

Power BI File Name: Regional Sales.pbix

About:			
Requested by:		Requested date:	
Developed by:		Completed date:	
Audience:			

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Q&A Query - H 08
Q&A Query - H 07
Q&A Query - H 06
Q&A Query - H 05
Q&A Query - H 04
Q&A Query - H 03
Q&A Query - H 02

Q&A Query - H 01
Template - V 38
Template - V 39
Template - V 01
Template - V 26
Template - V 27
Template - V 28
Template - V 29
Template - V 30
Template - V 32
Template - V 33
Template - V 31
Template - V 34
Template - V 35
Template - V 36
Template - V 37
Template - V 25
Template - V 24
Template - V 23
Template - V 22
Template - V 21
Template - V 20
Template - V 19
Template - V 18
Template - V 17
Template - V 16
Template - V 15
Template - V 14
Template - V 13
Template - V 12
Template - V 11
Template - V 10
Template - V 09
Template - V 08
Template - V 07
Template - V 06
Template - V 05
Template - V 04
Template - V 03
Template - V 02
Template - H 14
Template - H 15
Template - H 16
Template - H 17
Template - H 18
Template - H 19
Template - H 13
Template - H 12
Template - H 11
Template - H 20
Template - H 10
Template - H 09
Template - H 08
Template - H 07
Template - H 06
Template - H 05
Template - H 04
Template - H 03
Template - H 02
Template - H 01
Template - Report Title
Template - Company Name
Template - Report Title Category
Template - Btn - Overview
Template - Btn - Trends
Template - Btn - Insights
Template - Horizontal Shape
Template - Horizontal Shape

Template - Horizontal Shape
Template - Horizontal Shape
Template - Company Logo

Bookmarks

Overview - By Manager
Overview - By Product

Summary Stats

	Count
Pages #	11
Visuals #	937
Tables #	10
Columns #	69
Measures #	15

Data Sources

Data Source Connection	Source
https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx	Excel.Workbook

Table Inventory

Table Name	Origin Type	Source	Connection Name
Accounts	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Industries	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Opportunities	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Owners	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Products	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Opportunity Forecast Adjustment	Calculated (DAX)	GENERATESERIES(-80, 20, 10)	

Table Name	Origin Type	Source	Connection Name
Opportunity Calendar	Calculated (DAX)	VAR StartDate = DATE (YEAR (MIN (Opportunities[CloseDate])), 1, 1) VAR EndDate = DATE (YEAR (IF (ISBLANK (MAX (Opportunities[CloseDate])), TODAY () , MAX (Opportunities[CloseDate]))), 12, 31) VAR BASECALENDAR = CALENDAR (StartDate, EndDate) RETURN GENERATE (BASECALENDAR, VAR DateSequence = DATEDIFF (StartDate, [DATE], DAY) + 1 VAR BASEDATE = [DATE] VAR YEARDATE = YEAR (BASEDATE) VAR MONTHNUMBER = MONTH (BASEDATE) VAR MONTHNAME = FORMAT (BASEDATE, "MMMM") VAR YEARMONTHNAME = FORMAT (BASEDATE, "MMM YYYY") VAR YEARMONTHNUMBER = YEARDATE * 12 + (MONTHNUMBER - 1) VAR YEARWEEK = YEARDATE & "-W" & RIGHT ("0" & WEEKNUM (BASEDATE), 2) VAR DayNumberOfWeek = WEEKDAY ([Date]) VAR StartOfWeek = [Date] - (1 * DayNumberOfWeek) VAR StartOfRelativeWeek = [Date] - WEEKDAY ([Date]) + 1 VAR StartOfCurrentWeek = TODAY () - WEEKDAY (TODAY ()) + 1 var RelativeMonth = DATEDIFF(TODAY(),[Date],MONTH) VAR RelativeWeek = (StartOfRelativeWeek - StartOfCurrentWeek) / 7 var RelativeDay = BASEDATE - TODAY() var Relative7DayPeriod = ROUNDDOWN((([Date] - TODAY())/7,0) + IF([Date]TODAY(),1,0) RETURN ROW ("DAY", BASEDATE, "DaySeq", DateSequence, "YEAR", YEARDATE, "MONTH NUMBER", MONTHNUMBER, "MONTH", MONTHNAME, "YEAR MONTH NUMBER", YEARMONTHNUMBER, "YEAR MONTH", YEARMONTHNAME, "YEAR WEEK", YEARWEEK, "WEEK", StartOfWeek, "RELATIVE MONTH", RelativeMonth, "RELATIVE WEEK", RelativeWeek, "RELATIVE DAY", RelativeDay, "RELATIVE 07 DAY PERIOD", Relative7DayPeriod, "RELATIVE 30 DAY PERIOD", Relative30DayPeriod))	
Contacts	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Territories	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook
Campaigns	Imported (Power Query)	Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)	Excel.Workbook

Calculated Tables

Table Name	Formula	Is Hidden?	Is Used?
Opportunity Forecast Adjustment	GENERATESERIES(-80, 20, 10)	Yes	Yes

Table Name	Formula	Is Hidden?	Is Used?
Opportunity Calendar	VAR StartDate = DATE (YEAR (MIN (Opportunities[CloseDate])), 1, 1) VAR EndDate = DATE (YEAR (IF (ISBLANK (MAX (Opportunities[CloseDate])), TODAY () , MAX (Opportunities[CloseDate]))), 12, 31) VAR BASECALENDAR = CALENDAR (StartDate, EndDate) RETURN GENERATE (BASECALENDAR, VAR DateSequence = DATEDIFF (StartDate, [Date], DAY) + 1 VAR BASEDATE = [Date] VAR YEARDATE = YEAR (BASEDATE) VAR MONTHNUMBER = MONTH (BASEDATE) VAR MONTHNAME = FORMAT (BASEDATE, "MMM YYYY") VAR YEARMONTHNAME = FORMAT (BASEDATE, "MMM YYYY") VAR YEARMONTHNUMBER = YEARDATE * 12 + (MONTHNUMBER - 1) VAR YEARWEEK = YEARDATE & "-W" & RIGHT ("0" & WEEKNUM (BASEDATE), 2) VAR DayNumberOfWeek = WEEKDAY ([Date]) VAR StartOfWeek = [Date] - (1 * DayNumberOfWeek) VAR StartOfRelativeWeek = [Date] - WEEKDAY ([Date]) + 1 VAR StartOfCurrentWeek = TODAY () - WEEKDAY (TODAY ()) + 1 var RelativeMonth = DATEDIFF(TODAY(),[Date],MONTH) VAR RelativeWeek = (StartOfRelativeWeek - StartOfCurrentWeek) / 7 var RelativeDay = BASEDATE - TODAY() var Relative7DayPeriod = ROUNDDOWN(((Date] - TODAY())/7,0) + IF([Date]TODAY(),1,0) RETURN ROW ("DAY", BASEDATE, "DaySeq", DateSequence, "YEAR", YEARDATE, "MONTH NUMBER", MONTHNUMBER, "MONTH", MONTHNAME, "YEAR MONTH NUMBER", YEARMONTHNUMBER, "YEAR MONTH", YEARMONTHNAME, "YEAR WEEK", YEARWEEK, "WEEK", StartOfWeek, "RELATIVE MONTH", RelativeMonth, "RELATIVE WEEK", RelativeWeek, "RELATIVE DAY", RelativeDay, "RELATIVE 07 DAY PERIOD", Relative7DayPeriod, "RELATIVE 30 DAY PERIOD", Relative30DayPeriod))	No	Yes

Power Queries

Table Name	Power Query	Hidden Table?
Accounts	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), AccountTbl_Table = Source{[Item="AccountTbl",Kind="Table"]}[Data], #"Changed Type" = Table.TransformColumnTypes(AccountTbl_Table,{{"AccountSeq", Int64.Type}}), #"Removed Columns" = Table.RemoveColumns(#"Changed Type",{"Distribution%", "DistributionAccumulation", "City"}), #"Filtered Rows" = Table.SelectRows(#"Removed Columns", each [AccountSeq] <> null and [AccountSeq] <> ""), #"Changed Type1" = Table.TransformColumnTypes(#"Filtered Rows",{{"AccountSeq", Int64.Type}, {"AccountID", type text}, {"Account Number", type text}, {"Account Name", type text}, {"State or Province", type text}, {"Country", type text}, {"TerritorySeq", Int64.Type}, {"AccountOwnerSeq", Int64.Type}, {"IndustrySeq", Int64.Type}}) in #"Changed Type1" </pre>	No
Industries	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), IndustryTbl_Table = Source{[Item="IndustryTbl",Kind="Table"]}[Data], #"Changed Type" = Table.TransformColumnTypes(IndustryTbl_Table,{{"IndustrySeq", Int64.Type}, {"Industry", type text}, {"Factor", Int64.Type}}), #"Removed Columns" = Table.RemoveColumns(#"Changed Type",{"Factor"}) in #"Removed Columns" </pre>	No
Opportunities	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), OpportunityTbl_Table = Source{[Item="OpportunityTbl",Kind="Table"]}[Data], #"Removed Other Columns" = Table.SelectColumns(OpportunityTbl_Table,{"OpportunitySeq", "DateDiff-Minutes", "DaysToClose", "SystemUserSeq", "AccountSeq", "ProductSeq", "CampaignSeq", "Purchase Process", "Decision Maker Identified", "Discount", "Value", "PipelineStep", "Probability (raw)", "Probability", "Rating", "Status"}), #"Integer-Divided Column" = Table.TransformColumns(#"Removed Other Columns", {"DateDiff-Minutes", each Number.IntegerDivide(_, 1440), Int64.Type}}, #"Changed Type" = Table.TransformColumnTypes(#"Integer-Divided Column",{{"DaysToClose", Int64.Type}}), #"Renamed Columns1" = Table.RenameColumns(#"Changed Type",{"DateDiff-Minutes", "DateDiff-Days"},{"PipelineStep", "Sales Stage"}), #"Added Custom" = Table.AddColumn(#"Renamed Columns1", "CreatedonDateUTC", each Date.AddDays(DateTimeZone.UtcNow(), [#"DateDiff-Days"])), #"Added Custom2" = Table.AddColumn(#"Added Custom", "CloseDateUTC", each Date.AddDays([CreatedonDateUTC], [#"DaysToClose"])), #"Renamed Columns" = Table.RenameColumns(#"Added Custom2",{"CreatedonDateUTC", "Opportunity Created On"}, {"CloseDateUTC", "CloseDate"}), #"Changed Type1" = Table.TransformColumnTypes(#"Renamed Columns",{{"CloseDate", type date}, {"Opportunity Created On", type date}, {"OpportunitySeq", Int64.Type}, {"DateDiff-Days", Int64.Type}, {"DaysToClose", Int64.Type}, {"SystemUserSeq", Int64.Type}, {"AccountSeq", Int64.Type}, {"ProductSeq", Int64.Type}, {"CampaignSeq", Int64.Type}, {"Purchase Process", type text}, {"Decision Maker Identified", type logical}, {"Discount", type number}, {"Value", Int64.Type}, {"Sales Stage", type text}, {"Probability (raw)", type number}, {"Probability", type number}, {"Rating", type text}, {"Status", type text}}) in #"Changed Type1" </pre>	No

Table Name	Power Query	Hidden Table?
Owners	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), OwnerTbl_Table = Source[[Item="OwnerTbl",Kind="Table"]][Data], #"Changed Type" = Table.TransformColumnTypes(OwnerTbl_Table,{{"Owner", type text}, {"Factor", Int64.Type}}), #"Removed Columns" = Table.RemoveColumns(#"Changed Type",{"Factor", "ManagerSeq", "Manager Factor"}), #"Changed Type1" = Table.TransformColumnTypes(#"Removed Columns",{{"SystemUserSeq", Int64.Type}}) in #"Changed Type1" </pre>	No
Products	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), ProductTbl_Table = Source[[Item="ProductTbl",Kind="Table"]][Data], #"Removed Columns" = Table.RemoveColumns(ProductTbl_Table,{"Factor", "MinOppValue", "MaxOppValue", "Distribution%", "DistributionAccumulation", "CategoryFactor", "CategorySeq"}), #"Filtered Rows" = Table.SelectRows(#"Removed Columns", each [ProductSeq] <> null and [ProductSeq] <> ""), #"Changed Type" = Table.TransformColumnTypes(#"Filtered Rows",{{"ProductSeq", Int64.Type}, {"Product Category", type text}}, {"Product", type text}) in #"Changed Type" </pre>	No
Opportunity Forecast Adjustment	<pre> GENERATESERIES(-80, 20, 10) </pre>	Yes
Opportunity Calendar	<pre> VAR StartDate = DATE (YEAR (MIN (Opportunities[CloseDate])), 1, 1) VAR EndDate = DATE (YEAR (IF (ISBLANK (MAX (Opportunities[CloseDate])), TODAY (), MAX (Opportunities[CloseDate]))), 12, 31) VAR BASECALENDAR = CALENDAR (StartDate, EndDate) RETURN GENERATE (BASECALENDAR, VAR DateSequence = DATEDIFF (StartDate, [DATE], DAY) + 1 VAR BASEDATE = [DATE] VAR YEARDATE = YEAR (BASEDATE) VAR MONTHNUMBER = MONTH (BASEDATE) VAR MONTHNAME = FORMAT (BASEDATE, "MMMM") VAR YEARMONTHNAME = FORMAT (BASEDATE, "MMM YYYY") VAR YEARMONTHNUMBER = YEARDATE * 12 + (MONTHNUMBER - 1) VAR YEARWEEK = YEARDATE & "-W" & RIGHT ("0" & WEEKNUM (BASEDATE), 2) VAR DayNumberOfWeek = WEEKDAY ([Date]) VAR StartOfWeek = [Date] - (1 * DayNumberOfWeek) VAR StartOfRelativeWeek = [Date] - WEEKDAY ([Date]) + 1 VAR StartOfCurrentWeek = TODAY () - WEEKDAY (TODAY ()) + 1 var RelativeMonth = DATEDIFF(TODAY(),[Date],MONTH) VAR RelativeWeek = (StartOfRelativeWeek - StartOfCurrentWeek) / 7 var RelativeDay = BASEDATE - TODAY() var Relative7DayPeriod = ROUNDDOWN((([Date] - TODAY())/7,0) + IF([Date]TODAY(),1,0) RETURN ROW ("DAY", BASEDATE, "DaySeq", DateSequence, "YEAR", YEARDATE, "MONTH NUMBER", MONTHNUMBER, "MONTH", MONTHNAME, "YEAR MONTH NUMBER", YEARMONTHNUMBER, "YEAR MONTH", YEARMONTHNAME, "YEAR WEEK", YEARWEEK, "WEEK", StartOfWeek, "RELATIVE MONTH", RelativeMonth, "RELATIVE WEEK", RelativeWeek, "RELATIVE DAY", RelativeDay, "RELATIVE 07 DAY PERIOD", Relative7DayPeriod, "RELATIVE 30 DAY PERIOD", Relative30DayPeriod)) </pre>	No
Contacts	<pre> let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), ContactTbl_Table = Source[[Item="ContactTbl",Kind="Table"]][Data], #"Changed Type" = Table.TransformColumnTypes(ContactTbl_Table,{{"ContactSeq", Int64.Type}, {"Contact", type text}}, {"AccountSeq", Int64.Type}, {"Job Title", type text}) in #"Changed Type" </pre>	No

Table Name	Power Query	Hidden Table?
Territories	<pre>let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), TerritoriesTbl_Table = Source{[Item="TerritoriesTbl",Kind="Table"]}[Data], #"Changed Type" = Table.TransformColumnTypes(TerritoriesTbl_Table,{{"Country", type text}, {"State Or Province", type text}, {"Region", type text}, {"Territory", type text}}), #"Removed Columns" = Table.RemoveColumns(#"Changed Type",{"Factor", "ParentTerritorySeq", "ParentTerritoryFactor", "Distribution%", "DistributionAccumulation"}) in #"Removed Columns"</pre>	No
Campaigns	<pre>let Source = Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true), CampaignsTbl_Table = Source{[Item="CampaignsTbl",Kind="Table"]}[Data], #"Changed Type" = Table.TransformColumnTypes(CampaignsTbl_Table,{{"CampaignSeq", Int64.Type}, {"Type", type text}, {"Name", type text}, {"Factor", Int64.Type}}), #"Removed Columns" = Table.RemoveColumns(#"Changed Type",{"Factor", "Distribution%", "DistributionAccumulation"}), #"Renamed Columns" = Table.RenameColumns(#"Removed Columns",{{"Type", "Campaign Type"}, {"Name", "Campaign"}}) in #"Renamed Columns"</pre>	No

Data Model Diagram

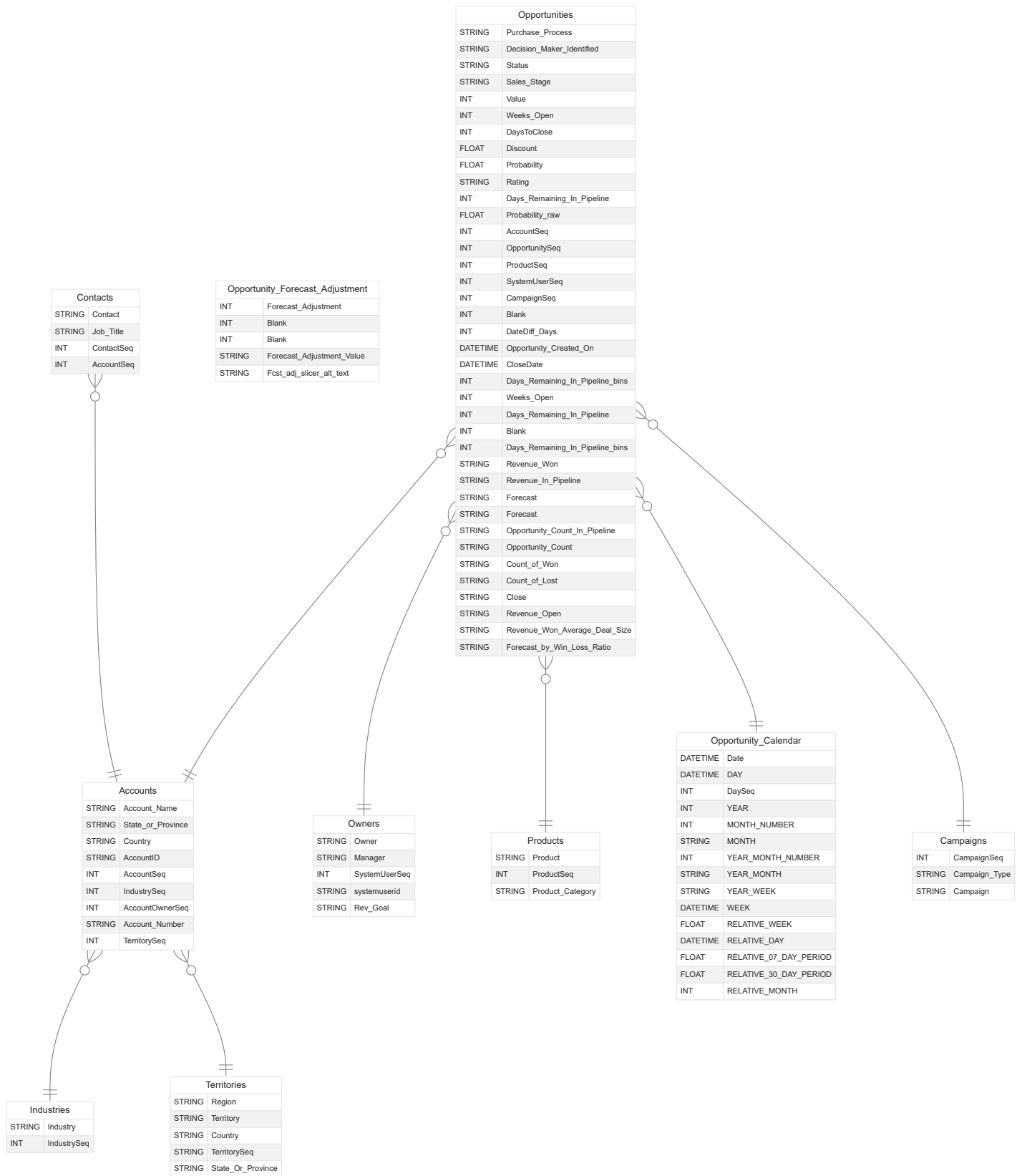


Table Relationships

From Table	From Field	To Table	To Field	Cardinality	Cross Filter Direction	Active
Accounts	IndustrySeq	Industries	IndustrySeq	Many-to-One	Single	Active
Accounts	TerritorySeq	Territories	TerritorySeq	Many-to-One	Single	Active
Contacts	AccountSeq	Accounts	AccountSeq	Many-to-One	Single	Active
Opportunities	AccountSeq	Accounts	AccountSeq	Many-to-One	Single	Active
Opportunities	ProductSeq	Products	ProductSeq	Many-to-One	Single	Active
Opportunities	SystemUserSeq	Owners	SystemUserSeq	Many-to-One	Single	Active
Opportunities	CampaignSeq	Campaigns	CampaignSeq	Many-to-One	Single	Active
Opportunities	CloseDate	Opportunity Calendar	Date	Many-to-One	Single	Active

Tables & Columns

Table Name	Field Name	Data Type	Default Aggregation	Field Is Used	Hierarchy	Hidden?	Storage Mode	
Accounts	Account Name	Text	Do Not Summarize	Yes		Street Hierarchy	No	Import
Accounts	State or Province	Text	Do Not Summarize	Yes		Street Hierarchy	No	Import
Accounts	Country	Text	Do Not Summarize	No		Street Hierarchy	No	Import
Accounts	AccountID	Text	Do Not Summarize	No			Yes	Import
Accounts	AccountSeq	Whole Number	Do Not Summarize	No			Yes	Import
Accounts	IndustrySeq	Whole Number	Do Not Summarize	Yes			Yes	Import
Accounts	AccountOwnerSeq	Whole Number	Sum	No			Yes	Import
Accounts	Account Number	Text	Do Not Summarize	No			No	Import
Accounts	TerritorySeq	Whole Number	Do Not Summarize	No			Yes	Import
Industries	Industry	Text	Do Not Summarize	Yes			No	Import
Industries	IndustrySeq	Whole Number	Do Not Summarize	Yes			Yes	Import
Opportunities	Purchase Process	Text	Do Not Summarize	Yes			No	Import
Opportunities	Decision Maker Identified	True/False	Do Not Summarize	Yes			No	Import
Opportunities	Status	Text	Do Not Summarize	Yes			No	Import
Opportunities	Sales Stage	Text	Do Not Summarize	Yes			No	Import
Opportunities	Value	Whole Number	Sum	Yes			Yes	Import
Opportunities	Weeks Open	Whole Number	Average	Yes			No	Import
Opportunities	DaysToClose	Whole Number	Sum	Yes			No	Import

