pre-close figures are included providing additional information on total coverage: basically what is coming down the pipeline.
- Variances are expressed in \$ and % values together with individual month figures and cumulative calculations for each.

This report is just one of many strategic tools I have designed into MosaicCRM that enable your organization to achieve and maintain complete control over managing pipelines. All of these show what numbers to watch and how they can predict success into the future. For a demonstration, please contact me at your convenience.

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