Table Name	Field Name	Data Type	Default Aggregation	Field Is Used	Hierarchy	Hidden?	Storage Mode		
Opportunities	Discount	Decimal Number	Average	Yes			No	Import	
Opportunities	Probability	Decimal Number	Average	No			No	Import	
Opportunities	Rating	Text	Do Not Summarize	Yes			No	Import	
Opportunities	Days Remaining In Pipeline	Whole Number	Average	Yes			No	Import	
Opportunities	Probability (raw)	Decimal Number	Average	No			Yes	Import	
Opportunities	AccountSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunities	OpportunitySeq	Whole Number	Sum	Yes			Yes	Import	
Opportunities	ProductSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunities	SystemUserSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunities	CampaignSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunities	Blank	Whole Number	Sum	Yes			No	Import	
Opportunities	DateDiff-Days	Whole Number	Sum	No			Yes	Import	
Opportunities	Opportunity Created On	Date/Time	Do Not Summarize	Yes			No	Import	
Opportunities	CloseDate	Date/Time	Do Not Summarize	Yes			No	Import	
Opportunities	Days Remaining In Pipeline (bins)	Whole Number	Do Not Summarize	No			No	Import	
Owners	Owner	Text	Do Not Summarize	Yes			No	Import	
Owners	Manager	Text	Do Not Summarize	Yes			No	Import	
Owners	SystemUserSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Owners	systemuserid	Text	Do Not Summarize	Yes			Yes	Import	
Products	Product	Text	Do Not Summarize	Yes			No	Import	
Products	ProductSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Products	Product Category	Text	Do Not Summarize	Yes			No	Import	
Opportunity Forecast Adjustment	Forecast Adjustment	Whole Number	Do Not Summarize	Yes			Yes	Import	
Opportunity Forecast Adjustment	Blank	Whole Number	Sum	Yes			Yes	Import	
Opportunity Calendar	Date	Date/Time	Do Not Summarize	Yes			No	Import	
Opportunity Calendar	DAY	Date/Time	Do Not Summarize	No			Yes	Import	
Opportunity Calendar	DaySeq	Whole Number	Do Not Summarize	No			Yes	Import	

Table Name	Field Name	Data Type	Default Aggregation	Field Is Used	Hierarchy	Hidden?	Storage Mode		
Opportunity Calendar	YEAR	Whole Number	Do Not Summarize	No			No	Import	
Opportunity Calendar	MONTH NUMBER	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunity Calendar	MONTH	Text	Do Not Summarize	No			No	Import	
Opportunity Calendar	YEAR MONTH NUMBER	Whole Number	Do Not Summarize	No			Yes	Import	
Opportunity Calendar	YEAR MONTH	Text	Do Not Summarize	Yes			No	Import	
Opportunity Calendar	YEAR WEEK	Text	Do Not Summarize	No			No	Import	
Opportunity Calendar	WEEK	Date/Time	Do Not Summarize	No			No	Import	
Opportunity Calendar	RELATIVE WEEK	Decimal Number	Do Not Summarize	No			No	Import	
Opportunity Calendar	RELATIVE DAY	Date/Time	Do Not Summarize	No			No	Import	
Opportunity Calendar	RELATIVE 07 DAY PERIOD	Decimal Number	Do Not Summarize	No			No	Import	
Opportunity Calendar	RELATIVE 30 DAY PERIOD	Decimal Number	Do Not Summarize	Yes			No	Import	
Opportunity Calendar	RELATIVE MONTH	Whole Number	Do Not Summarize	Yes			No	Import	
Contacts	Contact	Text	Do Not Summarize	No			No	Import	
Contacts	Job Title	Text	Do Not Summarize	No			No	Import	
Contacts	ContactSeq	Whole Number	Sum	No			Yes	Import	
Contacts	AccountSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Territories	Region	Text	Do Not Summarize	Yes			No	Import	
Territories	Territory	Text	Do Not Summarize	Yes			No	Import	
Territories	Country	Text	Do Not Summarize	No			Yes	Import	
Territories	TerritorySeq	Text	Do Not Summarize	No			Yes	Import	
Territories	State Or Province	Text	Do Not Summarize	No			No	Import	
Campaigns	CampaignSeq	Whole Number	Do Not Summarize	No			Yes	Import	
Campaigns	Campaign Type	Text	Do Not Summarize	Yes			No	Import	
Campaigns	Campaign	Text	Do Not Summarize	Yes			No	Import	

Calculated Columns

Table Name	Column Name	Data Type	Expression	Is Used	Hidden?
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Table Name	Column Name	Data Type	Expression	Is Used	Hidden?
Opportunities	Weeks Open	Whole Number	<pre> ABS (DATEDIFF (Opportunities[Opportunity Created On], IF (ISBLANK (Opportunities[CloseDate]) = TRUE (), TODAY (), Opportunities[CloseDate]), WEEK)) </pre>	Yes	No
Opportunities	Days Remaining In Pipeline	Whole Number	<pre> IF(Opportunities[Status]="Open", DATEDIFF(TODAY(),Opportunities[CloseDate],DAY),0) </pre>	Yes	No
Opportunities	Blank	Whole Number	<pre> BLANK() </pre>	Yes	No
Opportunities	Days Remaining In Pipeline (bins)	Whole Number	<pre> IF(ISBLANK('Opportunities'[Days Remaining In Pipeline]), BLANK(), INT('Opportunities'[Days Remaining In Pipeline] / 5) * 5) </pre>	No	No
Opportunity Forecast Adjustment	Blank	Whole Number	<pre> 1 </pre>	Yes	Yes

Formula Dependency Map

Measure	Depends On (immediate)	Used By (immediate)	Indirect Dependencies
Revenue Won	Value (CALCULATE(SUMX(Opportunities, Opportunities), Status), FILTER(Opportunities, Opportunities))	Forecast %, Forecast, Revenue Won Average Deal Size, Rev Goal	
Revenue In Pipeline	Forecast Adjustment Value, Value (VAR Revenue = CALCULATE (SUMX (Opportunities, Opportunities), Status), FILTER (Opportunities, Opportunities), Sales Stage (= "Open" && VALUE(LEFT(Opportunities))	Forecast %, Forecast	Forecast Adjustment Value
Forecast %	Revenue Won, Revenue In Pipeline, Rev Goal		Rev Goal, Revenue Won, Revenue In Pipeline, Forecast Adjustment Value
Forecast	Revenue Won, Revenue In Pipeline		Revenue In Pipeline, Forecast Adjustment Value, Revenue Won
Opportunity Count In Pipeline	Value (CALCULATE (COUNT(Opportunities), Status), FILTER (Opportunities, Opportunities))		
Opportunity Count			
Count of Won	Status (COUNTAX(FILTER(KEEPFILTERS(Opportunities),Opportunities), OpportunitySeq (= "Won"), Opportunities))	Close %	
Count of Lost	Status (COUNTAX(FILTER(KEEPFILTERS(Opportunities),Opportunities), OpportunitySeq (= "Lost"), Opportunities))	Close %	
Close %	Count of Won, Count of Lost	Forecast by Win/Loss Ratio	Count of Lost, Count of Won
Revenue Open	Forecast Adjustment Value, Value (VAR Revenue = CALCULATE (SUMX (Opportunities, Opportunities), Status), FILTER (Opportunities, Opportunities))	Forecast by Win/Loss Ratio	Forecast Adjustment Value
Revenue Won Average Deal Size	Revenue Won		Revenue Won
Forecast by Win/Loss Ratio	Close %, Revenue Open		Revenue Open, Forecast Adjustment Value, Close %, Count of Lost, Count of Won

Measure	Depends On (immediate)	Used By (immediate)	Indirect Dependencies
Rev Goal	Revenue Won, Value (VAR RevenueInPipeline = CALCULATE (SUMX (Opportunities, Opportunities), Status), FILTER (Opportunities, Opportunities), Sales Stage (= "Open" && VALUE(LEFT(Opportunities)	Forecast %	Revenue Won
Forecast Adjustment Value	Forecast Adjustment (Opportunity Forecast Adjustment)	Revenue In Pipeline, Revenue Open, Fcst adj slicer alt text	
Fcst adj slicer alt text	Forecast Adjustment Value		Forecast Adjustment Value

Measures

Table Name	Measure Name	Expression	Is Used		
Opportunities	Revenue Won		<div>CALCULATE(SUMX(Opportunities, Opportunities[Value]), FILTER(Opportunities, Opportunities[Status] = "Won"))</div>	Yes	

Table Name	Measure Name	Expression	Is Used		
Opportunities	Revenue In Pipeline		<pre>VAR Revenue = CALCULATE (SUMX (Opportunities, Opportunities[Value]), FILTER (Opportunities, Opportunities[Status] = "Open" && VALUE(L EFT(Opportunities[Sal es Stage], 1)) >=2)) RETURN Revenue + (Revenue * ('Opportunity Forecast Adjustment'[Fo recast Adjustment Value] / 100))</pre>	Yes	
Opportunities	Forecast %		<pre>((([Revenue Won]+ [Revenue In Pipeline]))/ [Revenue Goal])</pre>	Yes	
Opportunities	Forecast		<pre>([Revenue Won]+ [Revenue In Pipeline])</pre>	No	

Table Name	Measure Name	Expression	Is Used		
Opportunities	Opportunity Count In Pipeline		<pre>CALCULATE (COUNT(Opportunities[Value]), FILTER (Opportunities, Opportunities[Status] = "Open" -- && Opportunities[PipelineStep] IN { "3- Pipeline", "4- Mandate", "5- Close" }))</pre>	Yes	
Opportunities	Opportunity Count		<pre>COUNTAX (Opportunities,TRUE())</pre>	Yes	
Opportunities	Count of Won		<pre>COUNTAX (FILTER(KEEPFILTERS(Opportunities),0 ppportunities[Status] = "Won"), Opportunities[OpportunitySeq])</pre>	Yes	
Opportunities	Count of Lost		<pre>COUNTAX (FILTER(KEEPFILTERS(Opportunities),0 ppportunities[Status] = "Lost"), Opportunities[OpportunitySeq])</pre>	Yes	

Table Name	Measure Name	Expression	Is Used		
Opportunities	Close %		<code>[Count of Won]/([Count of Won]+[Count of Lost])</code>	Yes	
Opportunities	Revenue Open		<code>VAR</code> <code>Revenue</code> <code>=</code> <code>CALCULATE (</code> <code>SUMX (</code> <code>Opportunities,</code> <code>Opportunities[Value]</code> <code>),</code> <code>FILTER</code> <code>(</code> <code>Opportunities,</code> <code>Opportunities[Status]</code> <code>=</code> <code>"Open"</code> <code>)</code> <code>)</code> <code>RETURN</code> <code>Revenue</code> <code>+ (</code> <code>Revenue</code> <code>* (</code> <code>'Opportunity Forecast Adjustm</code> <code>ent'[Forecast Adjustm</code> <code>ent Value]</code> <code>/ 100)</code> <code>)</code>	Yes	
Opportunities	Revenue Won Average Deal Size		<code>AVERAGEX(Opportunities,[Revenue Won])</code>	Yes	
Opportunities	Forecast by Win/Loss Ratio		<code>[Revenue Open]</code> <code>*</code> <code>[Close %]</code>	Yes	

Table Name	Measure Name	Expression	Is Used		
Owners	Rev Goal		VAR Revenue InPipe line = CALCULA TE (SUMX (Opportu nities, Opportu nities[Value]), FILTER (Opportu nities, Opportu nities[Status] = "Open" && VALUE(L EFT(Opp ortunit ies[Sal es Stage], 1)) >=2)) VAR BaseGoa l = MROUND(([Reven ue Won]+ (Revenu eInPipe line*.6 0)),100 0000) RETURN IF(Base Goal > 0, BaseGoa l, MROUND(([Reven ue Won]+ (Revenu eInPipe line*.6 0)),100 000))	Yes	
Opportunity forecast adjustment	Forecast Adjustment Value		SELECTE DVALUE('Opport unity Forecas t Adjustm ent'[Fo recast Adjustm ent], 0)	Yes	

Table Name	Measure Name	Expression	Is Used		
Opportunity forecast adjustment	Fcst adj slicer alt text		CONCATENATE("Use the slicer to adjust the forecast, current value is ", 'Opportunity Forecast Adjustment'[Forecast Adjustment Value])	No	

Row-Level Security

Role Name	Model Permission	Table Name	Filter (DAX Rule)
Region Manager	Read	Territories	[Country] == "USA"

Hierarchies

Table Name	Hierarchy Name	Drill Path (Levels)	Levels
Accounts	Street Hierarchy	Account Name > State or Province > Country	3

What-If Parameters

Parameter	Range	Step	# Values	Default	Value Measure	Controls (Measures it Drives)
Forecast Adjustment	-80 to 20	10	11	0	Forecast Adjustment Value	Revenue In Pipeline, Revenue Open, Fcst adj slicer alt text

Conditional Formatting

Page	Visual Name	Applies To	Basis	Field	Rule / Logic	Plain Meaning
Sales Overview	Forecast Adjustment	Alt Text	Measure (DAX)	Fcst adj slicer alt text	CONCATENATE("Use the slicer to adjust the forecast, current value is ", 'Opportunity Forecast Adjustment'[Forecast Adjustment Value])	Alt Text is driven by measure Fcst adj slicer alt text
Sales Overview	Forecast by Location	Data Point Fill	Color scale	Revenue Won	#a0d1ff -> #3b5e96	Data Point Fill uses a color scale over Revenue Won
Sales Overview	Forecast by Territory	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: #a0d1ff	Opportunities.Revenue In Pipeline shown with in-cell data bars
Sales Overview	Forecast by Territory	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #EA1313	Opportunities.Revenue Won shown with in-cell data bars

Page	Visual Name	Applies To	Basis	Field	Rule / Logic	Plain Meaning
Sales Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #b1bfd5	Opportunities.Revenue Won shown with in-cell data bars
Sales Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: #a0d1ff	Opportunities.Revenue In Pipeline shown with in-cell data bars
Win/Loss Ratio Overview	Win/Loss Ratio by Opportunity Owner	Data Bars	Data bars	Opportunities.Revenue Open	Positive: #899ec0, Negative: minColor	Opportunities.Revenue Open shown with in-cell data bars
Win/Loss Ratio Overview	Win/Loss Ratio by Opportunity Owner	Data Bars	Data bars	Opportunities.Forecast by Win/Loss Ratio	Positive: #a0d1ff, Negative: minColor	Opportunities.Forecast by Win/Loss Ratio shown with in-cell data bars
Win/Loss Ratio Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #b1bfd5	Opportunities.Revenue Won shown with in-cell data bars
Win/Loss Ratio Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: #a0d1ff	Opportunities.Revenue In Pipeline shown with in-cell data bars
Win/Loss Ratio Overview	Closing Percentage by Month	Data Point Fill	Color scale	Revenue Won	#a0d1ff -> #3b5e96	Data Point Fill uses a color scale over Revenue Won
Win/Loss Ratio Overview	Closing Percentages	Data Point Fill	Color scale	Close %	#a0d1ff -> #094780	Data Point Fill uses a color scale over Close %
Win/Loss Ratio Overview	Closing Percentages	Data Point Fill	Color scale	Close %	#b1bfd5 -> #1e2f4b	Data Point Fill uses a color scale over Close %
Industries Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #b1bfd5	Opportunities.Revenue Won shown with in-cell data bars
Industries Overview	Revenue and forecast by Product	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: #a0d1ff	Opportunities.Revenue In Pipeline shown with in-cell data bars
Industries Overview	Sales by Industry	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #EA1313	Opportunities.Revenue Won shown with in-cell data bars
Industries Overview	Sales by Industry	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: minColor	Opportunities.Revenue In Pipeline shown with in-cell data bars
Industries Overview	Top Accounts	Data Bars	Data bars	Opportunities.Revenue In Pipeline	Positive: #a0d1ff, Negative: #a0d1ff	Opportunities.Revenue In Pipeline shown with in-cell data bars
Industries Overview	Top Accounts	Data Bars	Data bars	Opportunities.Revenue Won	Positive: #b1bfd5, Negative: #EA1313	Opportunities.Revenue Won shown with in-cell data bars
Pipeline Trends	Revenue Open by Product Category and Territory	Data Point Fill	Color scale	Revenue In Pipeline	#b1bfd5 -> #3b5e96	Data Point Fill uses a color scale over Revenue In Pipeline

Page	Visual Name	Applies To	Basis	Field	Rule / Logic	Plain Meaning
Trend Analytics	Close % by YEAR MONTH	Data Point Fill	Color scale	Revenue In Pipeline	<div>#b1bfd5 -> #3b5e96</div>	Data Point Fill uses a color scale over Revenue In Pipeline
Trend Analytics	Revenue Won by YEAR MONTH	Data Point Fill	Color scale	Revenue In Pipeline	<div>#b1bfd5 -> #3b5e96</div>	Data Point Fill uses a color scale over Revenue In Pipeline
Win/Loss Ratio Insights	Close % by Product Category	Data Point Fill	Color scale	Close %	<div>#b1bfd5 -> #2c4771</div>	Data Point Fill uses a color scale over Close %

Data Transformations

Table Name: Accounts

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="AccountTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(AccountTbl_Table,{{"AccountSeq", Int64.Type}})
```

Applied step 4: Removed Columns

```
Table.RemoveColumns(#"Changed Type",{"Distribution%", "DistributionAccumulation", "City"})
```

Applied step 5: Filtered Rows

```
Table.SelectRows(#"Removed Columns", each [AccountSeq] <> null and [AccountSeq] <> "")
```

Applied step 6: Changed Type1

```
Table.TransformColumnTypes(#"Filtered Rows",{{"AccountSeq", Int64.Type}, {"AccountID", type text}, {"Account Number", type text}, {"Account Name", type text}, {"State or Province", type text}, {"Country", type text}, {"TerritorySeq", Int64.Type}, {"AccountOwnerSeq", Int64.Type}, {"IndustrySeq", Int64.Type}})
```

Table Name: Industries

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="IndustryTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(IndustryTbl_Table,{{"IndustrySeq", Int64.Type}, {"Industry", type text}, {"Factor", Int64.Type}})
```

Applied step 4: Removed Columns

```
Table.RemoveColumns(#"Changed Type",{"Factor"})
```

Table Name: Opportunities

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="OpportunityTbl",Kind="Table"]}[Data]
```

Applied step 3: Removed Other Columns

```
Table.SelectColumns(OpportunityTbl_Table,{"OpportunitySeq", "DateDiff-Minutes", "DaysToClose", "SystemUserSeq", "AccountSeq", "ProductSeq", "CampaignSeq", "Purchase Process", "Decision Maker Identified", "Discount", "Value", "PipelineStep", "Probability (raw)", "Probability", "Rating", "Status"})
```

Applied step 4: Integer-Divided Column

```
Table.TransformColumns(#"Removed Other Columns",{{"DateDiff-Minutes", each Number.IntegerDivide(_, 1440), Int64.Type}})
```

Applied step 5: Changed Type

```
Table.TransformColumnTypes(#"Integer-Divided Column",{{"DaysToClose", Int64.Type}})
```

Applied step 6: Renamed Columns1

```
Table.RenameColumns(#"Changed Type",{{"DateDiff-Minutes", "DateDiff-Days"}, {"PipelineStep", "Sales Stage"}})
```

Applied step 7: Added Custom

```
Table.AddColumn(#"Renamed Columns1", "CreatedonDateUTC", each Date.AddDays(DateTimeZone.UtcNow(),["DateDiff-Days"]))
```

Applied step 8: Added Custom2

```
Table.AddColumn(#"Added Custom", "CloseDateUTC", each Date.AddDays([CreatedonDateUTC],["DaysToClose"]))
```

Applied step 9: Renamed Columns

```
Table.RenameColumns(#"Added Custom2",{{"CreatedonDateUTC", "Opportunity Created On"}, {"CloseDateUTC", "CloseDate"}})
```

Applied step 10: Changed Type1

```
Table.TransformColumnTypes(#"Renamed Columns",{{"CloseDate", type date}, {"Opportunity Created On", type date}, {"OpportunitySeq", Int64.Type}, {"DateDiff-Days", Int64.Type}, {"DaysToClose", Int64.Type}, {"SystemUserSeq", Int64.Type}, {"AccountSeq", Int64.Type}, {"ProductSeq", Int64.Type}, {"CampaignSeq", Int64.Type}, {"Purchase Process", type text}, {"Decision Maker Identified", type logical}, {"Discount", type number}, {"Value", Int64.Type}, {"Sales Stage", type text}, {"Probability (raw)", type number}, {"Probability", type number}, {"Rating", type text}, {"Status", type text}})
```

Table Name: Owners

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="OwnerTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(OwnerTbl_Table,{{"Owner", type text}, {"Factor", Int64.Type}})
```

Applied step 4: Removed Columns

```
Table.RemoveColumns(#"Changed Type",{"Factor", "ManagerSeq", "Manager Factor"})
```

Applied step 5: Changed Type1

```
Table.TransformColumnTypes(#"Removed Columns",{{"SystemUserSeq", Int64.Type}})
```

Table Name: Products

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="ProductTbl",Kind="Table"]}[Data]
```

Applied step 3: Removed Columns

```
Table.RemoveColumns(ProductTbl_Table,{"Factor", "MinOppValue", "MaxOppValue", "Distribution%", "DistributionAccumulation", "CategoryFactor", "CategorySeq"})
```

Applied step 4: Filtered Rows

```
Table.SelectRows("#Removed Columns", each [ProductSeq] <> null and [ProductSeq] <> "")
```

Applied step 5: Changed Type

```
Table.TransformColumnTypes("#Filtered Rows",{{"ProductSeq", Int64.Type}, {"Product Category", type text}, {"Product", type text}})
```


Table Name: Opportunity Forecast Adjustment

Calculation Expression:

```
GENERATESERIES(-80, 20, 10)
```

Table Name: Opportunity Calendar

Calculation Expression:

```
VAR StartDate =
    DATE ( YEAR ( MIN ( Opportunities[CloseDate] ) ), 1, 1 )
VAR EndDate =
    DATE ( YEAR (
        IF (
            ISBLANK ( MAX ( Opportunities[CloseDate] ) ),
            TODAY (),
            MAX ( Opportunities[CloseDate] )
        )
    ), 12, 31 )
VAR BASECALENDAR =
    CALENDAR ( StartDate, EndDate )
RETURN
    GENERATE (
        BASECALENDAR,
        VAR DateSequence = DATEDIFF ( StartDate, [DATE], DAY ) + 1
        VAR BASEDATE = [DATE]
        VAR YEARDATE = YEAR ( BASEDATE )
        VAR MONTHNUMBER = MONTH ( BASEDATE )
        VAR MONTHNAME = FORMAT ( BASEDATE, "MMM" )
        VAR YEARMONTHNAME = FORMAT ( BASEDATE, "MMM YYYY" )
        VAR YEARMONTHNUMBER = YEARDATE * 12 + ( MONTHNUMBER - 1 )
        VAR YEARWEEK = YEARDATE & "-W" & RIGHT ( "0" & WEEKNUM ( BASEDATE ), 2 )
        VAR DayNumberOfWeek = WEEKDAY ( [Date] )
        VAR StartOfWeek = [Date] - ( 1 * DayNumberOfWeek )
        VAR StartOfRelativeWeek = [Date] - WEEKDAY ( [Date] ) + 1
        VAR StartOfCurrentWeek = TODAY () - WEEKDAY ( TODAY () ) + 1
        var RelativeMonth = DATEDIFF(TODAY(),[Date],MONTH)
        VAR RelativeWeek = ( StartOfRelativeWeek - StartOfCurrentWeek ) / 7
        var RelativeDay = BASEDATE - TODAY()
        var Relative7DayPeriod = ROUNDDOWN(([Date] - TODAY())/7,0) + IF([Date]TODAY(),1,0)

        RETURN
            ROW (
                "DAY", BASEDATE,
                "DaySeq", DateSequence,
                "YEAR", YEARDATE,
                "MONTH NUMBER", MONTHNUMBER,
                "MONTH", MONTHNAME,
                "YEAR MONTH NUMBER", YEARMONTHNUMBER,
                "YEAR MONTH", YEARMONTHNAME,
                "YEAR WEEK", YEARWEEK,
                "WEEK", StartOfWeek,
                "RELATIVE MONTH", RelativeMonth,
                "RELATIVE WEEK", RelativeWeek,
                "RELATIVE DAY", RelativeDay,
                "RELATIVE 07 DAY PERIOD", Relative7DayPeriod,
                "RELATIVE 30 DAY PERIOD", Relative30DayPeriod
            )
    )
```

Table Name: Contacts

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="ContactTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(ContactTbl_Table,{{"ContactSeq", Int64.Type}, {"Contact", type text}, {"AccountSeq", Int64.Type}, {"Job Title", type text}})
```

Table Name: Territories

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="TerritoriesTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(TerritoriesTbl_Table,{{"Country", type text}, {"State Or Province", type text}, {"Region", type text}, {"Territory", type text}})
```

Applied step 4: Removed Columns

```
Table.RemoveColumns(#"Changed Type",{"Factor", "ParentTerritorySeq", "ParentTerritoryFactor", "Distribution%", "DistributionAccumulation"})
```

Table Name: Campaigns

Applied step 1: Source

```
Excel.Workbook(Web.Contents("https://microsoft-my.sharepoint.com/personal/misewell_microsoft_com/Documents/Documents/GitHub/ContosoBI/Contoso%20-%20Sales%20-%20Current%20Release/Contoso%20-%20Dynamics%20365%20Sales%20Source%20Data.xlsx"), null, true)
```

Applied step 2: Navigation

```
Source{[Item="CampaignsTbl",Kind="Table"]}[Data]
```

Applied step 3: Changed Type

```
Table.TransformColumnTypes(CampaignsTbl_Table,{{"CampaignSeq", Int64.Type}, {"Type", type text}, {"Name", type text}, {"Factor", Int64.Type}})
```

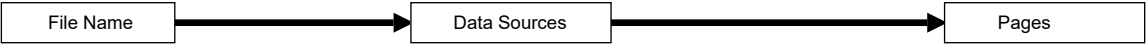
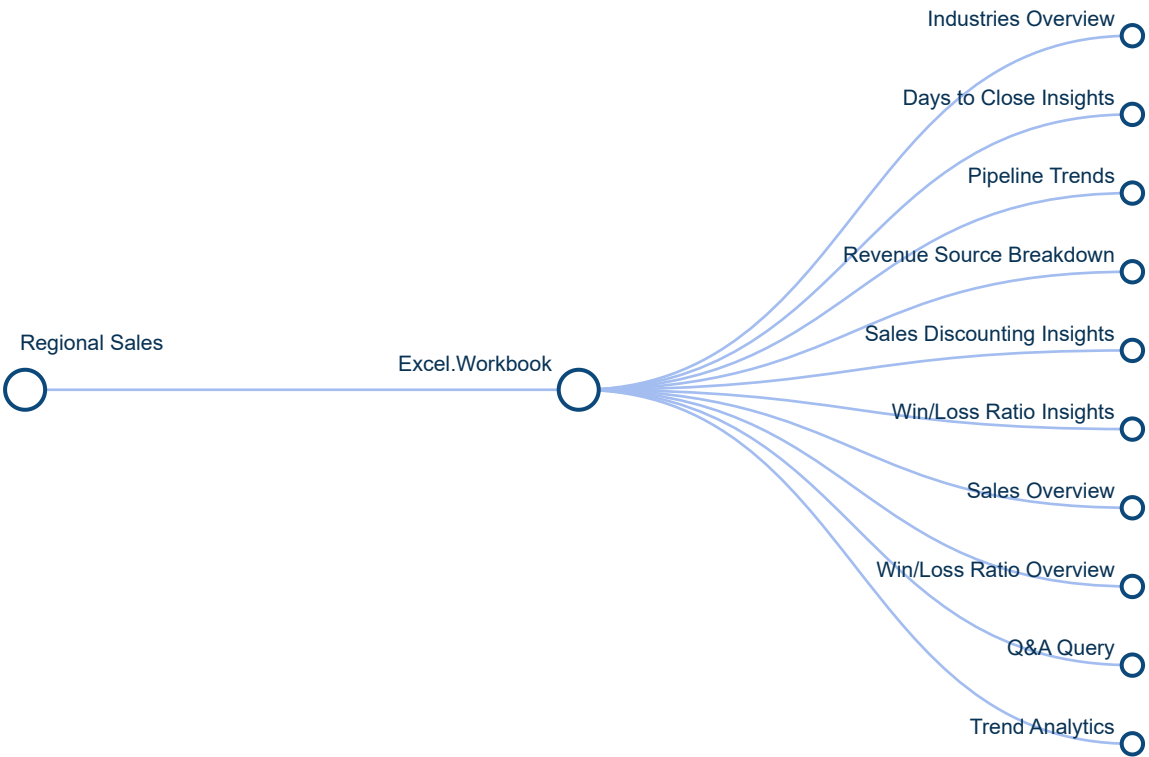
Applied step 4: Removed Columns

```
Table.RemoveColumns(#"Changed Type",{"Factor", "Distribution%", "DistributionAccumulation"})
```

Applied step 5: Renamed Columns

```
Table.RenameColumns(#"Removed Columns",{{"Type", "Campaign Type"}, {"Name", "Campaign"}})
```

Regional Sales File Relationships



List of Report Objects and Visuals

Page Name	Visual Name	Visual Type
Sales Overview	Label - Mgr Forecast Override	Textbox
Sales Overview	Forecast Adjustment	Slicer
Sales Overview	Forecast Adjustment and Blank	Stacked Column Chart
Sales Overview	V 38	Action Button
Sales Overview	V 39	Action Button
Sales Overview	V 01	Action Button
Sales Overview	V 26	Action Button
Sales Overview	V 27	Action Button
Sales Overview	V 28	Action Button
Sales Overview	V 29	Action Button
Sales Overview	V 30	Action Button
Sales Overview	V 32	Action Button
Sales Overview	V 33	Action Button
Sales Overview	V 31	Action Button
Sales Overview	V 34	Action Button
Sales Overview	V 35	Action Button
Sales Overview	V 36	Action Button
Sales Overview	V 37	Action Button
Sales Overview	V 25	Action Button
Sales Overview	V 24	Action Button
Sales Overview	V 23	Action Button
Sales Overview	V 22	Action Button
Sales Overview	V 21	Action Button
Sales Overview	V 20	Action Button
Sales Overview	V 19	Action Button
Sales Overview	V 18	Action Button
Sales Overview	V 17	Action Button
Sales Overview	V 16	Action Button
Sales Overview	V 15	Action Button
Sales Overview	V 14	Action Button
Sales Overview	V 13	Action Button
Sales Overview	V 12	Action Button
Sales Overview	V 11	Action Button
Sales Overview	V 10	Action Button
Sales Overview	V 09	Action Button
Sales Overview	V 08	Action Button
Sales Overview	V 07	Action Button
Sales Overview	V 06	Action Button
Sales Overview	V 05	Action Button

Page Name	Visual Name	Visual Type
Sales Overview	V 04	Action Button
Sales Overview	V 03	Action Button
Sales Overview	V 02	Action Button
Sales Overview	H 14	Action Button
Sales Overview	H 15	Action Button
Sales Overview	H 16	Action Button
Sales Overview	H 17	Action Button
Sales Overview	H 18	Action Button
Sales Overview	H 19	Action Button
Sales Overview	H 13	Action Button
Sales Overview	H 12	Action Button
Sales Overview	H 11	Action Button
Sales Overview	H 20	Action Button
Sales Overview	H 10	Action Button
Sales Overview	H 09	Action Button
Sales Overview	H 08	Action Button
Sales Overview	H 07	Action Button
Sales Overview	H 06	Action Button
Sales Overview	H 05	Action Button
Sales Overview	H 04	Action Button
Sales Overview	H 03	Action Button
Sales Overview	H 02	Action Button
Sales Overview	H 01	Action Button
Sales Overview	Report Title	Textbox
Sales Overview	Company Name	Action Button
Sales Overview	Report Title Category	Textbox
Sales Overview	Btn - Overview	Action Button
Sales Overview	Btn - Trends	Action Button
Sales Overview	Btn - Insights	Action Button
Sales Overview	Horizontal Shape	Shape
Sales Overview	Horizontal Shape	Shape
Sales Overview	Horizontal Shape	Shape
Sales Overview	Horizontal Shape	Shape
Sales Overview	Company Logo	Image
Sales Overview	KPI Bar 1	Shape
Sales Overview	Revenue won	KPI
Sales Overview	KPI Bar 3	Shape
Sales Overview	Revenue goal	KPI
Sales Overview	KPI Bar 2	Shape
Sales Overview	Qualified Pipeline	KPI
Sales Overview	KPI Bar 4	Shape
Sales Overview	Forecast	KPI

Page Name	Visual Name	Visual Type
Sales Overview	Forecast by Location	Shape Map
Sales Overview	Forecast by Territory	Matrix
Sales Overview	Button - By Product	Action Button
Sales Overview	Button - By Team / User	Action Button
Sales Overview	Revenue and forecast by Product	Matrix
Sales Overview	(Right click to drill to Users)	Line and Stacked Column Chart
Sales Overview	Revenue Won and Revenue In Pipeline by Product LOB	Stacked Bar Chart
Sales Overview	Revenue Open by Sales Stage	Funnel
Sales Overview	Button Header - by Product	Shape
Sales Overview	Button Header - by Manager	Shape
Sales Overview	Text box	Textbox
Sales Overview	Btn - Trend Analytics	Action Button
Sales Overview	Btn - Pipeline	Action Button
Sales Overview	Btn - Trend Analytics	Action Button
Win/Loss Ratio Overview	V 38	Action Button
Win/Loss Ratio Overview	V 39	Action Button
Win/Loss Ratio Overview	V 01	Action Button
Win/Loss Ratio Overview	V 26	Action Button
Win/Loss Ratio Overview	V 27	Action Button
Win/Loss Ratio Overview	V 28	Action Button
Win/Loss Ratio Overview	V 29	Action Button
Win/Loss Ratio Overview	V 30	Action Button
Win/Loss Ratio Overview	V 32	Action Button
Win/Loss Ratio Overview	V 33	Action Button
Win/Loss Ratio Overview	V 31	Action Button
Win/Loss Ratio Overview	V 34	Action Button
Win/Loss Ratio Overview	V 35	Action Button
Win/Loss Ratio Overview	V 36	Action Button
Win/Loss Ratio Overview	V 37	Action Button
Win/Loss Ratio Overview	V 25	Action Button
Win/Loss Ratio Overview	V 24	Action Button
Win/Loss Ratio Overview	V 23	Action Button
Win/Loss Ratio Overview	V 22	Action Button
Win/Loss Ratio Overview	V 21	Action Button
Win/Loss Ratio Overview	V 20	Action Button
Win/Loss Ratio Overview	V 19	Action Button
Win/Loss Ratio Overview	V 18	Action Button
Win/Loss Ratio Overview	V 17	Action Button
Win/Loss Ratio Overview	V 16	Action Button
Win/Loss Ratio Overview	V 15	Action Button
Win/Loss Ratio Overview	V 14	Action Button

Page Name	Visual Name	Visual Type
Win/Loss Ratio Overview	V 13	Action Button
Win/Loss Ratio Overview	V 12	Action Button
Win/Loss Ratio Overview	V 11	Action Button
Win/Loss Ratio Overview	V 10	Action Button
Win/Loss Ratio Overview	V 09	Action Button
Win/Loss Ratio Overview	V 08	Action Button
Win/Loss Ratio Overview	V 07	Action Button
Win/Loss Ratio Overview	V 06	Action Button
Win/Loss Ratio Overview	V 05	Action Button
Win/Loss Ratio Overview	V 04	Action Button
Win/Loss Ratio Overview	V 03	Action Button
Win/Loss Ratio Overview	V 02	Action Button
Win/Loss Ratio Overview	H 14	Action Button
Win/Loss Ratio Overview	H 15	Action Button
Win/Loss Ratio Overview	H 16	Action Button
Win/Loss Ratio Overview	H 17	Action Button
Win/Loss Ratio Overview	H 18	Action Button
Win/Loss Ratio Overview	H 19	Action Button
Win/Loss Ratio Overview	H 13	Action Button
Win/Loss Ratio Overview	H 12	Action Button
Win/Loss Ratio Overview	H 11	Action Button
Win/Loss Ratio Overview	H 20	Action Button
Win/Loss Ratio Overview	H 10	Action Button
Win/Loss Ratio Overview	H 09	Action Button
Win/Loss Ratio Overview	H 08	Action Button
Win/Loss Ratio Overview	H 07	Action Button
Win/Loss Ratio Overview	H 06	Action Button
Win/Loss Ratio Overview	H 05	Action Button
Win/Loss Ratio Overview	H 04	Action Button
Win/Loss Ratio Overview	H 03	Action Button
Win/Loss Ratio Overview	H 02	Action Button
Win/Loss Ratio Overview	H 01	Action Button
Win/Loss Ratio Overview	Report Title	Textbox
Win/Loss Ratio Overview	Company Name	Action Button
Win/Loss Ratio Overview	Report Title Category	Textbox
Win/Loss Ratio Overview	Btn - Overview	Action Button
Win/Loss Ratio Overview	Btn - Trends	Action Button
Win/Loss Ratio Overview	Btn - Insights	Action Button
Win/Loss Ratio Overview	Horizontal Shape	Shape
Win/Loss Ratio Overview	Horizontal Shape	Shape
Win/Loss Ratio Overview	Horizontal Shape	Shape
Win/Loss Ratio Overview	Horizontal Shape	Shape

Page Name	Visual Name	Visual Type
Win/Loss Ratio Overview	Company Logo	Image
Win/Loss Ratio Overview	KPI Bar 1	Shape
Win/Loss Ratio Overview	KPI Bar 3	Shape
Win/Loss Ratio Overview	KPI Bar 2	Shape
Win/Loss Ratio Overview	All Open Revenue	KPI
Win/Loss Ratio Overview	KPI Bar 4	Shape
Win/Loss Ratio Overview	Forecast	KPI
Win/Loss Ratio Overview	Win/Loss Ratio by Opportunity Owner	Table
Win/Loss Ratio Overview	Revenue and forecast by Product	Matrix
Win/Loss Ratio Overview	Button Header - by Product	Shape
Win/Loss Ratio Overview	Closing Percentage by Month	Line Chart
Win/Loss Ratio Overview	Closing Percentages	Stacked Bar Chart
Win/Loss Ratio Overview	systemuserid	Power Automate for Power BI
Win/Loss Ratio Overview	Closing Percentages	Clustered Column Chart
Win/Loss Ratio Overview	Btn - Trend Analytics	Action Button
Win/Loss Ratio Overview	Btn - Pipeline	Action Button
Win/Loss Ratio Overview	Btn - Trend Analytics	Action Button
Win/Loss Ratio Overview	Revenue Won	KPI
Win/Loss Ratio Overview	Win/Loss Percentage	KPI
Win/Loss Ratio Overview	Closing Percentages	Textbox
Industries Overview	V 38	Action Button
Industries Overview	V 39	Action Button
Industries Overview	V 01	Action Button
Industries Overview	V 26	Action Button
Industries Overview	V 27	Action Button
Industries Overview	V 28	Action Button
Industries Overview	V 29	Action Button
Industries Overview	V 30	Action Button
Industries Overview	V 32	Action Button
Industries Overview	V 33	Action Button
Industries Overview	V 31	Action Button
Industries Overview	V 34	Action Button
Industries Overview	V 35	Action Button
Industries Overview	V 36	Action Button
Industries Overview	V 37	Action Button
Industries Overview	V 25	Action Button
Industries Overview	V 24	Action Button
Industries Overview	V 23	Action Button
Industries Overview	V 22	Action Button
Industries Overview	V 21	Action Button
Industries Overview	V 20	Action Button
Industries Overview	V 19	Action Button

Page Name	Visual Name	Visual Type
Industries Overview	V 18	Action Button
Industries Overview	V 17	Action Button
Industries Overview	V 16	Action Button
Industries Overview	V 15	Action Button
Industries Overview	V 14	Action Button
Industries Overview	V 13	Action Button
Industries Overview	V 12	Action Button
Industries Overview	V 11	Action Button
Industries Overview	V 10	Action Button
Industries Overview	V 09	Action Button
Industries Overview	V 08	Action Button
Industries Overview	V 07	Action Button
Industries Overview	V 06	Action Button
Industries Overview	V 05	Action Button
Industries Overview	V 04	Action Button
Industries Overview	V 03	Action Button
Industries Overview	V 02	Action Button
Industries Overview	H 14	Action Button
Industries Overview	H 15	Action Button
Industries Overview	H 16	Action Button
Industries Overview	H 17	Action Button
Industries Overview	H 18	Action Button
Industries Overview	H 19	Action Button
Industries Overview	H 13	Action Button
Industries Overview	H 12	Action Button
Industries Overview	H 11	Action Button
Industries Overview	H 20	Action Button
Industries Overview	H 10	Action Button
Industries Overview	H 09	Action Button
Industries Overview	H 08	Action Button
Industries Overview	H 07	Action Button
Industries Overview	H 06	Action Button
Industries Overview	H 05	Action Button
Industries Overview	H 04	Action Button
Industries Overview	H 03	Action Button
Industries Overview	H 02	Action Button
Industries Overview	H 01	Action Button
Industries Overview	Report Title	Textbox
Industries Overview	Company Name	Action Button
Industries Overview	Report Title Category	Textbox
Industries Overview	Btn - Overview	Action Button
Industries Overview	Btn - Trends	Action Button

Page Name	Visual Name	Visual Type
Industries Overview	Btn - Insights	Action Button
Industries Overview	Horizontal Shape	Shape
Industries Overview	Horizontal Shape	Shape
Industries Overview	Horizontal Shape	Shape
Industries Overview	Horizontal Shape	Shape
Industries Overview	Company Logo	Image
Industries Overview	Revenue and forecast by Product	Matrix
Industries Overview	Button Header - by Product	Shape
Industries Overview	Btn - Trend Analytics	Action Button
Industries Overview	Btn - Pipeline	Action Button
Industries Overview	Sales by Industry	Matrix
Industries Overview	Top Accounts	Table
Industries Overview	Opportunity Count, Revenue Won and Revenue Won Average Deal Size by YEAR MONTH and Industry	Scatter Chart
Industries Overview	Btn - Trend Analytics	Action Button
Industries Overview	Revenue Won by YEAR MONTH	Line Chart
Pipeline Trends	Table	Table
Pipeline Trends	Revenue Open by Product Category and Territory	Stacked Bar Chart
Pipeline Trends	Report Title	Textbox
Pipeline Trends	Company Name	Action Button
Pipeline Trends	Report Title Category	Textbox
Pipeline Trends	Btn - Overview	Action Button
Pipeline Trends	Btn - Trends	Action Button
Pipeline Trends	Company Logo	Image
Pipeline Trends	KPI Bar 1	Shape
Pipeline Trends	Opportunity Count	KPI
Pipeline Trends	KPI Bar 3	Shape
Pipeline Trends	Avg Days Remaining	KPI
Pipeline Trends	KPI Bar 2	Shape
Pipeline Trends	Total Pipeline	KPI
Pipeline Trends	KPI Bar 4	Shape
Pipeline Trends	Qualified Pipeline	KPI
Pipeline Trends	Horizontal Shape	Shape
Pipeline Trends	Horizontal Shape	Shape
Pipeline Trends	Horizontal Shape	Shape
Pipeline Trends	Horizontal Shape	Shape
Pipeline Trends	Btn - Insights	Action Button
Pipeline Trends	V 38	Action Button
Pipeline Trends	V 39	Action Button
Pipeline Trends	V 01	Action Button
Pipeline Trends	V 26	Action Button
Pipeline Trends	V 27	Action Button

Page Name	Visual Name	Visual Type
Pipeline Trends	V 28	Action Button
Pipeline Trends	V 29	Action Button
Pipeline Trends	V 30	Action Button
Pipeline Trends	V 32	Action Button
Pipeline Trends	V 33	Action Button
Pipeline Trends	V 31	Action Button
Pipeline Trends	V 34	Action Button
Pipeline Trends	V 35	Action Button
Pipeline Trends	V 36	Action Button
Pipeline Trends	V 37	Action Button
Pipeline Trends	V 25	Action Button
Pipeline Trends	V 24	Action Button
Pipeline Trends	V 23	Action Button
Pipeline Trends	V 22	Action Button
Pipeline Trends	V 21	Action Button
Pipeline Trends	V 20	Action Button
Pipeline Trends	V 19	Action Button
Pipeline Trends	V 18	Action Button
Pipeline Trends	V 17	Action Button
Pipeline Trends	V 16	Action Button
Pipeline Trends	V 15	Action Button
Pipeline Trends	V 14	Action Button
Pipeline Trends	V 13	Action Button
Pipeline Trends	V 12	Action Button
Pipeline Trends	V 11	Action Button
Pipeline Trends	V 10	Action Button
Pipeline Trends	V 09	Action Button
Pipeline Trends	V 08	Action Button
Pipeline Trends	V 07	Action Button
Pipeline Trends	V 06	Action Button
Pipeline Trends	V 05	Action Button
Pipeline Trends	V 04	Action Button
Pipeline Trends	V 03	Action Button
Pipeline Trends	V 02	Action Button
Pipeline Trends	H 14	Action Button
Pipeline Trends	H 15	Action Button
Pipeline Trends	H 16	Action Button
Pipeline Trends	H 17	Action Button
Pipeline Trends	H 18	Action Button
Pipeline Trends	H 19	Action Button
Pipeline Trends	H 13	Action Button
Pipeline Trends	H 12	Action Button

Page Name	Visual Name	Visual Type
Pipeline Trends	H 11	Action Button
Pipeline Trends	H 20	Action Button
Pipeline Trends	H 10	Action Button
Pipeline Trends	H 09	Action Button
Pipeline Trends	H 08	Action Button
Pipeline Trends	H 07	Action Button
Pipeline Trends	H 06	Action Button
Pipeline Trends	H 05	Action Button
Pipeline Trends	H 04	Action Button
Pipeline Trends	H 03	Action Button
Pipeline Trends	H 02	Action Button
Pipeline Trends	H 01	Action Button
Pipeline Trends	Btn - Pipeline	Action Button
Pipeline Trends	Btn - Trend Analytics	Action Button
Pipeline Trends	Pipeline by Top Industries	Ribbon Chart
Pipeline Trends	Text box	Textbox
Trend Analytics	V 38	Action Button
Trend Analytics	V 39	Action Button
Trend Analytics	V 01	Action Button
Trend Analytics	V 26	Action Button
Trend Analytics	V 27	Action Button
Trend Analytics	V 28	Action Button
Trend Analytics	V 29	Action Button
Trend Analytics	V 30	Action Button
Trend Analytics	V 32	Action Button
Trend Analytics	V 33	Action Button
Trend Analytics	V 31	Action Button
Trend Analytics	V 34	Action Button
Trend Analytics	V 35	Action Button
Trend Analytics	V 36	Action Button
Trend Analytics	V 37	Action Button
Trend Analytics	V 25	Action Button
Trend Analytics	V 24	Action Button
Trend Analytics	V 23	Action Button
Trend Analytics	V 22	Action Button
Trend Analytics	V 21	Action Button
Trend Analytics	V 20	Action Button
Trend Analytics	V 19	Action Button
Trend Analytics	V 18	Action Button
Trend Analytics	V 17	Action Button
Trend Analytics	V 16	Action Button
Trend Analytics	V 15	Action Button

Page Name	Visual Name	Visual Type
Trend Analytics	V 14	Action Button
Trend Analytics	V 13	Action Button
Trend Analytics	V 12	Action Button
Trend Analytics	V 11	Action Button
Trend Analytics	V 10	Action Button
Trend Analytics	V 09	Action Button
Trend Analytics	V 08	Action Button
Trend Analytics	V 07	Action Button
Trend Analytics	V 06	Action Button
Trend Analytics	V 05	Action Button
Trend Analytics	V 04	Action Button
Trend Analytics	V 03	Action Button
Trend Analytics	V 02	Action Button
Trend Analytics	H 14	Action Button
Trend Analytics	H 15	Action Button
Trend Analytics	H 16	Action Button
Trend Analytics	H 17	Action Button
Trend Analytics	H 18	Action Button
Trend Analytics	H 19	Action Button
Trend Analytics	H 13	Action Button
Trend Analytics	H 12	Action Button
Trend Analytics	H 11	Action Button
Trend Analytics	H 20	Action Button
Trend Analytics	H 10	Action Button
Trend Analytics	H 09	Action Button
Trend Analytics	H 08	Action Button
Trend Analytics	H 07	Action Button
Trend Analytics	H 06	Action Button
Trend Analytics	H 05	Action Button
Trend Analytics	H 04	Action Button
Trend Analytics	H 03	Action Button
Trend Analytics	H 02	Action Button
Trend Analytics	H 01	Action Button
Trend Analytics	Report Title	Textbox
Trend Analytics	Company Name	Action Button
Trend Analytics	Report Title Category	Textbox
Trend Analytics	Btn - Overview	Action Button
Trend Analytics	Btn - Trends	Action Button
Trend Analytics	Btn - Insights	Action Button
Trend Analytics	Horizontal Shape	Shape
Trend Analytics	Horizontal Shape	Shape
Trend Analytics	Horizontal Shape	Shape

Page Name	Visual Name	Visual Type
Trend Analytics	Horizontal Shape	Shape
Trend Analytics	Company Logo	Image
Trend Analytics	Revenue Won by Date	Line Chart
Trend Analytics	Close % by YEAR MONTH	Line Chart
Trend Analytics	Revenue Won by Date	Line Chart
Trend Analytics	Won Opportunities this month	KPI
Trend Analytics	Close Ratio	KPI
Trend Analytics	Avg Discount	KPI
Trend Analytics	Value In Pipeline	KPI
Trend Analytics	Revenue Open by PipelineStep	Shape
Trend Analytics	Revenue Open by PipelineStep	Shape
Trend Analytics	Revenue Open by PipelineStep	Shape
Trend Analytics	Revenue Open by PipelineStep	Shape
Trend Analytics	Shape	Shape
Trend Analytics	Shape	Shape
Trend Analytics	Shape	Shape
Trend Analytics	Shape	Shape
Trend Analytics	Btn - Pipeline	Action Button
Trend Analytics	Btn - Trend Analytics	Action Button
Trend Analytics	Revenue Won by YEAR MONTH	Line Chart
Win/Loss Ratio Insights	Win-Loss	Action Button
Win/Loss Ratio Insights	Day to close	Action Button
Win/Loss Ratio Insights	Discounting	Action Button
Win/Loss Ratio Insights	Revenue Won and Close % by Product Category	Line and Stacked Column Chart
Win/Loss Ratio Insights	Key Influencers	Key Influencers
Win/Loss Ratio Insights	Btn - Natural Lenguaje	Action Button
Win/Loss Ratio Insights	Btn - Decomposition	Action Button
Win/Loss Ratio Insights	Btn - Key Influences	Action Button
Win/Loss Ratio Insights	Report Title	Textbox
Win/Loss Ratio Insights	Company Name	Action Button
Win/Loss Ratio Insights	Report Title Category	Textbox
Win/Loss Ratio Insights	Btn - Trends	Action Button
Win/Loss Ratio Insights	Btn - Insights	Action Button
Win/Loss Ratio Insights	Company Logo	Image
Win/Loss Ratio Insights	V 38	Action Button
Win/Loss Ratio Insights	V 39	Action Button
Win/Loss Ratio Insights	V 01	Action Button
Win/Loss Ratio Insights	V 26	Action Button
Win/Loss Ratio Insights	V 27	Action Button
Win/Loss Ratio Insights	V 28	Action Button
Win/Loss Ratio Insights	V 29	Action Button

Page Name	Visual Name	Visual Type
Win/Loss Ratio Insights	V 30	Action Button
Win/Loss Ratio Insights	V 32	Action Button
Win/Loss Ratio Insights	V 33	Action Button
Win/Loss Ratio Insights	V 31	Action Button
Win/Loss Ratio Insights	V 34	Action Button
Win/Loss Ratio Insights	V 35	Action Button
Win/Loss Ratio Insights	V 36	Action Button
Win/Loss Ratio Insights	V 37	Action Button
Win/Loss Ratio Insights	V 25	Action Button
Win/Loss Ratio Insights	V 24	Action Button
Win/Loss Ratio Insights	V 23	Action Button
Win/Loss Ratio Insights	V 22	Action Button
Win/Loss Ratio Insights	V 21	Action Button
Win/Loss Ratio Insights	V 20	Action Button
Win/Loss Ratio Insights	V 19	Action Button
Win/Loss Ratio Insights	V 18	Action Button
Win/Loss Ratio Insights	V 17	Action Button
Win/Loss Ratio Insights	V 16	Action Button
Win/Loss Ratio Insights	V 15	Action Button
Win/Loss Ratio Insights	V 14	Action Button
Win/Loss Ratio Insights	V 13	Action Button
Win/Loss Ratio Insights	V 12	Action Button
Win/Loss Ratio Insights	V 11	Action Button
Win/Loss Ratio Insights	V 10	Action Button
Win/Loss Ratio Insights	V 09	Action Button
Win/Loss Ratio Insights	V 08	Action Button
Win/Loss Ratio Insights	V 07	Action Button
Win/Loss Ratio Insights	V 06	Action Button
Win/Loss Ratio Insights	V 05	Action Button
Win/Loss Ratio Insights	V 04	Action Button
Win/Loss Ratio Insights	V 03	Action Button
Win/Loss Ratio Insights	V 02	Action Button
Win/Loss Ratio Insights	H 14	Action Button
Win/Loss Ratio Insights	H 15	Action Button
Win/Loss Ratio Insights	H 16	Action Button
Win/Loss Ratio Insights	H 17	Action Button
Win/Loss Ratio Insights	H 18	Action Button
Win/Loss Ratio Insights	H 19	Action Button
Win/Loss Ratio Insights	H 13	Action Button
Win/Loss Ratio Insights	H 12	Action Button
Win/Loss Ratio Insights	H 11	Action Button
Win/Loss Ratio Insights	H 20	Action Button

Page Name	Visual Name	Visual Type
Win/Loss Ratio Insights	H 10	Action Button
Win/Loss Ratio Insights	H 09	Action Button
Win/Loss Ratio Insights	H 08	Action Button
Win/Loss Ratio Insights	H 07	Action Button
Win/Loss Ratio Insights	H 06	Action Button
Win/Loss Ratio Insights	H 05	Action Button
Win/Loss Ratio Insights	H 04	Action Button
Win/Loss Ratio Insights	H 03	Action Button
Win/Loss Ratio Insights	H 02	Action Button
Win/Loss Ratio Insights	H 01	Action Button
Win/Loss Ratio Insights	Horizontal Shape	Shape
Win/Loss Ratio Insights	Horizontal Shape	Shape
Win/Loss Ratio Insights	Horizontal Shape	Shape
Win/Loss Ratio Insights	Horizontal Shape	Shape
Win/Loss Ratio Insights	Btn - Overview	Action Button
Win/Loss Ratio Insights	Close % by Product Category	Stacked Bar Chart
Days to Close Insights	Win-Loss	Action Button
Days to Close Insights	Day to close	Action Button
Days to Close Insights	Discounting	Action Button
Days to Close Insights	Btn - Natural Lenguaje	Action Button
Days to Close Insights	Btn - Decomposition	Action Button
Days to Close Insights	Btn - Key Influences	Action Button
Days to Close Insights	Report Title	Textbox
Days to Close Insights	Company Name	Action Button
Days to Close Insights	Report Title Category	Textbox
Days to Close Insights	Btn - Trends	Action Button
Days to Close Insights	Btn - Insights	Action Button
Days to Close Insights	Company Logo	Image
Days to Close Insights	V 38	Action Button
Days to Close Insights	V 39	Action Button
Days to Close Insights	V 01	Action Button
Days to Close Insights	V 26	Action Button
Days to Close Insights	V 27	Action Button
Days to Close Insights	V 28	Action Button
Days to Close Insights	V 29	Action Button
Days to Close Insights	V 30	Action Button
Days to Close Insights	V 32	Action Button
Days to Close Insights	V 33	Action Button
Days to Close Insights	V 31	Action Button
Days to Close Insights	V 34	Action Button
Days to Close Insights	V 35	Action Button
Days to Close Insights	V 36	Action Button

Page Name	Visual Name	Visual Type
Days to Close Insights	V 37	Action Button
Days to Close Insights	V 25	Action Button
Days to Close Insights	V 24	Action Button
Days to Close Insights	V 23	Action Button
Days to Close Insights	V 22	Action Button
Days to Close Insights	V 21	Action Button
Days to Close Insights	V 20	Action Button
Days to Close Insights	V 19	Action Button
Days to Close Insights	V 18	Action Button
Days to Close Insights	V 17	Action Button
Days to Close Insights	V 16	Action Button
Days to Close Insights	V 15	Action Button
Days to Close Insights	V 14	Action Button
Days to Close Insights	V 13	Action Button
Days to Close Insights	V 12	Action Button
Days to Close Insights	V 11	Action Button
Days to Close Insights	V 10	Action Button
Days to Close Insights	V 09	Action Button
Days to Close Insights	V 08	Action Button
Days to Close Insights	V 07	Action Button
Days to Close Insights	V 06	Action Button
Days to Close Insights	V 05	Action Button
Days to Close Insights	V 04	Action Button
Days to Close Insights	V 03	Action Button
Days to Close Insights	V 02	Action Button
Days to Close Insights	H 14	Action Button
Days to Close Insights	H 15	Action Button
Days to Close Insights	H 16	Action Button
Days to Close Insights	H 17	Action Button
Days to Close Insights	H 18	Action Button
Days to Close Insights	H 19	Action Button
Days to Close Insights	H 13	Action Button
Days to Close Insights	H 12	Action Button
Days to Close Insights	H 11	Action Button
Days to Close Insights	H 20	Action Button
Days to Close Insights	H 10	Action Button
Days to Close Insights	H 09	Action Button
Days to Close Insights	H 08	Action Button
Days to Close Insights	H 07	Action Button
Days to Close Insights	H 06	Action Button
Days to Close Insights	H 05	Action Button
Days to Close Insights	H 04	Action Button

Page Name	Visual Name	Visual Type
Days to Close Insights	H 03	Action Button
Days to Close Insights	H 02	Action Button
Days to Close Insights	H 01	Action Button
Days to Close Insights	Horizontal Shape	Shape
Days to Close Insights	Horizontal Shape	Shape
Days to Close Insights	Horizontal Shape	Shape
Days to Close Insights	Horizontal Shape	Shape
Days to Close Insights	Btn - Overview	Action Button
Days to Close Insights	Key Influencers	Key Influencers
Days to Close Insights	Average of DaysToClose by Owner	Stacked Bar Chart
Days to Close Insights	Average of DaysToClose by Industry	Stacked Bar Chart
Sales Discounting Insights	Discount by Territory	Stacked Bar Chart
Sales Discounting Insights	Day to close	Action Button
Sales Discounting Insights	Win-Loss	Action Button
Sales Discounting Insights	Discounting	Action Button
Sales Discounting Insights	Discount by Manager/Owner	Stacked Bar Chart
Sales Discounting Insights	Key Influencers	Key Influencers
Sales Discounting Insights	Btn - Natural Lenguaje	Action Button
Sales Discounting Insights	Btn - Decomposition	Action Button
Sales Discounting Insights	Btn - Key Influences	Action Button
Sales Discounting Insights	Report Title	Textbox
Sales Discounting Insights	Company Name	Action Button
Sales Discounting Insights	Report Title Category	Textbox
Sales Discounting Insights	Btn - Trends	Action Button
Sales Discounting Insights	Btn - Insights	Action Button
Sales Discounting Insights	Company Logo	Image
Sales Discounting Insights	Btn - Overview	Action Button
Sales Discounting Insights	Horizontal Shape	Shape
Sales Discounting Insights	Horizontal Shape	Shape
Sales Discounting Insights	Horizontal Shape	Shape
Sales Discounting Insights	Horizontal Shape	Shape
Sales Discounting Insights	V 38	Action Button
Sales Discounting Insights	V 39	Action Button
Sales Discounting Insights	V 01	Action Button
Sales Discounting Insights	V 26	Action Button
Sales Discounting Insights	V 27	Action Button
Sales Discounting Insights	V 28	Action Button
Sales Discounting Insights	V 29	Action Button
Sales Discounting Insights	V 30	Action Button
Sales Discounting Insights	V 32	Action Button
Sales Discounting Insights	V 33	Action Button
Sales Discounting Insights	V 31	Action Button

Page Name	Visual Name	Visual Type
Sales Discounting Insights	V 34	Action Button
Sales Discounting Insights	V 35	Action Button
Sales Discounting Insights	V 36	Action Button
Sales Discounting Insights	V 37	Action Button
Sales Discounting Insights	V 25	Action Button
Sales Discounting Insights	V 24	Action Button
Sales Discounting Insights	V 23	Action Button
Sales Discounting Insights	V 22	Action Button
Sales Discounting Insights	V 21	Action Button
Sales Discounting Insights	V 20	Action Button
Sales Discounting Insights	V 19	Action Button
Sales Discounting Insights	V 18	Action Button
Sales Discounting Insights	V 17	Action Button
Sales Discounting Insights	V 16	Action Button
Sales Discounting Insights	V 15	Action Button
Sales Discounting Insights	V 14	Action Button
Sales Discounting Insights	V 13	Action Button
Sales Discounting Insights	V 12	Action Button
Sales Discounting Insights	V 11	Action Button
Sales Discounting Insights	V 10	Action Button
Sales Discounting Insights	V 09	Action Button
Sales Discounting Insights	V 08	Action Button
Sales Discounting Insights	V 07	Action Button
Sales Discounting Insights	V 06	Action Button
Sales Discounting Insights	V 05	Action Button
Sales Discounting Insights	V 04	Action Button
Sales Discounting Insights	V 03	Action Button
Sales Discounting Insights	V 02	Action Button
Sales Discounting Insights	H 14	Action Button
Sales Discounting Insights	H 15	Action Button
Sales Discounting Insights	H 16	Action Button
Sales Discounting Insights	H 17	Action Button
Sales Discounting Insights	H 18	Action Button
Sales Discounting Insights	H 19	Action Button
Sales Discounting Insights	H 13	Action Button
Sales Discounting Insights	H 12	Action Button
Sales Discounting Insights	H 11	Action Button
Sales Discounting Insights	H 20	Action Button
Sales Discounting Insights	H 10	Action Button
Sales Discounting Insights	H 09	Action Button
Sales Discounting Insights	H 08	Action Button
Sales Discounting Insights	H 07	Action Button

Page Name	Visual Name	Visual Type
Sales Discounting Insights	H 06	Action Button
Sales Discounting Insights	H 05	Action Button
Sales Discounting Insights	H 04	Action Button
Sales Discounting Insights	H 03	Action Button
Sales Discounting Insights	H 02	Action Button
Sales Discounting Insights	H 01	Action Button
Revenue Source Breakdown	Opportunity Count by Owner and Manager	Stacked Bar Chart
Revenue Source Breakdown	Opportunity Count by Territory	Stacked Bar Chart
Revenue Source Breakdown	Decomposition tree	Decomposition Tree
Revenue Source Breakdown	V 38	Action Button
Revenue Source Breakdown	V 39	Action Button
Revenue Source Breakdown	V 01	Action Button
Revenue Source Breakdown	V 26	Action Button
Revenue Source Breakdown	V 27	Action Button
Revenue Source Breakdown	V 28	Action Button
Revenue Source Breakdown	V 29	Action Button
Revenue Source Breakdown	V 30	Action Button
Revenue Source Breakdown	V 32	Action Button
Revenue Source Breakdown	V 33	Action Button
Revenue Source Breakdown	V 31	Action Button
Revenue Source Breakdown	V 34	Action Button
Revenue Source Breakdown	V 35	Action Button
Revenue Source Breakdown	V 36	Action Button
Revenue Source Breakdown	V 37	Action Button
Revenue Source Breakdown	V 25	Action Button
Revenue Source Breakdown	V 24	Action Button
Revenue Source Breakdown	V 23	Action Button
Revenue Source Breakdown	V 22	Action Button
Revenue Source Breakdown	V 21	Action Button

Page Name	Visual Name	Visual Type
Revenue Source Breakdown	V 20	Action Button
Revenue Source Breakdown	V 19	Action Button
Revenue Source Breakdown	V 18	Action Button
Revenue Source Breakdown	V 17	Action Button
Revenue Source Breakdown	V 16	Action Button
Revenue Source Breakdown	V 15	Action Button
Revenue Source Breakdown	V 14	Action Button
Revenue Source Breakdown	V 13	Action Button
Revenue Source Breakdown	V 12	Action Button
Revenue Source Breakdown	V 11	Action Button
Revenue Source Breakdown	V 10	Action Button
Revenue Source Breakdown	V 09	Action Button
Revenue Source Breakdown	V 08	Action Button
Revenue Source Breakdown	V 07	Action Button
Revenue Source Breakdown	V 06	Action Button
Revenue Source Breakdown	V 05	Action Button
Revenue Source Breakdown	V 04	Action Button
Revenue Source Breakdown	V 03	Action Button
Revenue Source Breakdown	V 02	Action Button
Revenue Source Breakdown	H 14	Action Button
Revenue Source Breakdown	H 15	Action Button
Revenue Source Breakdown	H 16	Action Button
Revenue Source Breakdown	H 17	Action Button
Revenue Source Breakdown	H 18	Action Button
Revenue Source Breakdown	H 19	Action Button
Revenue Source Breakdown	H 13	Action Button
Revenue Source Breakdown	H 12	Action Button

Page Name	Visual Name	Visual Type
Revenue Source Breakdown	H 11	Action Button
Revenue Source Breakdown	H 20	Action Button
Revenue Source Breakdown	H 10	Action Button
Revenue Source Breakdown	H 09	Action Button
Revenue Source Breakdown	H 08	Action Button
Revenue Source Breakdown	H 07	Action Button
Revenue Source Breakdown	H 06	Action Button
Revenue Source Breakdown	H 05	Action Button
Revenue Source Breakdown	H 04	Action Button
Revenue Source Breakdown	H 03	Action Button
Revenue Source Breakdown	H 02	Action Button
Revenue Source Breakdown	H 01	Action Button
Revenue Source Breakdown	Horizontal Shape	Shape
Revenue Source Breakdown	Horizontal Shape	Shape
Revenue Source Breakdown	Horizontal Shape	Shape
Revenue Source Breakdown	Horizontal Shape	Shape
Revenue Source Breakdown	Btn - Natural Lenguaje	Action Button
Revenue Source Breakdown	Btn - Decomposition	Action Button
Revenue Source Breakdown	Btn - Key Influences	Action Button
Revenue Source Breakdown	Report Title	Textbox
Revenue Source Breakdown	Company Name	Action Button
Revenue Source Breakdown	Report Title Category	Textbox
Revenue Source Breakdown	Btn - Trends	Action Button
Revenue Source Breakdown	Btn - Insights	Action Button
Revenue Source Breakdown	Btn - Overview	Action Button
Revenue Source Breakdown	Company Logo	Image
Q&A Query	Q&A	Q&A
Q&A Query	Btn - Natural Language	Action Button

Page Name	Visual Name	Visual Type
Q&A Query	Btn - Decomposition	Action Button
Q&A Query	Btn - Key Influences	Action Button
Q&A Query	Report Title	Textbox
Q&A Query	Company Name	Action Button
Q&A Query	Report Title Category	Textbox
Q&A Query	Btn - Trends	Action Button
Q&A Query	Btn - Insights	Action Button
Q&A Query	Btn - Overview	Action Button
Q&A Query	Company Logo	Image
Q&A Query	Horizontal Shape	Shape
Q&A Query	Horizontal Shape	Shape
Q&A Query	Horizontal Shape	Shape
Q&A Query	Horizontal Shape	Shape
Q&A Query	V 38	Action Button
Q&A Query	V 39	Action Button
Q&A Query	V 01	Action Button
Q&A Query	V 26	Action Button
Q&A Query	V 27	Action Button
Q&A Query	V 28	Action Button
Q&A Query	V 29	Action Button
Q&A Query	V 30	Action Button
Q&A Query	V 32	Action Button
Q&A Query	V 33	Action Button
Q&A Query	V 31	Action Button
Q&A Query	V 34	Action Button
Q&A Query	V 35	Action Button
Q&A Query	V 36	Action Button
Q&A Query	V 37	Action Button
Q&A Query	V 25	Action Button
Q&A Query	V 24	Action Button
Q&A Query	V 23	Action Button
Q&A Query	V 22	Action Button
Q&A Query	V 21	Action Button
Q&A Query	V 20	Action Button
Q&A Query	V 19	Action Button
Q&A Query	V 18	Action Button
Q&A Query	V 17	Action Button
Q&A Query	V 16	Action Button
Q&A Query	V 15	Action Button
Q&A Query	V 14	Action Button
Q&A Query	V 13	Action Button
Q&A Query	V 12	Action Button

Page Name	Visual Name	Visual Type
Q&A Query	V 11	Action Button
Q&A Query	V 10	Action Button
Q&A Query	V 09	Action Button
Q&A Query	V 08	Action Button
Q&A Query	V 07	Action Button
Q&A Query	V 06	Action Button
Q&A Query	V 05	Action Button
Q&A Query	V 04	Action Button
Q&A Query	V 03	Action Button
Q&A Query	V 02	Action Button
Q&A Query	H 14	Action Button
Q&A Query	H 15	Action Button
Q&A Query	H 16	Action Button
Q&A Query	H 17	Action Button
Q&A Query	H 18	Action Button
Q&A Query	H 19	Action Button
Q&A Query	H 13	Action Button
Q&A Query	H 12	Action Button
Q&A Query	H 11	Action Button
Q&A Query	H 20	Action Button
Q&A Query	H 10	Action Button
Q&A Query	H 09	Action Button
Q&A Query	H 08	Action Button
Q&A Query	H 07	Action Button
Q&A Query	H 06	Action Button
Q&A Query	H 05	Action Button
Q&A Query	H 04	Action Button
Q&A Query	H 03	Action Button
Q&A Query	H 02	Action Button
Q&A Query	H 01	Action Button
Template	V 38	Action Button
Template	V 39	Action Button
Template	V 01	Action Button
Template	V 26	Action Button
Template	V 27	Action Button
Template	V 28	Action Button
Template	V 29	Action Button
Template	V 30	Action Button
Template	V 32	Action Button
Template	V 33	Action Button
Template	V 31	Action Button
Template	V 34	Action Button

Page Name	Visual Name	Visual Type
Template	V 35	Action Button
Template	V 36	Action Button
Template	V 37	Action Button
Template	V 25	Action Button
Template	V 24	Action Button
Template	V 23	Action Button
Template	V 22	Action Button
Template	V 21	Action Button
Template	V 20	Action Button
Template	V 19	Action Button
Template	V 18	Action Button
Template	V 17	Action Button
Template	V 16	Action Button
Template	V 15	Action Button
Template	V 14	Action Button
Template	V 13	Action Button
Template	V 12	Action Button
Template	V 11	Action Button
Template	V 10	Action Button
Template	V 09	Action Button
Template	V 08	Action Button
Template	V 07	Action Button
Template	V 06	Action Button
Template	V 05	Action Button
Template	V 04	Action Button
Template	V 03	Action Button
Template	V 02	Action Button
Template	H 14	Action Button
Template	H 15	Action Button
Template	H 16	Action Button
Template	H 17	Action Button
Template	H 18	Action Button
Template	H 19	Action Button
Template	H 13	Action Button
Template	H 12	Action Button
Template	H 11	Action Button
Template	H 20	Action Button
Template	H 10	Action Button
Template	H 09	Action Button
Template	H 08	Action Button
Template	H 07	Action Button
Template	H 06	Action Button

Page Name	Visual Name	Visual Type
Template	H 05	Action Button
Template	H 04	Action Button
Template	H 03	Action Button
Template	H 02	Action Button
Template	H 01	Action Button
Template	Report Title	Textbox
Template	Company Name	Action Button
Template	Report Title Category	Textbox
Template	Btn - Overview	Action Button
Template	Btn - Trends	Action Button
Template	Btn - Insights	Action Button
Template	Horizontal Shape	Shape
Template	Horizontal Shape	Shape
Template	Horizontal Shape	Shape
Template	Horizontal Shape	Shape
Template	Company Logo	Image

Pages

Page Name: Sales Overview

Sales Overview Summary stats

	Count
Visuals #	99
Filters #	7

Visuals Used in Sales Overview

Visual Name	Visual Type
Label - Mgr Forecast Override	Textbox
Forecast Adjustment	Slicer
Forecast Adjustment and Blank	Stacked Column Chart
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button

Visual Name	Visual Type
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Btn - Insights	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Company Logo	Image
KPI Bar 1	Shape

Visual Name	Visual Type
Revenue won	KPI
KPI Bar 3	Shape
Revenue goal	KPI
KPI Bar 2	Shape
Qualified Pipeline	KPI
KPI Bar 4	Shape
Forecast	KPI
Forecast by Location	Shape Map
Forecast by Territory	Matrix
Button - By Product	Action Button
Button - By Team / User	Action Button
Revenue and forecast by Product	Matrix
(Right click to drill to Users)	Line and Stacked Column Chart
Revenue Won and Revenue In Pipeline by Product LOB	Stacked Bar Chart
Revenue Open by Sales Stage	Funnel
Button Header - by Product	Shape
Button Header - by Manager	Shape
Text box	Textbox
Btn - Trend Analytics	Action Button
Btn - Pipeline	Action Button
Btn - Trend Analytics	Action Button

Data Sources Used in Sales Overview

Data Source
Excel.Workbook

Filter(s) applied on Sales Overview

Field Name	Selected Field Value(s)	Type	Source
Status	"Open", "Won"	Categorical	Opportunities
RELATIVE MONTH	NOT (blank) AND >= -6	Advanced	Opportunity Calendar
Sales Stage	All	Categorical	Opportunities
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products

Page Name: Win/Loss Ratio Overview

Win/Loss Ratio Overview Summary stats

	Count
Visuals #	93
Filters #	6

Visuals Used in Win/Loss Ratio Overview

Visual Name	Visual Type
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button

Visual Name	Visual Type
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Btn - Insights	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Company Logo	Image
KPI Bar 1	Shape
KPI Bar 3	Shape
KPI Bar 2	Shape
All Open Revenue	KPI

Visual Name	Visual Type
KPI Bar 4	Shape
Forecast	KPI
Win/Loss Ratio by Opportunity Owner	Table
Revenue and forecast by Product	Matrix
Button Header - by Product	Shape
Closing Percentage by Month	Line Chart
Closing Percentages	Stacked Bar Chart
systemuserid	Power Automate for Power BI
Closing Percentages	Clustered Column Chart
Btn - Trend Analytics	Action Button
Btn - Pipeline	Action Button
Btn - Trend Analytics	Action Button
Revenue Won	KPI
Win/Loss Percentage	KPI
Closing Percentages	Textbox

Data Sources Used in Win/Loss Ratio Overview

Data Source
Excel.Workbook

Filter(s) applied on Win/Loss Ratio Overview

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	NOT (blank) AND >= -8	Advanced	Opportunity Calendar
Sales Stage	All	Categorical	Opportunities
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products

Page Name: Industries Overview

Industries Overview Summary stats

	Count
Visuals #	83
Filters #	8

Visuals Used in Industries Overview

Visual Name	Visual Type
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button

Visual Name	Visual Type
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Btn - Insights	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Company Logo	Image
Revenue and forecast by Product	Matrix
Button Header - by Product	Shape
Btn - Trend Analytics	Action Button
Btn - Pipeline	Action Button

Visual Name	Visual Type
Sales by Industry	Matrix
Top Accounts	Table
Opportunity Count, Revenue Won and Revenue Won Average Deal Size by YEAR MONTH and Industry	Scatter Chart
Btn - Trend Analytics	Action Button
Revenue Won by YEAR MONTH	Line Chart

Data Sources Used in Industries Overview

Data Source
Excel.Workbook

Filter(s) applied on Industries Overview

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	NOT (blank) AND >= -18	Advanced	Opportunity Calendar
Sales Stage	All	Categorical	Opportunities
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products
Industry	All	Advanced	Industries
IndustrySeq	NOT (blank) AND NOT (0)	Advanced	Industries

Page Name: Pipeline Trends

Pipeline Trends Summary stats

	Count
Visuals #	88
Filters #	8

Visuals Used in Pipeline Trends

Visual Name	Visual Type
Table	Table
Revenue Open by Product Category and Territory	Stacked Bar Chart
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Company Logo	Image
KPI Bar 1	Shape
Opportunity Count	KPI
KPI Bar 3	Shape
Avg Days Remaining	KPI
KPI Bar 2	Shape
Total Pipeline	KPI
KPI Bar 4	Shape
Qualified Pipeline	KPI
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Btn - Insights	Action Button
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button

Visual Name	Visual Type
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
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H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button

Visual Name	Visual Type
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Btn - Pipeline	Action Button
Btn - Trend Analytics	Action Button
Pipeline by Top Industries	Ribbon Chart
Text box	Textbox

Data Sources Used in Pipeline Trends

Data Source
Excel.Workbook

Filter(s) applied on Pipeline Trends

Field Name	Selected Field Value(s)	Type	Source
Status	"Open"	Categorical	Opportunities
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Opportunity Owner Name	All	Categorical	Opportunities
Manager	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products
Industry	NOT (IN "n/a")	Categorical	Industries

Page Name: Trend Analytics

Trend Analytics Summary stats

	Count
Visuals #	93
Filters #	6

Visuals Used in Trend Analytics

Visual Name	Visual Type
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button

Visual Name	Visual Type
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Btn - Insights	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Company Logo	Image
Revenue Won by Date	Line Chart
Close % by YEAR MONTH	Line Chart
Revenue Won by Date	Line Chart
Won Opportunities this month	KPI

Visual Name	Visual Type
Close Ratio	KPI
Avg Discount	KPI
Value In Pipeline	KPI
Revenue Open by PipelineStep	Shape
Revenue Open by PipelineStep	Shape
Revenue Open by PipelineStep	Shape
Revenue Open by PipelineStep	Shape
Shape	Shape
Shape	Shape
Shape	Shape
Shape	Shape
Btn - Pipeline	Action Button
Btn - Trend Analytics	Action Button
Revenue Won by YEAR MONTH	Line Chart

Data Sources Used in Trend Analytics

Data Source
Excel.Workbook

Filter(s) applied on Trend Analytics

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	< 0 AND >= -16	Advanced	Opportunity Calendar
Sales Stage	All	Categorical	Opportunities
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products

Page Name: Win/Loss Ratio Insights

Win/Loss Ratio Insights Summary stats

	Count
Visuals #	83
Filters #	9

Visuals Used in Win/Loss Ratio Insights

Visual Name	Visual Type
Win-Loss	Action Button
Day to close	Action Button
Discounting	Action Button
Revenue Won and Close % by Product Category	Line and Stacked Column Chart
Key Influencers	Key Influencers
Btn - Natural Lenguaje	Action Button
Btn - Decomposition	Action Button
Btn - Key Influences	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Trends	Action Button
Btn - Insights	Action Button
Company Logo	Image
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button

Visual Name	Visual Type
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
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H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Horizontal Shape	Shape

Visual Name	Visual Type
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Btn - Overview	Action Button
Close % by Product Category	Stacked Bar Chart

Data Sources Used in Win/Loss Ratio Insights

Data Source
Excel.Workbook

Filter(s) applied on Win/Loss Ratio Insights

Field Name	Selected Field Value(s)	Type	Source
Status	"Lost", "Won"	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities
Purchase Process	All	Categorical	Opportunities
Industry	All	Categorical	Industries
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Product Category	All	Categorical	Products
Product	All	Categorical	Products
Purchase Process	All	Categorical	Opportunities

Page Name: Days to Close Insights

Days to Close Insights Summary stats

	Count
Visuals #	83
Filters #	9

Visuals Used in Days to Close Insights

Visual Name	Visual Type
Win-Loss	Action Button
Day to close	Action Button
Discounting	Action Button
Btn - Natural Lenguaje	Action Button
Btn - Decomposition	Action Button
Btn - Key Influences	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Trends	Action Button
Btn - Insights	Action Button
Company Logo	Image
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button

Visual Name	Visual Type
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape

Visual Name	Visual Type
Horizontal Shape	Shape
Btn - Overview	Action Button
Key Influencers	Key Influencers
Average of DaysToClose by Owner	Stacked Bar Chart
Average of DaysToClose by Industry	Stacked Bar Chart

Data Sources Used in Days to Close Insights

Data Source
Excel.Workbook

Filter(s) applied on Days to Close Insights

Field Name	Selected Field Value(s)	Type	Source
Status	"Lost", "Won"	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities
Purchase Process	All	Categorical	Opportunities
Industry	All	Categorical	Industries
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Product Category	All	Categorical	Products
Product	All	Categorical	Products
Purchase Process	All	Categorical	Opportunities

Page Name: Sales Discounting Insights

Sales Discounting Insights Summary stats

	Count
Visuals #	83
Filters #	9

Visuals Used in Sales Discounting Insights

Visual Name	Visual Type
Discount by Territory	Stacked Bar Chart
Day to close	Action Button
Win-Loss	Action Button
Discounting	Action Button
Discount by Manager/Owner	Stacked Bar Chart
Key Influencers	Key Influencers
Btn - Natural Lenguaje	Action Button
Btn - Decomposition	Action Button
Btn - Key Influences	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Trends	Action Button
Btn - Insights	Action Button
Company Logo	Image
Btn - Overview	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button

Visual Name	Visual Type
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
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H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button

Visual Name	Visual Type
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button

Data Sources Used in Sales Discounting Insights

Data Source
Excel.Workbook

Filter(s) applied on Sales Discounting Insights

Field Name	Selected Field Value(s)	Type	Source
Status	NOT (IN "Lost")	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities
Purchase Process	All	Categorical	Opportunities
Industry	All	Categorical	Industries
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Product Category	All	Categorical	Products
Product	All	Categorical	Products
Purchase Process	All	Categorical	Opportunities

Page Name: Revenue Source Breakdown

Revenue Source Breakdown Summary stats

	Count
Visuals #	80
Filters #	9

Visuals Used in Revenue Source Breakdown

Visual Name	Visual Type
Opportunity Count by Owner and Manager	Stacked Bar Chart
Opportunity Count by Territory	Stacked Bar Chart
Decomposition tree	Decomposition Tree
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button

Visual Name	Visual Type
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Btn - Natural Lenguaje	Action Button
Btn - Decomposition	Action Button
Btn - Key Influences	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Trends	Action Button
Btn - Insights	Action Button

Visual Name	Visual Type
Btn - Overview	Action Button
Company Logo	Image

Data Sources Used in Revenue Source Breakdown

Data Source
Excel.Workbook

Filter(s) applied on Revenue Source Breakdown

Field Name	Selected Field Value(s)	Type	Source
Status	"Won"	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities
Purchase Process	All	Categorical	Opportunities
Industry	All	Categorical	Industries
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Product Category	All	Categorical	Products
Product	All	Categorical	Products
Purchase Process	All	Categorical	Opportunities

Page Name: Q&A Query

Q&A Query Summary stats

	Count
Visuals #	78
Filters #	8

Visuals Used in Q&A Query

Visual Name	Visual Type
Q&A	Q&A
Btn - Natural Language	Action Button
Btn - Decomposition	Action Button
Btn - Key Influences	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Trends	Action Button
Btn - Insights	Action Button
Btn - Overview	Action Button
Company Logo	Image
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button

Visual Name	Visual Type
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button

Data Sources Used in Q&A Query

Data Source
Excel.Workbook

Filter(s) applied on Q&A Query

Field Name	Selected Field Value(s)	Type	Source
Decision Maker Identified	All	Categorical	Opportunities
Purchase Process	All	Categorical	Opportunities
Industry	All	Categorical	Industries
Manager	All	Categorical	Owners
Owner	All	Categorical	Owners
Product Category	All	Categorical	Products
Product	All	Categorical	Products
Purchase Process	All	Categorical	Opportunities

Page Name: Template

Template Summary stats

	Count
Visuals #	74
Filters #	7

Visuals Used in Template

Visual Name	Visual Type
V 38	Action Button
V 39	Action Button
V 01	Action Button
V 26	Action Button
V 27	Action Button
V 28	Action Button
V 29	Action Button
V 30	Action Button
V 32	Action Button
V 33	Action Button
V 31	Action Button
V 34	Action Button
V 35	Action Button
V 36	Action Button
V 37	Action Button
V 25	Action Button
V 24	Action Button
V 23	Action Button
V 22	Action Button
V 21	Action Button
V 20	Action Button
V 19	Action Button
V 18	Action Button
V 17	Action Button
V 16	Action Button
V 15	Action Button
V 14	Action Button
V 13	Action Button
V 12	Action Button
V 11	Action Button
V 10	Action Button
V 09	Action Button

Visual Name	Visual Type
V 08	Action Button
V 07	Action Button
V 06	Action Button
V 05	Action Button
V 04	Action Button
V 03	Action Button
V 02	Action Button
H 14	Action Button
H 15	Action Button
H 16	Action Button
H 17	Action Button
H 18	Action Button
H 19	Action Button
H 13	Action Button
H 12	Action Button
H 11	Action Button
H 20	Action Button
H 10	Action Button
H 09	Action Button
H 08	Action Button
H 07	Action Button
H 06	Action Button
H 05	Action Button
H 04	Action Button
H 03	Action Button
H 02	Action Button
H 01	Action Button
Report Title	Textbox
Company Name	Action Button
Report Title Category	Textbox
Btn - Overview	Action Button
Btn - Trends	Action Button
Btn - Insights	Action Button
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Horizontal Shape	Shape
Company Logo	Image

Filter(s) applied on Template

Field Name	Selected Field Value(s)	Type	Source
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Field Name	Selected Field Value(s)	Type	Source
Status	"Open", "Won"	Categorical	Opportunities
RELATIVE MONTH	NOT (blank) AND >= -6	Advanced	Opportunity Calendar
Sales Stage	All	Categorical	Opportunities
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Product	All	Categorical	Products
Product Category	All	Categorical	Products

Visuals

Visual Name: Sales Overview - Label - Mgr Forecast Override

Type: Textbox

Sales Overview - Label - Mgr Forecast Override Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Forecast Adjustment

Type: Slicer

Sales Overview - Forecast Adjustment Summary stats

	Count
Measures #	0
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunity Forecast Adjustment	Forecast Adjustment

Visual Name: Sales Overview - Forecast Adjustment and Blank

Type: Stacked Column Chart

Sales Overview - Forecast Adjustment and Blank Summary stats

	Count
Measures #	0
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunity Forecast Adjustment	Forecast Adjustment
	Opportunities	Blank

Visual Name: Sales Overview - V 38

Type: Action Button

Sales Overview - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 39

Type: Action Button

Sales Overview - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 01

Type: Action Button

Sales Overview - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 26

Type: Action Button

Sales Overview - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 27

Type: Action Button

Sales Overview - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 28

Type: Action Button

Sales Overview - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 29

Type: Action Button

Sales Overview - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 30

Type: Action Button

Sales Overview - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 32

Type: Action Button

Sales Overview - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 33

Type: Action Button

Sales Overview - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 31

Type: Action Button

Sales Overview - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 34

Type: Action Button

Sales Overview - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 35

Type: Action Button

Sales Overview - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 36

Type: Action Button

Sales Overview - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 37

Type: Action Button

Sales Overview - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 25

Type: Action Button

Sales Overview - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 24

Type: Action Button

Sales Overview - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 23

Type: Action Button

Sales Overview - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 22

Type: Action Button

Sales Overview - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 21

Type: Action Button

Sales Overview - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 20

Type: Action Button

Sales Overview - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 19

Type: Action Button

Sales Overview - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 18

Type: Action Button

Sales Overview - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 17

Type: Action Button

Sales Overview - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 16

Type: Action Button

Sales Overview - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 15

Type: Action Button

Sales Overview - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 14

Type: Action Button

Sales Overview - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 13

Type: Action Button

Sales Overview - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 12

Type: Action Button

Sales Overview - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 11

Type: Action Button

Sales Overview - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 10

Type: Action Button

Sales Overview - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 09

Type: Action Button

Sales Overview - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 08

Type: Action Button

Sales Overview - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 07

Type: Action Button

Sales Overview - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 06

Type: Action Button

Sales Overview - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 05

Type: Action Button

Sales Overview - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 04

Type: Action Button

Sales Overview - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 03

Type: Action Button

Sales Overview - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - V 02

Type: Action Button

Sales Overview - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 14

Type: Action Button

Sales Overview - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 15

Type: Action Button

Sales Overview - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 16

Type: Action Button

Sales Overview - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 17

Type: Action Button

Sales Overview - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 18

Type: Action Button

Sales Overview - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 19

Type: Action Button

Sales Overview - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 13

Type: Action Button

Sales Overview - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 12

Type: Action Button

Sales Overview - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 11

Type: Action Button

Sales Overview - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 20

Type: Action Button

Sales Overview - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 10

Type: Action Button

Sales Overview - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 09

Type: Action Button

Sales Overview - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 08

Type: Action Button

Sales Overview - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 07

Type: Action Button

Sales Overview - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 06

Type: Action Button

Sales Overview - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 05

Type: Action Button

Sales Overview - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 04

Type: Action Button

Sales Overview - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 03

Type: Action Button

Sales Overview - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 02

Type: Action Button

Sales Overview - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - H 01

Type: Action Button

Sales Overview - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Report Title

Type: Textbox

Sales Overview - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Company Name

Type: Action Button

Sales Overview - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Report Title Category

Type: Textbox

Sales Overview - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Overview

Type: Action Button

Sales Overview - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Trends

Type: Action Button

Sales Overview - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Insights

Type: Action Button

Sales Overview - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Horizontal Shape

Type: Shape

Sales Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Horizontal Shape

Type: Shape

Sales Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Horizontal Shape

Type: Shape

Sales Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Horizontal Shape

Type: Shape

Sales Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Company Logo

Type: Image

Sales Overview - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - KPI Bar 1

Type: Shape

Sales Overview - KPI Bar 1 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Revenue won

Type: KPI

Sales Overview - Revenue won Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Sales Overview - KPI Bar 3

Type: Shape

Sales Overview - KPI Bar 3 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Revenue goal

Type: KPI

Sales Overview - Revenue goal Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
owners	Rev Goal	

Visual Name: Sales Overview - KPI Bar 2

Type: Shape

Sales Overview - KPI Bar 2 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Qualified Pipeline

Type: KPI

Sales Overview - Qualified Pipeline Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue In Pipeline	

Visual Name: Sales Overview - KPI Bar 4

Type: Shape

Sales Overview - KPI Bar 4 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Forecast

Type: KPI

Sales Overview - Forecast Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Forecast %	

Visual Name: Sales Overview - Forecast by Location

Type: Shape Map

Sales Overview - Forecast by Location Summary stats

	Count
Measures #	3
Columns #	0
Filters #	0

Measures Used

Table Name	Measure Name	Expression
owners	Rev Goal	
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	

Visual Name: Sales Overview - Forecast by Territory

Type: Matrix

Sales Overview - Forecast by Territory Summary stats

	Count
Measures #	3
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Territories	Territory
	Accounts	State or Province

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue In Pipeline	
opportunities	Forecast %	
opportunities	Revenue Won	

Visual Name: Sales Overview - Button - By Product

Type: Action Button

Sales Overview - Button - By Product Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Button - By Team / User

Type: Action Button

Sales Overview - Button - By Team / User Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Revenue and forecast by Product

Type: Matrix

Sales Overview - Revenue and forecast by Product Summary stats

	Count
Measures #	3
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	
opportunities	Forecast %	

Visual Name: Sales Overview - (Right click to drill to Users)

Type: Line and Stacked Column Chart

Sales Overview - (Right click to drill to Users) Summary stats

	Count
Measures #	3
Columns #	2
Filters #	1

Filter(s) applied on (Right click to drill to Users)

Field Name	Selected Field Value(s)	Type	Source
Rev Goal	> 0	Advanced	Owners

Columns Used

DB Name	Table Name	Field Name
	Owners	Owner
	Owners	Manager

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	
owners	Rev Goal	

Visual Name: Sales Overview - Revenue Won and Revenue In Pipeline by Product LOB

Type: Stacked Bar Chart

Sales Overview - Revenue Won and Revenue In Pipeline by Product LOB Summary stats

	Count
Measures #	2
Columns #	2
Filters #	1

Filter(s) applied on Revenue Won and Revenue In Pipeline by Product LOB

Field Name	Selected Field Value(s)	Type	Source
Rev Goal	> 0	Advanced	Owners

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	

Visual Name: Sales Overview - Revenue Open by Sales Stage

Type: Funnel

Sales Overview - Revenue Open by Sales Stage Summary stats

	Count
Measures #	1
Columns #	1
Filters #	1

Filter(s) applied on Revenue Open by Sales Stage

Field Name	Selected Field Value(s)	Type	Source
Status	"Open"	Categorical	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Sales Stage

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Open	

Visual Name: Sales Overview - Button Header - by Product

Type: Shape

Sales Overview - Button Header - by Product Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Button Header - by Manager

Type: Shape

Sales Overview - Button Header - by Manager Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Text box

Type: Textbox

Sales Overview - Text box Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Trend Analytics

Type: Action Button

Sales Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Pipeline

Type: Action Button

Sales Overview - Btn - Pipeline Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Overview - Btn - Trend Analytics

Type: Action Button

Sales Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 38

Type: Action Button

Win/Loss Ratio Overview - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 39

Type: Action Button

Win/Loss Ratio Overview - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 01

Type: Action Button

Win/Loss Ratio Overview - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 26

Type: Action Button

Win/Loss Ratio Overview - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 27

Type: Action Button

Win/Loss Ratio Overview - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 28

Type: Action Button

Win/Loss Ratio Overview - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 29

Type: Action Button

Win/Loss Ratio Overview - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 30

Type: Action Button

Win/Loss Ratio Overview - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 32

Type: Action Button

Win/Loss Ratio Overview - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 33

Type: Action Button

Win/Loss Ratio Overview - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 31

Type: Action Button

Win/Loss Ratio Overview - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 34

Type: Action Button

Win/Loss Ratio Overview - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 35

Type: Action Button

Win/Loss Ratio Overview - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 36

Type: Action Button

Win/Loss Ratio Overview - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 37

Type: Action Button

Win/Loss Ratio Overview - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 25

Type: Action Button

Win/Loss Ratio Overview - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 24

Type: Action Button

Win/Loss Ratio Overview - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 23

Type: Action Button

Win/Loss Ratio Overview - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 22

Type: Action Button

Win/Loss Ratio Overview - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 21

Type: Action Button

Win/Loss Ratio Overview - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 20

Type: Action Button

Win/Loss Ratio Overview - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 19

Type: Action Button

Win/Loss Ratio Overview - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 18

Type: Action Button

Win/Loss Ratio Overview - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 17

Type: Action Button

Win/Loss Ratio Overview - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 16

Type: Action Button

Win/Loss Ratio Overview - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 15

Type: Action Button

Win/Loss Ratio Overview - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 14

Type: Action Button

Win/Loss Ratio Overview - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 13

Type: Action Button

Win/Loss Ratio Overview - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 12

Type: Action Button

Win/Loss Ratio Overview - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 11

Type: Action Button

Win/Loss Ratio Overview - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 10

Type: Action Button

Win/Loss Ratio Overview - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 09

Type: Action Button

Win/Loss Ratio Overview - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 08

Type: Action Button

Win/Loss Ratio Overview - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 07

Type: Action Button

Win/Loss Ratio Overview - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 06

Type: Action Button

Win/Loss Ratio Overview - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 05

Type: Action Button

Win/Loss Ratio Overview - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 04

Type: Action Button

Win/Loss Ratio Overview - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 03

Type: Action Button

Win/Loss Ratio Overview - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - V 02

Type: Action Button

Win/Loss Ratio Overview - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 14

Type: Action Button

Win/Loss Ratio Overview - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 15

Type: Action Button

Win/Loss Ratio Overview - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 16

Type: Action Button

Win/Loss Ratio Overview - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 17

Type: Action Button

Win/Loss Ratio Overview - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 18

Type: Action Button

Win/Loss Ratio Overview - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 19

Type: Action Button

Win/Loss Ratio Overview - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 13

Type: Action Button

Win/Loss Ratio Overview - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 12

Type: Action Button

Win/Loss Ratio Overview - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 11

Type: Action Button

Win/Loss Ratio Overview - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 20

Type: Action Button

Win/Loss Ratio Overview - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 10

Type: Action Button

Win/Loss Ratio Overview - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 09

Type: Action Button

Win/Loss Ratio Overview - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 08

Type: Action Button

Win/Loss Ratio Overview - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 07

Type: Action Button

Win/Loss Ratio Overview - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 06

Type: Action Button

Win/Loss Ratio Overview - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 05

Type: Action Button

Win/Loss Ratio Overview - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 04

Type: Action Button

Win/Loss Ratio Overview - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 03

Type: Action Button

Win/Loss Ratio Overview - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 02

Type: Action Button

Win/Loss Ratio Overview - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - H 01

Type: Action Button

Win/Loss Ratio Overview - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Report Title

Type: Textbox

Win/Loss Ratio Overview - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Company Name

Type: Action Button

Win/Loss Ratio Overview - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Report Title Category

Type: Textbox

Win/Loss Ratio Overview - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Btn - Overview

Type: Action Button

Win/Loss Ratio Overview - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Btn - Trends

Type: Action Button

Win/Loss Ratio Overview - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Btn - Insights

Type: Action Button

Win/Loss Ratio Overview - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Horizontal Shape

Type: Shape

Win/Loss Ratio Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Horizontal Shape

Type: Shape

Win/Loss Ratio Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Horizontal Shape

Type: Shape

Win/Loss Ratio Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Horizontal Shape

Type: Shape

Win/Loss Ratio Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Company Logo

Type: Image

Win/Loss Ratio Overview - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - KPI Bar 1

Type: Shape

Win/Loss Ratio Overview - KPI Bar 1 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - KPI Bar 3

Type: Shape

Win/Loss Ratio Overview - KPI Bar 3 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - KPI Bar 2

Type: Shape

Win/Loss Ratio Overview - KPI Bar 2 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - All Open Revenue

Type: KPI

Win/Loss Ratio Overview - All Open Revenue Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Open	

Visual Name: Win/Loss Ratio Overview - KPI Bar 4

Type: Shape

Win/Loss Ratio Overview - KPI Bar 4 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Forecast

Type: KPI

Win/Loss Ratio Overview - Forecast Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Forecast by Win/Loss Ratio	

Visual Name: Win/Loss Ratio Overview - Win/Loss Ratio by Opportunity Owner

Type: Table

Win/Loss Ratio Overview - Win/Loss Ratio by Opportunity Owner Summary stats

	Count
Measures #	3
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Owners	Manager
	Owners	Owner

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	
opportunities	Revenue Open	
opportunities	Forecast by Win/Loss Ratio	

Visual Name: Win/Loss Ratio Overview - Revenue and forecast by Product

Type: Matrix

Win/Loss Ratio Overview - Revenue and forecast by Product Summary stats

	Count
Measures #	3
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	
opportunities	Forecast %	

Visual Name: Win/Loss Ratio Overview - Button Header - by Product

Type: Shape

Win/Loss Ratio Overview - Button Header - by Product Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Closing Percentage by Month

Type: Line Chart

Win/Loss Ratio Overview - Closing Percentage by Month Summary stats

	Count
Measures #	1
Columns #	1
Filters #	1

Filter(s) applied on Closing Percentage by Month

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	< 0	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Win/Loss Ratio Overview - Closing Percentages

Type: Stacked Bar Chart

Win/Loss Ratio Overview - Closing Percentages Summary stats

	Count
Measures #	2
Columns #	2
Filters #	1

Filter(s) applied on Closing Percentages

Field Name	Selected Field Value(s)	Type	Source
Rev Goal	> 0	Advanced	Owners

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue In Pipeline	
opportunities	Close %	

Visual Name: Win/Loss Ratio Overview - systemuserid

Type: Power Automate for Power BI

Win/Loss Ratio Overview - systemuserid Summary stats

	Count
Measures #	0
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Owners	systemuserid

Visual Name: Win/Loss Ratio Overview - Closing Percentages

Type: Clustered Column Chart

Win/Loss Ratio Overview - Closing Percentages Summary stats

	Count
Measures #	1
Columns #	2
Filters #	1

Filter(s) applied on Closing Percentages

Field Name	Selected Field Value(s)	Type	Source
Rev Goal	> 0	Advanced	Owners

Columns Used

DB Name	Table Name	Field Name
	Owners	Manager
	Owners	Owner

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Win/Loss Ratio Overview - Btn - Trend Analytics

Type: Action Button

Win/Loss Ratio Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Btn - Pipeline

Type: Action Button

Win/Loss Ratio Overview - Btn - Pipeline Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Btn - Trend Analytics

Type: Action Button

Win/Loss Ratio Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Overview - Revenue Won

Type: KPI

Win/Loss Ratio Overview - Revenue Won Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Win/Loss Ratio Overview - Win/Loss Percentage

Type: KPI

Win/Loss Ratio Overview - Win/Loss Percentage Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Win/Loss Ratio Overview - Closing Percentages

Type: Textbox

Win/Loss Ratio Overview - Closing Percentages Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 38

Type: Action Button

Industries Overview - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 39

Type: Action Button

Industries Overview - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 01

Type: Action Button

Industries Overview - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 26

Type: Action Button

Industries Overview - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 27

Type: Action Button

Industries Overview - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 28

Type: Action Button

Industries Overview - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 29

Type: Action Button

Industries Overview - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 30

Type: Action Button

Industries Overview - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 32

Type: Action Button

Industries Overview - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 33

Type: Action Button

Industries Overview - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 31

Type: Action Button

Industries Overview - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 34

Type: Action Button

Industries Overview - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 35

Type: Action Button

Industries Overview - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 36

Type: Action Button

Industries Overview - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 37

Type: Action Button

Industries Overview - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 25

Type: Action Button

Industries Overview - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 24

Type: Action Button

Industries Overview - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 23

Type: Action Button

Industries Overview - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 22

Type: Action Button

Industries Overview - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 21

Type: Action Button

Industries Overview - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 20

Type: Action Button

Industries Overview - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 19

Type: Action Button

Industries Overview - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 18

Type: Action Button

Industries Overview - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 17

Type: Action Button

Industries Overview - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 16

Type: Action Button

Industries Overview - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 15

Type: Action Button

Industries Overview - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 14

Type: Action Button

Industries Overview - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 13

Type: Action Button

Industries Overview - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 12

Type: Action Button

Industries Overview - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 11

Type: Action Button

Industries Overview - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 10

Type: Action Button

Industries Overview - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 09

Type: Action Button

Industries Overview - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 08

Type: Action Button

Industries Overview - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 07

Type: Action Button

Industries Overview - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 06

Type: Action Button

Industries Overview - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 05

Type: Action Button

Industries Overview - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 04

Type: Action Button

Industries Overview - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 03

Type: Action Button

Industries Overview - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - V 02

Type: Action Button

Industries Overview - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 14

Type: Action Button

Industries Overview - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 15

Type: Action Button

Industries Overview - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 16

Type: Action Button

Industries Overview - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 17

Type: Action Button

Industries Overview - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 18

Type: Action Button

Industries Overview - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 19

Type: Action Button

Industries Overview - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 13

Type: Action Button

Industries Overview - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 12

Type: Action Button

Industries Overview - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 11

Type: Action Button

Industries Overview - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 20

Type: Action Button

Industries Overview - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 10

Type: Action Button

Industries Overview - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 09

Type: Action Button

Industries Overview - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 08

Type: Action Button

Industries Overview - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 07

Type: Action Button

Industries Overview - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 06

Type: Action Button

Industries Overview - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 05

Type: Action Button

Industries Overview - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 04

Type: Action Button

Industries Overview - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 03

Type: Action Button

Industries Overview - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 02

Type: Action Button

Industries Overview - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - H 01

Type: Action Button

Industries Overview - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Report Title

Type: Textbox

Industries Overview - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Company Name

Type: Action Button

Industries Overview - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Report Title Category

Type: Textbox

Industries Overview - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Btn - Overview

Type: Action Button

Industries Overview - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Btn - Trends

Type: Action Button

Industries Overview - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Btn - Insights

Type: Action Button

Industries Overview - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Horizontal Shape

Type: Shape

Industries Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Horizontal Shape

Type: Shape

Industries Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Horizontal Shape

Type: Shape

Industries Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Horizontal Shape

Type: Shape

Industries Overview - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Company Logo

Type: Image

Industries Overview - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Revenue and forecast by Product

Type: Matrix

Industries Overview - Revenue and forecast by Product Summary stats

	Count
Measures #	3
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	
opportunities	Forecast %	

Visual Name: Industries Overview - Button Header - by Product

Type: Shape

Industries Overview - Button Header - by Product Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Btn - Trend Analytics

Type: Action Button

Industries Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Btn - Pipeline

Type: Action Button

Industries Overview - Btn - Pipeline Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Sales by Industry

Type: Matrix

Industries Overview - Sales by Industry Summary stats

	Count
Measures #	4
Columns #	1
Filters #	5

Filter(s) applied on Sales by Industry

Field Name	Selected Field Value(s)	Type	Source
Account Name	All	Categorical	Accounts
Close %	All	Advanced	Opportunities
Industry	Top 5 by Revenue Won	TopN	Industries
Industry	All	Categorical	Industries
Revenue Won	All	Advanced	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Industries	Industry

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Close %	
opportunities	Revenue In Pipeline	
opportunities	Revenue Won Average Deal Size	

Visual Name: Industries Overview - Top Accounts

Type: Table

Industries Overview - Top Accounts Summary stats

	Count
Measures #	2
Columns #	3
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Owners	Manager
	Owners	Owner
	Accounts	Account Name

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Revenue In Pipeline	

Visual Name: Industries Overview - Opportunity Count, Revenue Won and Revenue Won Average Deal Size by YEAR MONTH and Industry

Type: Scatter Chart

Industries Overview - Opportunity Count, Revenue Won and Revenue Won Average Deal Size by YEAR MONTH and Industry Summary stats

	Count
Measures #	3
Columns #	2
Filters #	5

Filter(s) applied on Opportunity Count, Revenue Won and Revenue Won Average Deal Size by YEAR MONTH and Industry

Field Name	Selected Field Value(s)	Type	Source
Manager	All	Categorical	Owners
Opportunity Count	All	Advanced	Opportunities
Revenue Won	All	Advanced	Opportunities
RELATIVE MONTH	< 0	Advanced	Opportunity Calendar
YEAR MONTH	All	Categorical	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH
	Industries	Industry

Measures Used

Table Name	Measure Name	Expression
opportunities	Opportunity Count	
opportunities	Revenue Won	
opportunities	Revenue Won Average Deal Size	

Visual Name: Industries Overview - Btn - Trend Analytics

Type: Action Button

Industries Overview - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Industries Overview - Revenue Won by YEAR MONTH

Type: Line Chart

Industries Overview - Revenue Won by YEAR MONTH Summary stats

	Count
Measures #	1
Columns #	1
Filters #	2

Filter(s) applied on Revenue Won by YEAR MONTH

Field Name	Selected Field Value(s)	Type	Source
Manager	All	Categorical	Owners
RELATIVE MONTH	< 0	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Pipeline Trends - Table

Type: Table

Pipeline Trends - Table Summary stats

	Count
Measures #	0
Columns #	11
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Accounts	Account Name
	Owners	Owner
	Products	Product
	Opportunities	Value
	Opportunities	Discount
	Opportunities	Sales Stage
	Opportunities	Rating
	Opportunities	Weeks Open
	Opportunities	Days Remaining In Pipeline
	Territories	Territory
	Industries	Industry

Visual Name: Pipeline Trends - Revenue Open by Product Category and Territory

Type: Stacked Bar Chart

Pipeline Trends - Revenue Open by Product Category and Territory Summary stats

	Count
Measures #	3
Columns #	3
Filters #	5

Filter(s) applied on Revenue Open by Product Category and Territory

Field Name	Selected Field Value(s)	Type	Source
Value	All	Advanced	Opportunities
Account Name	All	Advanced	Accounts
Owner	All	Advanced	Owners
Product Category	All	Advanced	Products
OpportunitySeq	All	Advanced	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category
	Products	Product
	Territories	Territory

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Open	
opportunities	Revenue In Pipeline	
opportunities	Opportunity Count In Pipeline	

Visual Name: Pipeline Trends - Report Title

Type: Textbox

Pipeline Trends - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Company Name

Type: Action Button

Pipeline Trends - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Report Title Category

Type: Textbox

Pipeline Trends - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Btn - Overview

Type: Action Button

Pipeline Trends - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Btn - Trends

Type: Action Button

Pipeline Trends - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Company Logo

Type: Image

Pipeline Trends - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - KPI Bar 1

Type: Shape

Pipeline Trends - KPI Bar 1 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Opportunity Count

Type: KPI

Pipeline Trends - Opportunity Count Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Opportunity Count	

Visual Name: Pipeline Trends - KPI Bar 3

Type: Shape

Pipeline Trends - KPI Bar 3 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Avg Days Remaining

Type: KPI

Pipeline Trends - Avg Days Remaining Summary stats

	Count
Measures #	0
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank
	Opportunities	Days Remaining In Pipeline

Visual Name: Pipeline Trends - KPI Bar 2

Type: Shape

Pipeline Trends - KPI Bar 2 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Total Pipeline

Type: KPI

Pipeline Trends - Total Pipeline Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Open	

Visual Name: Pipeline Trends - KPI Bar 4

Type: Shape

Pipeline Trends - KPI Bar 4 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Qualified Pipeline

Type: KPI

Pipeline Trends - Qualified Pipeline Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Blank

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue In Pipeline	

Visual Name: Pipeline Trends - Horizontal Shape

Type: Shape

Pipeline Trends - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Horizontal Shape

Type: Shape

Pipeline Trends - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Horizontal Shape

Type: Shape

Pipeline Trends - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Horizontal Shape

Type: Shape

Pipeline Trends - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Btn - Insights

Type: Action Button

Pipeline Trends - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 38

Type: Action Button

Pipeline Trends - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 39

Type: Action Button

Pipeline Trends - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 01

Type: Action Button

Pipeline Trends - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 26

Type: Action Button

Pipeline Trends - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 27

Type: Action Button

Pipeline Trends - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 28

Type: Action Button

Pipeline Trends - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 29

Type: Action Button

Pipeline Trends - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 30

Type: Action Button

Pipeline Trends - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 32

Type: Action Button

Pipeline Trends - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 33

Type: Action Button

Pipeline Trends - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 31

Type: Action Button

Pipeline Trends - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 34

Type: Action Button

Pipeline Trends - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 35

Type: Action Button

Pipeline Trends - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 36

Type: Action Button

Pipeline Trends - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 37

Type: Action Button

Pipeline Trends - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 25

Type: Action Button

Pipeline Trends - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 24

Type: Action Button

Pipeline Trends - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 23

Type: Action Button

Pipeline Trends - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 22

Type: Action Button

Pipeline Trends - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 21

Type: Action Button

Pipeline Trends - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 20

Type: Action Button

Pipeline Trends - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 19

Type: Action Button

Pipeline Trends - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 18

Type: Action Button

Pipeline Trends - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 17

Type: Action Button

Pipeline Trends - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 16

Type: Action Button

Pipeline Trends - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 15

Type: Action Button

Pipeline Trends - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 14

Type: Action Button

Pipeline Trends - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 13

Type: Action Button

Pipeline Trends - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 12

Type: Action Button

Pipeline Trends - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 11

Type: Action Button

Pipeline Trends - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 10

Type: Action Button

Pipeline Trends - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 09

Type: Action Button

Pipeline Trends - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 08

Type: Action Button

Pipeline Trends - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 07

Type: Action Button

Pipeline Trends - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 06

Type: Action Button

Pipeline Trends - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 05

Type: Action Button

Pipeline Trends - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 04

Type: Action Button

Pipeline Trends - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 03

Type: Action Button

Pipeline Trends - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - V 02

Type: Action Button

Pipeline Trends - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 14

Type: Action Button

Pipeline Trends - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 15

Type: Action Button

Pipeline Trends - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 16

Type: Action Button

Pipeline Trends - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 17

Type: Action Button

Pipeline Trends - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 18

Type: Action Button

Pipeline Trends - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 19

Type: Action Button

Pipeline Trends - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 13

Type: Action Button

Pipeline Trends - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 12

Type: Action Button

Pipeline Trends - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 11

Type: Action Button

Pipeline Trends - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 20

Type: Action Button

Pipeline Trends - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 10

Type: Action Button

Pipeline Trends - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 09

Type: Action Button

Pipeline Trends - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 08

Type: Action Button

Pipeline Trends - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 07

Type: Action Button

Pipeline Trends - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 06

Type: Action Button

Pipeline Trends - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 05

Type: Action Button

Pipeline Trends - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 04

Type: Action Button

Pipeline Trends - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 03

Type: Action Button

Pipeline Trends - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 02

Type: Action Button

Pipeline Trends - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - H 01

Type: Action Button

Pipeline Trends - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Btn - Pipeline

Type: Action Button

Pipeline Trends - Btn - Pipeline Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Btn - Trend Analytics

Type: Action Button

Pipeline Trends - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Pipeline Trends - Pipeline by Top Industries

Type: Ribbon Chart

Pipeline Trends - Pipeline by Top Industries Summary stats

	Count
Measures #	1
Columns #	2
Filters #	3

Filter(s) applied on Pipeline by Top Industries

Field Name	Selected Field Value(s)	Type	Source
Account Name	All	Categorical	Accounts
Close %	All	Advanced	Opportunities
Industry	Top 5 by Revenue Open	TopN	Industries

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH
	Industries	Industry

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Open	

Visual Name: Pipeline Trends - Text box

Type: Textbox

Pipeline Trends - Text box Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 38

Type: Action Button

Trend Analytics - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 39

Type: Action Button

Trend Analytics - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 01

Type: Action Button

Trend Analytics - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 26

Type: Action Button

Trend Analytics - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 27

Type: Action Button

Trend Analytics - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 28

Type: Action Button

Trend Analytics - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 29

Type: Action Button

Trend Analytics - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 30

Type: Action Button

Trend Analytics - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 32

Type: Action Button

Trend Analytics - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 33

Type: Action Button

Trend Analytics - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 31

Type: Action Button

Trend Analytics - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 34

Type: Action Button

Trend Analytics - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 35

Type: Action Button

Trend Analytics - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 36

Type: Action Button

Trend Analytics - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 37

Type: Action Button

Trend Analytics - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 25

Type: Action Button

Trend Analytics - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 24

Type: Action Button

Trend Analytics - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 23

Type: Action Button

Trend Analytics - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 22

Type: Action Button

Trend Analytics - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 21

Type: Action Button

Trend Analytics - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 20

Type: Action Button

Trend Analytics - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 19

Type: Action Button

Trend Analytics - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 18

Type: Action Button

Trend Analytics - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 17

Type: Action Button

Trend Analytics - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 16

Type: Action Button

Trend Analytics - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 15

Type: Action Button

Trend Analytics - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 14

Type: Action Button

Trend Analytics - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 13

Type: Action Button

Trend Analytics - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 12

Type: Action Button

Trend Analytics - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 11

Type: Action Button

Trend Analytics - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 10

Type: Action Button

Trend Analytics - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 09

Type: Action Button

Trend Analytics - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 08

Type: Action Button

Trend Analytics - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 07

Type: Action Button

Trend Analytics - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 06

Type: Action Button

Trend Analytics - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 05

Type: Action Button

Trend Analytics - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 04

Type: Action Button

Trend Analytics - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 03

Type: Action Button

Trend Analytics - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - V 02

Type: Action Button

Trend Analytics - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 14

Type: Action Button

Trend Analytics - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 15

Type: Action Button

Trend Analytics - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 16

Type: Action Button

Trend Analytics - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 17

Type: Action Button

Trend Analytics - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 18

Type: Action Button

Trend Analytics - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 19

Type: Action Button

Trend Analytics - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 13

Type: Action Button

Trend Analytics - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 12

Type: Action Button

Trend Analytics - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 11

Type: Action Button

Trend Analytics - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 20

Type: Action Button

Trend Analytics - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 10

Type: Action Button

Trend Analytics - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 09

Type: Action Button

Trend Analytics - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 08

Type: Action Button

Trend Analytics - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 07

Type: Action Button

Trend Analytics - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 06

Type: Action Button

Trend Analytics - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 05

Type: Action Button

Trend Analytics - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 04

Type: Action Button

Trend Analytics - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 03

Type: Action Button

Trend Analytics - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 02

Type: Action Button

Trend Analytics - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - H 01

Type: Action Button

Trend Analytics - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Report Title

Type: Textbox

Trend Analytics - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Company Name

Type: Action Button

Trend Analytics - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Report Title Category

Type: Textbox

Trend Analytics - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Btn - Overview

Type: Action Button

Trend Analytics - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Btn - Trends

Type: Action Button

Trend Analytics - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Btn - Insights

Type: Action Button

Trend Analytics - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Horizontal Shape

Type: Shape

Trend Analytics - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Horizontal Shape

Type: Shape

Trend Analytics - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Horizontal Shape

Type: Shape

Trend Analytics - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Horizontal Shape

Type: Shape

Trend Analytics - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Company Logo

Type: Image

Trend Analytics - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Revenue Won by Date

Type: Line Chart

Trend Analytics - Revenue Won by Date Summary stats

	Count
Measures #	1
Columns #	1
Filters #	6

Filter(s) applied on Revenue Won by Date

Field Name	Selected Field Value(s)	Type	Source
Value	All	Advanced	Opportunities
Account Name	All	Advanced	Accounts
Owner	All	Advanced	Owners
Product Category	All	Advanced	Products
OpportunitySeq	All	Advanced	Opportunities
RELATIVE MONTH	>= -20	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	Date

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Trend Analytics - Close % by YEAR MONTH

Type: Line Chart

Trend Analytics - Close % by YEAR MONTH Summary stats

	Count
Measures #	1
Columns #	1
Filters #	8

Filter(s) applied on Close % by YEAR MONTH

Field Name	Selected Field Value(s)	Type	Source
Close %	All	Advanced	Opportunities
Account Name	All	Advanced	Accounts
Owner	All	Advanced	Owners
Product Category	All	Advanced	Products
OpportunitySeq	All	Advanced	Opportunities
RELATIVE MONTH	< 0 AND < 0	Advanced	Opportunity Calendar
Value	All	Advanced	Opportunities
YEAR MONTH	All	Categorical	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Trend Analytics - Revenue Won by Date

Type: Line Chart

Trend Analytics - Revenue Won by Date Summary stats

	Count
Measures #	1
Columns #	1
Filters #	6

Filter(s) applied on Revenue Won by Date

Field Name	Selected Field Value(s)	Type	Source
Value	All	Advanced	Opportunities
Account Name	All	Advanced	Accounts
Owner	All	Advanced	Owners
Product Category	All	Advanced	Products
OpportunitySeq	All	Advanced	Opportunities
RELATIVE MONTH	>= -20	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	Date

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Trend Analytics - Won Opportunities this month

Type: KPI

Trend Analytics - Won Opportunities this month Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	RELATIVE 30 DAY PERIOD

Measures Used

Table Name	Measure Name	Expression
opportunities	Count of Won	

Visual Name: Trend Analytics - Close Ratio

Type: KPI

Trend Analytics - Close Ratio Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	RELATIVE MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Trend Analytics - Avg Discount

Type: KPI

Trend Analytics - Avg Discount Summary stats

	Count
Measures #	0
Columns #	2
Filters #	1

Filter(s) applied on Avg Discount

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	> -12	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Discount
	Opportunity Calendar	RELATIVE MONTH

Visual Name: Trend Analytics - Value In Pipeline

Type: KPI

Trend Analytics - Value In Pipeline Summary stats

	Count
Measures #	1
Columns #	1
Filters #	1

Filter(s) applied on Value In Pipeline

Field Name	Selected Field Value(s)	Type	Source
RELATIVE MONTH	> -16	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	RELATIVE MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Trend Analytics - Revenue Open by PipelineStep

Type: Shape

Trend Analytics - Revenue Open by PipelineStep Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Revenue Open by PipelineStep

Type: Shape

Trend Analytics - Revenue Open by PipelineStep Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Revenue Open by PipelineStep

Type: Shape

Trend Analytics - Revenue Open by PipelineStep Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Revenue Open by PipelineStep

Type: Shape

Trend Analytics - Revenue Open by PipelineStep Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Shape

Type: Shape

Trend Analytics - Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Shape

Type: Shape

Trend Analytics - Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Shape

Type: Shape

Trend Analytics - Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Shape

Type: Shape

Trend Analytics - Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Btn - Pipeline

Type: Action Button

Trend Analytics - Btn - Pipeline Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Btn - Trend Analytics

Type: Action Button

Trend Analytics - Btn - Trend Analytics Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Trend Analytics - Revenue Won by YEAR MONTH

Type: Line Chart

Trend Analytics - Revenue Won by YEAR MONTH Summary stats

	Count
Measures #	1
Columns #	1
Filters #	6

Filter(s) applied on Revenue Won by YEAR MONTH

Field Name	Selected Field Value(s)	Type	Source
Value	All	Advanced	Opportunities
Account Name	All	Advanced	Accounts
Owner	All	Advanced	Owners
Product Category	All	Advanced	Products
OpportunitySeq	All	Advanced	Opportunities
RELATIVE MONTH	< 0 AND < 0	Advanced	Opportunity Calendar

Columns Used

DB Name	Table Name	Field Name
	Opportunity Calendar	YEAR MONTH

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	

Visual Name: Win/Loss Ratio Insights - Win-Loss

Type: Action Button

Win/Loss Ratio Insights - Win-Loss Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Day to close

Type: Action Button

Win/Loss Ratio Insights - Day to close Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Discounting

Type: Action Button

Win/Loss Ratio Insights - Discounting Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Revenue Won and Close % by Product Category

Type: Line and Stacked Column Chart

Win/Loss Ratio Insights - Revenue Won and Close % by Product Category Summary stats

	Count
Measures #	2
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category

Measures Used

Table Name	Measure Name	Expression
opportunities	Revenue Won	
opportunities	Close %	

Visual Name: Win/Loss Ratio Insights - Key Influencers

Type: Key Influencers

Win/Loss Ratio Insights - Key Influencers Summary stats

	Count
Measures #	0
Columns #	8
Filters #	10

Filter(s) applied on Key Influencers

Field Name	Selected Field Value(s)	Type	Source
Status	All	Categorical	Opportunities
Product	All	Categorical	Products
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Manager	All	Categorical	Owners
State or Province	All	Categorical	Accounts
Region	All	Categorical	Territories
Territory	All	Categorical	Territories
Purchase Process	All	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Status
	Owners	Owner
	Opportunities	Purchase Process
	Products	Product
	Owners	Manager
	Opportunities	Discount
	Campaigns	Campaign
	Industries	Industry

Visual Name: Win/Loss Ratio Insights - Btn - Natural Lenguaje

Type: Action Button

Win/Loss Ratio Insights - Btn - Natural Lenguaje Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Btn - Decomposition

Type: Action Button

Win/Loss Ratio Insights - Btn - Decomposition Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Btn - Key Influences

Type: Action Button

Win/Loss Ratio Insights - Btn - Key Influences Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Report Title

Type: Textbox

Win/Loss Ratio Insights - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Company Name

Type: Action Button

Win/Loss Ratio Insights - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Report Title Category

Type: Textbox

Win/Loss Ratio Insights - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Btn - Trends

Type: Action Button

Win/Loss Ratio Insights - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Btn - Insights

Type: Action Button

Win/Loss Ratio Insights - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Company Logo

Type: Image

Win/Loss Ratio Insights - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 38

Type: Action Button

Win/Loss Ratio Insights - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 39

Type: Action Button

Win/Loss Ratio Insights - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 01

Type: Action Button

Win/Loss Ratio Insights - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 26

Type: Action Button

Win/Loss Ratio Insights - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 27

Type: Action Button

Win/Loss Ratio Insights - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 28

Type: Action Button

Win/Loss Ratio Insights - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 29

Type: Action Button

Win/Loss Ratio Insights - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 30

Type: Action Button

Win/Loss Ratio Insights - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 32

Type: Action Button

Win/Loss Ratio Insights - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 33

Type: Action Button

Win/Loss Ratio Insights - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 31

Type: Action Button

Win/Loss Ratio Insights - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 34

Type: Action Button

Win/Loss Ratio Insights - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 35

Type: Action Button

Win/Loss Ratio Insights - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 36

Type: Action Button

Win/Loss Ratio Insights - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 37

Type: Action Button

Win/Loss Ratio Insights - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 25

Type: Action Button

Win/Loss Ratio Insights - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 24

Type: Action Button

Win/Loss Ratio Insights - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 23

Type: Action Button

Win/Loss Ratio Insights - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 22

Type: Action Button

Win/Loss Ratio Insights - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 21

Type: Action Button

Win/Loss Ratio Insights - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 20

Type: Action Button

Win/Loss Ratio Insights - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 19

Type: Action Button

Win/Loss Ratio Insights - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 18

Type: Action Button

Win/Loss Ratio Insights - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 17

Type: Action Button

Win/Loss Ratio Insights - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 16

Type: Action Button

Win/Loss Ratio Insights - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 15

Type: Action Button

Win/Loss Ratio Insights - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 14

Type: Action Button

Win/Loss Ratio Insights - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 13

Type: Action Button

Win/Loss Ratio Insights - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 12

Type: Action Button

Win/Loss Ratio Insights - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 11

Type: Action Button

Win/Loss Ratio Insights - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 10

Type: Action Button

Win/Loss Ratio Insights - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 09

Type: Action Button

Win/Loss Ratio Insights - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 08

Type: Action Button

Win/Loss Ratio Insights - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 07

Type: Action Button

Win/Loss Ratio Insights - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 06

Type: Action Button

Win/Loss Ratio Insights - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 05

Type: Action Button

Win/Loss Ratio Insights - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 04

Type: Action Button

Win/Loss Ratio Insights - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 03

Type: Action Button

Win/Loss Ratio Insights - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - V 02

Type: Action Button

Win/Loss Ratio Insights - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 14

Type: Action Button

Win/Loss Ratio Insights - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 15

Type: Action Button

Win/Loss Ratio Insights - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 16

Type: Action Button

Win/Loss Ratio Insights - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 17

Type: Action Button

Win/Loss Ratio Insights - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 18

Type: Action Button

Win/Loss Ratio Insights - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 19

Type: Action Button

Win/Loss Ratio Insights - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 13

Type: Action Button

Win/Loss Ratio Insights - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 12

Type: Action Button

Win/Loss Ratio Insights - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 11

Type: Action Button

Win/Loss Ratio Insights - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 20

Type: Action Button

Win/Loss Ratio Insights - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 10

Type: Action Button

Win/Loss Ratio Insights - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 09

Type: Action Button

Win/Loss Ratio Insights - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 08

Type: Action Button

Win/Loss Ratio Insights - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 07

Type: Action Button

Win/Loss Ratio Insights - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 06

Type: Action Button

Win/Loss Ratio Insights - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 05

Type: Action Button

Win/Loss Ratio Insights - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 04

Type: Action Button

Win/Loss Ratio Insights - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 03

Type: Action Button

Win/Loss Ratio Insights - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 02

Type: Action Button

Win/Loss Ratio Insights - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - H 01

Type: Action Button

Win/Loss Ratio Insights - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Horizontal Shape

Type: Shape

Win/Loss Ratio Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Horizontal Shape

Type: Shape

Win/Loss Ratio Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Horizontal Shape

Type: Shape

Win/Loss Ratio Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Horizontal Shape

Type: Shape

Win/Loss Ratio Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Btn - Overview

Type: Action Button

Win/Loss Ratio Insights - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Win/Loss Ratio Insights - Close % by Product Category

Type: Stacked Bar Chart

Win/Loss Ratio Insights - Close % by Product Category Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Products	Product Category

Measures Used

Table Name	Measure Name	Expression
opportunities	Close %	

Visual Name: Days to Close Insights - Win-Loss

Type: Action Button

Days to Close Insights - Win-Loss Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Day to close

Type: Action Button

Days to Close Insights - Day to close Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Discounting

Type: Action Button

Days to Close Insights - Discounting Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Natural Lenguaje

Type: Action Button

Days to Close Insights - Btn - Natural Lenguaje Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Decomposition

Type: Action Button

Days to Close Insights - Btn - Decomposition Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Key Influences

Type: Action Button

Days to Close Insights - Btn - Key Influences Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Report Title

Type: Textbox

Days to Close Insights - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Company Name

Type: Action Button

Days to Close Insights - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Report Title Category

Type: Textbox

Days to Close Insights - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Trends

Type: Action Button

Days to Close Insights - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Insights

Type: Action Button

Days to Close Insights - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Company Logo

Type: Image

Days to Close Insights - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 38

Type: Action Button

Days to Close Insights - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 39

Type: Action Button

Days to Close Insights - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 01

Type: Action Button

Days to Close Insights - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 26

Type: Action Button

Days to Close Insights - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 27

Type: Action Button

Days to Close Insights - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 28

Type: Action Button

Days to Close Insights - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 29

Type: Action Button

Days to Close Insights - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 30

Type: Action Button

Days to Close Insights - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 32

Type: Action Button

Days to Close Insights - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 33

Type: Action Button

Days to Close Insights - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 31

Type: Action Button

Days to Close Insights - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 34

Type: Action Button

Days to Close Insights - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 35

Type: Action Button

Days to Close Insights - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 36

Type: Action Button

Days to Close Insights - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 37

Type: Action Button

Days to Close Insights - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 25

Type: Action Button

Days to Close Insights - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 24

Type: Action Button

Days to Close Insights - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 23

Type: Action Button

Days to Close Insights - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 22

Type: Action Button

Days to Close Insights - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 21

Type: Action Button

Days to Close Insights - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 20

Type: Action Button

Days to Close Insights - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 19

Type: Action Button

Days to Close Insights - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 18

Type: Action Button

Days to Close Insights - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 17

Type: Action Button

Days to Close Insights - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 16

Type: Action Button

Days to Close Insights - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 15

Type: Action Button

Days to Close Insights - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 14

Type: Action Button

Days to Close Insights - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 13

Type: Action Button

Days to Close Insights - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 12

Type: Action Button

Days to Close Insights - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 11

Type: Action Button

Days to Close Insights - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 10

Type: Action Button

Days to Close Insights - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 09

Type: Action Button

Days to Close Insights - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 08

Type: Action Button

Days to Close Insights - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 07

Type: Action Button

Days to Close Insights - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 06

Type: Action Button

Days to Close Insights - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 05

Type: Action Button

Days to Close Insights - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 04

Type: Action Button

Days to Close Insights - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 03

Type: Action Button

Days to Close Insights - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - V 02

Type: Action Button

Days to Close Insights - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 14

Type: Action Button

Days to Close Insights - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 15

Type: Action Button

Days to Close Insights - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 16

Type: Action Button

Days to Close Insights - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 17

Type: Action Button

Days to Close Insights - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 18

Type: Action Button

Days to Close Insights - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 19

Type: Action Button

Days to Close Insights - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 13

Type: Action Button

Days to Close Insights - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 12

Type: Action Button

Days to Close Insights - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 11

Type: Action Button

Days to Close Insights - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 20

Type: Action Button

Days to Close Insights - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 10

Type: Action Button

Days to Close Insights - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 09

Type: Action Button

Days to Close Insights - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 08

Type: Action Button

Days to Close Insights - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 07

Type: Action Button

Days to Close Insights - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 06

Type: Action Button

Days to Close Insights - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 05

Type: Action Button

Days to Close Insights - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 04

Type: Action Button

Days to Close Insights - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 03

Type: Action Button

Days to Close Insights - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 02

Type: Action Button

Days to Close Insights - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - H 01

Type: Action Button

Days to Close Insights - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Horizontal Shape

Type: Shape

Days to Close Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Horizontal Shape

Type: Shape

Days to Close Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Horizontal Shape

Type: Shape

Days to Close Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Horizontal Shape

Type: Shape

Days to Close Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Btn - Overview

Type: Action Button

Days to Close Insights - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Days to Close Insights - Key Influencers

Type: Key Influencers

Days to Close Insights - Key Influencers Summary stats

	Count
Measures #	0
Columns #	12
Filters #	6

Filter(s) applied on Key Influencers

Field Name	Selected Field Value(s)	Type	Source
Product	All	Categorical	Products
Owner	All	Categorical	Owners
Manager	All	Categorical	Owners
State or Province	All	Categorical	Accounts
Purchase Process	All	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Owners	Owner
	Opportunities	Purchase Process
	Products	Product
	Opportunities	Decision Maker Identified
	Opportunities	Value
	Owners	Manager
	Opportunities	DaysToClose
	Campaigns	Campaign
	Campaigns	Campaign Type
	Industries	Industry
	Territories	Territory
	Territories	Region

Visual Name: Days to Close Insights - Average of DaysToClose by Owner

Type: Stacked Bar Chart

Days to Close Insights - Average of DaysToClose by Owner Summary stats

	Count
Measures #	0
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	DaysToClose
	Owners	Owner

Visual Name: Days to Close Insights - Average of DaysToClose by Industry

Type: Stacked Bar Chart

Days to Close Insights - Average of DaysToClose by Industry Summary stats

	Count
Measures #	0
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	DaysToClose
	Industries	Industry

Visual Name: Sales Discounting Insights - Discount by Territory

Type: Stacked Bar Chart

Sales Discounting Insights - Discount by Territory Summary stats

	Count
Measures #	0
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Discount
	Territories	Territory

Visual Name: Sales Discounting Insights - Day to close

Type: Action Button

Sales Discounting Insights - Day to close Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Win-Loss

Type: Action Button

Sales Discounting Insights - Win-Loss Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Discounting

Type: Action Button

Sales Discounting Insights - Discounting Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Discount by Manager/Owner

Type: Stacked Bar Chart

Sales Discounting Insights - Discount by Manager/Owner Summary stats

	Count
Measures #	0
Columns #	3
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Opportunities	Discount
	Owners	Owner
	Owners	Manager

Visual Name: Sales Discounting Insights - Key Influencers

Type: Key Influencers

Sales Discounting Insights - Key Influencers Summary stats

	Count
Measures #	0
Columns #	10
Filters #	11

Filter(s) applied on Key Influencers

Field Name	Selected Field Value(s)	Type	Source
Status	All	Categorical	Opportunities
Product	All	Categorical	Products
Product Category	All	Categorical	Products
Owner	All	Categorical	Owners
Manager	All	Categorical	Owners
Industry	All	Categorical	Industries
State or Province	All	Categorical	Accounts
Region	All	Categorical	Territories
Territory	All	Categorical	Territories
Purchase Process	All	Categorical	Opportunities
Decision Maker Identified	All	Categorical	Opportunities

Columns Used

DB Name	Table Name	Field Name
	Products	Product
	Opportunities	Discount
	Owners	Manager
	Owners	Owner
	Products	Product Category
	Industries	Industry
	Campaigns	Campaign
	Campaigns	Campaign Type
	Territories	Region
	Territories	Territory

Visual Name: Sales Discounting Insights - Btn - Natural Lenguaje

Type: Action Button

Sales Discounting Insights - Btn - Natural Lenguaje Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Btn - Decomposition

Type: Action Button

Sales Discounting Insights - Btn - Decomposition Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Btn - Key Influences

Type: Action Button

Sales Discounting Insights - Btn - Key Influences Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Report Title

Type: Textbox

Sales Discounting Insights - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Company Name

Type: Action Button

Sales Discounting Insights - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Report Title Category

Type: Textbox

Sales Discounting Insights - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Btn - Trends

Type: Action Button

Sales Discounting Insights - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Btn - Insights

Type: Action Button

Sales Discounting Insights - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Company Logo

Type: Image

Sales Discounting Insights - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Btn - Overview

Type: Action Button

Sales Discounting Insights - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Horizontal Shape

Type: Shape

Sales Discounting Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Horizontal Shape

Type: Shape

Sales Discounting Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Horizontal Shape

Type: Shape

Sales Discounting Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - Horizontal Shape

Type: Shape

Sales Discounting Insights - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 38

Type: Action Button

Sales Discounting Insights - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 39

Type: Action Button

Sales Discounting Insights - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 01

Type: Action Button

Sales Discounting Insights - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 26

Type: Action Button

Sales Discounting Insights - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 27

Type: Action Button

Sales Discounting Insights - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 28

Type: Action Button

Sales Discounting Insights - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 29

Type: Action Button

Sales Discounting Insights - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 30

Type: Action Button

Sales Discounting Insights - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 32

Type: Action Button

Sales Discounting Insights - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 33

Type: Action Button

Sales Discounting Insights - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 31

Type: Action Button

Sales Discounting Insights - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 34

Type: Action Button

Sales Discounting Insights - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 35

Type: Action Button

Sales Discounting Insights - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 36

Type: Action Button

Sales Discounting Insights - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 37

Type: Action Button

Sales Discounting Insights - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 25

Type: Action Button

Sales Discounting Insights - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 24

Type: Action Button

Sales Discounting Insights - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 23

Type: Action Button

Sales Discounting Insights - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 22

Type: Action Button

Sales Discounting Insights - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 21

Type: Action Button

Sales Discounting Insights - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 20

Type: Action Button

Sales Discounting Insights - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 19

Type: Action Button

Sales Discounting Insights - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 18

Type: Action Button

Sales Discounting Insights - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 17

Type: Action Button

Sales Discounting Insights - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 16

Type: Action Button

Sales Discounting Insights - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 15

Type: Action Button

Sales Discounting Insights - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 14

Type: Action Button

Sales Discounting Insights - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 13

Type: Action Button

Sales Discounting Insights - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 12

Type: Action Button

Sales Discounting Insights - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 11

Type: Action Button

Sales Discounting Insights - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 10

Type: Action Button

Sales Discounting Insights - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 09

Type: Action Button

Sales Discounting Insights - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 08

Type: Action Button

Sales Discounting Insights - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 07

Type: Action Button

Sales Discounting Insights - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 06

Type: Action Button

Sales Discounting Insights - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 05

Type: Action Button

Sales Discounting Insights - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 04

Type: Action Button

Sales Discounting Insights - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 03

Type: Action Button

Sales Discounting Insights - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - V 02

Type: Action Button

Sales Discounting Insights - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 14

Type: Action Button

Sales Discounting Insights - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 15

Type: Action Button

Sales Discounting Insights - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 16

Type: Action Button

Sales Discounting Insights - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 17

Type: Action Button

Sales Discounting Insights - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 18

Type: Action Button

Sales Discounting Insights - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 19

Type: Action Button

Sales Discounting Insights - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 13

Type: Action Button

Sales Discounting Insights - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 12

Type: Action Button

Sales Discounting Insights - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 11

Type: Action Button

Sales Discounting Insights - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 20

Type: Action Button

Sales Discounting Insights - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 10

Type: Action Button

Sales Discounting Insights - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 09

Type: Action Button

Sales Discounting Insights - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 08

Type: Action Button

Sales Discounting Insights - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 07

Type: Action Button

Sales Discounting Insights - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 06

Type: Action Button

Sales Discounting Insights - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 05

Type: Action Button

Sales Discounting Insights - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 04

Type: Action Button

Sales Discounting Insights - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 03

Type: Action Button

Sales Discounting Insights - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 02

Type: Action Button

Sales Discounting Insights - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Sales Discounting Insights - H 01

Type: Action Button

Sales Discounting Insights - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Opportunity Count by Owner and Manager

Type: Stacked Bar Chart

Revenue Source Breakdown - Opportunity Count by Owner and Manager Summary stats

	Count
Measures #	1
Columns #	2
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Owners	Owner
	Owners	Manager

Measures Used

Table Name	Measure Name	Expression
opportunities	Opportunity Count	

Visual Name: Revenue Source Breakdown - Opportunity Count by Territory

Type: Stacked Bar Chart

Revenue Source Breakdown - Opportunity Count by Territory Summary stats

	Count
Measures #	1
Columns #	1
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Territories	Territory

Measures Used

Table Name	Measure Name	Expression
opportunities	Opportunity Count	

Visual Name: Revenue Source Breakdown - Decomposition tree

Type: Decomposition Tree

Revenue Source Breakdown - Decomposition tree Summary stats

	Count
Measures #	0
Columns #	7
Filters #	1

Filter(s) applied on Decomposition tree

Field Name	Selected Field Value(s)	Type	Source
Campaign	Exclude: blank	Exclude	Campaigns

Columns Used

DB Name	Table Name	Field Name
	Products	Product
	Products	Product Category
	Opportunities	Value
	Industries	Industry
	Territories	Territory
	Owners	Owner
	Campaigns	Campaign

Visual Name: Revenue Source Breakdown - V 38

Type: Action Button

Revenue Source Breakdown - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 39

Type: Action Button

Revenue Source Breakdown - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 01

Type: Action Button

Revenue Source Breakdown - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 26

Type: Action Button

Revenue Source Breakdown - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 27

Type: Action Button

Revenue Source Breakdown - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 28

Type: Action Button

Revenue Source Breakdown - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 29

Type: Action Button

Revenue Source Breakdown - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 30

Type: Action Button

Revenue Source Breakdown - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 32

Type: Action Button

Revenue Source Breakdown - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 33

Type: Action Button

Revenue Source Breakdown - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 31

Type: Action Button

Revenue Source Breakdown - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 34

Type: Action Button

Revenue Source Breakdown - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 35

Type: Action Button

Revenue Source Breakdown - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 36

Type: Action Button

Revenue Source Breakdown - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 37

Type: Action Button

Revenue Source Breakdown - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 25

Type: Action Button

Revenue Source Breakdown - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 24

Type: Action Button

Revenue Source Breakdown - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 23

Type: Action Button

Revenue Source Breakdown - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 22

Type: Action Button

Revenue Source Breakdown - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 21

Type: Action Button

Revenue Source Breakdown - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 20

Type: Action Button

Revenue Source Breakdown - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 19

Type: Action Button

Revenue Source Breakdown - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 18

Type: Action Button

Revenue Source Breakdown - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 17

Type: Action Button

Revenue Source Breakdown - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 16

Type: Action Button

Revenue Source Breakdown - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 15

Type: Action Button

Revenue Source Breakdown - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 14

Type: Action Button

Revenue Source Breakdown - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 13

Type: Action Button

Revenue Source Breakdown - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 12

Type: Action Button

Revenue Source Breakdown - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 11

Type: Action Button

Revenue Source Breakdown - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 10

Type: Action Button

Revenue Source Breakdown - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 09

Type: Action Button

Revenue Source Breakdown - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 08

Type: Action Button

Revenue Source Breakdown - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 07

Type: Action Button

Revenue Source Breakdown - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 06

Type: Action Button

Revenue Source Breakdown - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 05

Type: Action Button

Revenue Source Breakdown - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 04

Type: Action Button

Revenue Source Breakdown - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 03

Type: Action Button

Revenue Source Breakdown - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - V 02

Type: Action Button

Revenue Source Breakdown - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 14

Type: Action Button

Revenue Source Breakdown - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 15

Type: Action Button

Revenue Source Breakdown - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 16

Type: Action Button

Revenue Source Breakdown - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 17

Type: Action Button

Revenue Source Breakdown - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 18

Type: Action Button

Revenue Source Breakdown - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 19

Type: Action Button

Revenue Source Breakdown - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 13

Type: Action Button

Revenue Source Breakdown - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 12

Type: Action Button

Revenue Source Breakdown - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 11

Type: Action Button

Revenue Source Breakdown - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 20

Type: Action Button

Revenue Source Breakdown - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 10

Type: Action Button

Revenue Source Breakdown - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 09

Type: Action Button

Revenue Source Breakdown - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 08

Type: Action Button

Revenue Source Breakdown - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 07

Type: Action Button

Revenue Source Breakdown - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 06

Type: Action Button

Revenue Source Breakdown - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 05

Type: Action Button

Revenue Source Breakdown - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 04

Type: Action Button

Revenue Source Breakdown - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 03

Type: Action Button

Revenue Source Breakdown - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 02

Type: Action Button

Revenue Source Breakdown - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - H 01

Type: Action Button

Revenue Source Breakdown - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Horizontal Shape

Type: Shape

Revenue Source Breakdown - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Horizontal Shape

Type: Shape

Revenue Source Breakdown - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Horizontal Shape

Type: Shape

Revenue Source Breakdown - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Horizontal Shape

Type: Shape

Revenue Source Breakdown - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Natural Lenguaje

Type: Action Button

Revenue Source Breakdown - Btn - Natural Lenguaje Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Decomposition

Type: Action Button

Revenue Source Breakdown - Btn - Decomposition Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Key Influences

Type: Action Button

Revenue Source Breakdown - Btn - Key Influences Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Report Title

Type: Textbox

Revenue Source Breakdown - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Company Name

Type: Action Button

Revenue Source Breakdown - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Report Title Category

Type: Textbox

Revenue Source Breakdown - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Trends

Type: Action Button

Revenue Source Breakdown - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Insights

Type: Action Button

Revenue Source Breakdown - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Btn - Overview

Type: Action Button

Revenue Source Breakdown - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Revenue Source Breakdown - Company Logo

Type: Image

Revenue Source Breakdown - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Q&A

Type: Q&A

Q&A Query - Q&A Summary stats

	Count
Measures #	0
Columns #	8
Filters #	0

Columns Used

DB Name	Table Name	Field Name
	Owners	Owner
	Products	Product
	Opportunities	Discount
	Industries	Industry
	Territories	Territory
	Territories	Region
	Products	Product Category
	Owners	Manager

Visual Name: Q&A Query - Btn - Natural Language

Type: Action Button

Q&A Query - Btn - Natural Language Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Btn - Decomposition

Type: Action Button

Q&A Query - Btn - Decomposition Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Btn - Key Influences

Type: Action Button

Q&A Query - Btn - Key Influences Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Report Title

Type: Textbox

Q&A Query - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Company Name

Type: Action Button

Q&A Query - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Report Title Category

Type: Textbox

Q&A Query - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Btn - Trends

Type: Action Button

Q&A Query - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Btn - Insights

Type: Action Button

Q&A Query - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Btn - Overview

Type: Action Button

Q&A Query - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Company Logo

Type: Image

Q&A Query - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Horizontal Shape

Type: Shape

Q&A Query - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Horizontal Shape

Type: Shape

Q&A Query - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Horizontal Shape

Type: Shape

Q&A Query - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - Horizontal Shape

Type: Shape

Q&A Query - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 38

Type: Action Button

Q&A Query - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 39

Type: Action Button

Q&A Query - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 01

Type: Action Button

Q&A Query - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 26

Type: Action Button

Q&A Query - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 27

Type: Action Button

Q&A Query - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 28

Type: Action Button

Q&A Query - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 29

Type: Action Button

Q&A Query - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 30

Type: Action Button

Q&A Query - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 32

Type: Action Button

Q&A Query - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 33

Type: Action Button

Q&A Query - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 31

Type: Action Button

Q&A Query - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 34

Type: Action Button

Q&A Query - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 35

Type: Action Button

Q&A Query - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 36

Type: Action Button

Q&A Query - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 37

Type: Action Button

Q&A Query - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 25

Type: Action Button

Q&A Query - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 24

Type: Action Button

Q&A Query - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 23

Type: Action Button

Q&A Query - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 22

Type: Action Button

Q&A Query - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 21

Type: Action Button

Q&A Query - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 20

Type: Action Button

Q&A Query - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 19

Type: Action Button

Q&A Query - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 18

Type: Action Button

Q&A Query - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 17

Type: Action Button

Q&A Query - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 16

Type: Action Button

Q&A Query - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 15

Type: Action Button

Q&A Query - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 14

Type: Action Button

Q&A Query - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 13

Type: Action Button

Q&A Query - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 12

Type: Action Button

Q&A Query - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 11

Type: Action Button

Q&A Query - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 10

Type: Action Button

Q&A Query - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 09

Type: Action Button

Q&A Query - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 08

Type: Action Button

Q&A Query - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 07

Type: Action Button

Q&A Query - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 06

Type: Action Button

Q&A Query - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 05

Type: Action Button

Q&A Query - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 04

Type: Action Button

Q&A Query - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 03

Type: Action Button

Q&A Query - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - V 02

Type: Action Button

Q&A Query - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 14

Type: Action Button

Q&A Query - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 15

Type: Action Button

Q&A Query - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 16

Type: Action Button

Q&A Query - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 17

Type: Action Button

Q&A Query - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 18

Type: Action Button

Q&A Query - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 19

Type: Action Button

Q&A Query - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 13

Type: Action Button

Q&A Query - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 12

Type: Action Button

Q&A Query - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 11

Type: Action Button

Q&A Query - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 20

Type: Action Button

Q&A Query - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 10

Type: Action Button

Q&A Query - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 09

Type: Action Button

Q&A Query - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 08

Type: Action Button

Q&A Query - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 07

Type: Action Button

Q&A Query - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 06

Type: Action Button

Q&A Query - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 05

Type: Action Button

Q&A Query - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 04

Type: Action Button

Q&A Query - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 03

Type: Action Button

Q&A Query - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 02

Type: Action Button

Q&A Query - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Q&A Query - H 01

Type: Action Button

Q&A Query - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 38

Type: Action Button

Template - V 38 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 39

Type: Action Button

Template - V 39 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 01

Type: Action Button

Template - V 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 26

Type: Action Button

Template - V 26 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 27

Type: Action Button

Template - V 27 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 28

Type: Action Button

Template - V 28 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 29

Type: Action Button

Template - V 29 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 30

Type: Action Button

Template - V 30 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 32

Type: Action Button

Template - V 32 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 33

Type: Action Button

Template - V 33 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 31

Type: Action Button

Template - V 31 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 34

Type: Action Button

Template - V 34 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 35

Type: Action Button

Template - V 35 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 36

Type: Action Button

Template - V 36 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 37

Type: Action Button

Template - V 37 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 25

Type: Action Button

Template - V 25 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 24

Type: Action Button

Template - V 24 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 23

Type: Action Button

Template - V 23 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 22

Type: Action Button

Template - V 22 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 21

Type: Action Button

Template - V 21 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 20

Type: Action Button

Template - V 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 19

Type: Action Button

Template - V 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 18

Type: Action Button

Template - V 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 17

Type: Action Button

Template - V 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 16

Type: Action Button

Template - V 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 15

Type: Action Button

Template - V 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 14

Type: Action Button

Template - V 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 13

Type: Action Button

Template - V 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 12

Type: Action Button

Template - V 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 11

Type: Action Button

Template - V 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 10

Type: Action Button

Template - V 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 09

Type: Action Button

Template - V 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 08

Type: Action Button

Template - V 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 07

Type: Action Button

Template - V 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 06

Type: Action Button

Template - V 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 05

Type: Action Button

Template - V 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 04

Type: Action Button

Template - V 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 03

Type: Action Button

Template - V 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - V 02

Type: Action Button

Template - V 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 14

Type: Action Button

Template - H 14 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 15

Type: Action Button

Template - H 15 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 16

Type: Action Button

Template - H 16 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 17

Type: Action Button

Template - H 17 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 18

Type: Action Button

Template - H 18 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 19

Type: Action Button

Template - H 19 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 13

Type: Action Button

Template - H 13 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 12

Type: Action Button

Template - H 12 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 11

Type: Action Button

Template - H 11 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 20

Type: Action Button

Template - H 20 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 10

Type: Action Button

Template - H 10 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 09

Type: Action Button

Template - H 09 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 08

Type: Action Button

Template - H 08 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 07

Type: Action Button

Template - H 07 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 06

Type: Action Button

Template - H 06 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 05

Type: Action Button

Template - H 05 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 04

Type: Action Button

Template - H 04 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 03

Type: Action Button

Template - H 03 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 02

Type: Action Button

Template - H 02 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - H 01

Type: Action Button

Template - H 01 Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Report Title

Type: Textbox

Template - Report Title Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Company Name

Type: Action Button

Template - Company Name Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Report Title Category

Type: Textbox

Template - Report Title Category Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Btn - Overview

Type: Action Button

Template - Btn - Overview Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Btn - Trends

Type: Action Button

Template - Btn - Trends Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Btn - Insights

Type: Action Button

Template - Btn - Insights Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Horizontal Shape

Type: Shape

Template - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Horizontal Shape

Type: Shape

Template - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Horizontal Shape

Type: Shape

Template - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Horizontal Shape

Type: Shape

Template - Horizontal Shape Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Visual Name: Template - Company Logo

Type: Image

Template - Company Logo Summary stats

	Count
Measures #	0
Columns #	0
Filters #	0

Bookmarks

Bookmark Name: Overview - By Manager

Overview - By Manager Summary stats

	Count
Visuals #	92
Filters #	40

Visuals Used in Overview - By Manager

Visual Name	Visual Type	Hidden?
Label - Mgr Forecast Override	Textbox	No
Forecast Adjustment	Slicer	No
Forecast Adjustment and Blank	Stacked Column Chart	No
V 38	Action Button	No
V 39	Action Button	No
V 01	Action Button	No
V 26	Action Button	No
V 27	Action Button	No
V 28	Action Button	No
V 29	Action Button	No
V 30	Action Button	No
V 32	Action Button	No
V 33	Action Button	No
V 31	Action Button	No
V 34	Action Button	No
V 35	Action Button	No
V 36	Action Button	No
V 37	Action Button	No
V 25	Action Button	No
V 24	Action Button	No
V 23	Action Button	No
V 22	Action Button	No
V 21	Action Button	No
V 20	Action Button	No
V 19	Action Button	No
V 18	Action Button	No
V 17	Action Button	No
V 16	Action Button	No
V 15	Action Button	No
V 14	Action Button	No
V 13	Action Button	No
V 12	Action Button	No

Visual Name	Visual Type	Hidden?
V 11	Action Button	No
V 10	Action Button	No
V 09	Action Button	No
V 08	Action Button	No
V 07	Action Button	No
V 06	Action Button	No
V 05	Action Button	No
V 04	Action Button	No
V 03	Action Button	No
V 02	Action Button	No
H 14	Action Button	No
H 15	Action Button	No
H 16	Action Button	No
H 17	Action Button	No
H 18	Action Button	No
H 19	Action Button	No
H 13	Action Button	No
H 12	Action Button	No
H 11	Action Button	No
H 20	Action Button	No
H 10	Action Button	No
H 09	Action Button	No
H 08	Action Button	No
H 07	Action Button	No
H 06	Action Button	No
H 05	Action Button	No
H 04	Action Button	No
H 03	Action Button	No
H 02	Action Button	No
H 01	Action Button	No
Report Title	Textbox	No
Company Name	Action Button	No
Report Title Category	Textbox	No
Btn - Overview	Action Button	No
Btn - Trends	Action Button	No
Btn - Insights	Action Button	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Company Logo	Image	No
KPI Bar 1	Shape	No

Visual Name	Visual Type	Hidden?
Revenue won	KPI	No
KPI Bar 3	Shape	No
Revenue goal	KPI	No
KPI Bar 2	Shape	No
Qualified Pipeline	KPI	No
KPI Bar 4	Shape	No
Forecast	KPI	No
Forecast by Location	Shape Map	No
Forecast by Territory	Matrix	No
Button - By Product	Action Button	No
Button - By Team / User	Action Button	No
Revenue and forecast by Product	Matrix	Yes
(Right click to drill to Users)	Line and Stacked Column Chart	No
Revenue Won and Revenue In Pipeline by Product LOB	Stacked Bar Chart	No
Revenue Open by Sales Stage	Funnel	No
Button Header - by Product	Shape	Yes
Button Header - by Manager	Shape	No
Text box	Textbox	No

Filter(s) applied in Overview - By Manager

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Sales Overview	Page	Product	All	Categorical	Products
Sales Overview	Page	Product Category	All	Categorical	Products
Sales Overview	Page	Region	All	Categorical	Accounts
Sales Overview	Page	Territory	All	Categorical	Accounts
Sales Overview	Page	Status	"Open", "Won"	Categorical	Opportunities
Sales Overview	Page	RELATIVE MONTH	NOT (blank) AND >= -6	Advanced	Opportunity Calendar
Sales Overview	Page	Sales Stage	All	Categorical	Opportunities
Sales Overview	Page	Product Category	All	Categorical	Products
Sales Overview	Page	Owner	All	Categorical	Owners
Forecast Adjustment	Visual	Forecast Adjustment	All	Advanced	Opportunity Forecast Adjustment
Forecast Adjustment and Blank	Visual	Forecast Adjustment	All	Advanced	Opportunity Forecast Adjustment
Forecast Adjustment and Blank	Visual	Blank	All	Advanced	Opportunity Forecast Adjustment
Revenue won	Visual	Revenue Won	All	Advanced	Opportunities

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Revenue won	Visual	Blank	All	Advanced	Opportunities
Revenue goal	Visual	Rev Goal	All	Advanced	Owners
Revenue goal	Visual	Blank	All	Advanced	Opportunities
Qualified Pipeline	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Qualified Pipeline	Visual	Blank	All	Advanced	Opportunities
Forecast	Visual	Forecast %	All	Advanced	Opportunities
Forecast	Visual	Blank	All	Advanced	Opportunities
Forecast by Location	Visual	Accounts (State or Province)	All	Categorical	Accounts
Forecast by Location	Visual	Accounts (City)	All	Advanced	Accounts
Forecast by Location	Visual	Accounts (State or Province)	All	Advanced	Accounts
Forecast by Location	Visual	Rev Goal	All	Advanced	Owners
Forecast by Location	Visual	Revenue Won	All	Advanced	Opportunities
Forecast by Location	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Forecast by Territory	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Forecast by Territory	Visual	Forecast %	All	Advanced	Opportunities
Forecast by Territory	Visual	Territory	All	Categorical	Territories
Forecast by Territory	Visual	State or Province	All	Categorical	Accounts
Forecast by Territory	Visual	Revenue Won	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Revenue Won	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Forecast %	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Product Category	All	Categorical	Products
Revenue and forecast by Product	Visual	Product	All	Categorical	Products
(Right click to drill to Users)	Visual	Rev Goal	> 0	Advanced	Owners
(Right click to drill to Users)	Visual	Revenue Won	All	Advanced	Opportunities
(Right click to drill to Users)	Visual	Revenue In Pipeline	All	Advanced	Opportunities
(Right click to drill to Users)	Visual	Owner	All	Categorical	Owners
(Right click to drill to Users)	Visual	Manager	All	Categorical	Owners
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Rev Goal	> 0	Advanced	Owners
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Product Category	All	Categorical	Products
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Revenue Won	All	Advanced	Opportunities
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Product	All	Categorical	Products
Revenue Open by Sales Stage	Visual	Status	"Open"	Categorical	Opportunities

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Revenue Open by Sales Stage	Visual	Sales Stage	All	Categorical	Opportunities
Revenue Open by Sales Stage	Visual	Revenue Open	All	Advanced	Opportunities

Bookmark Name: Overview - By Product

Overview - By Product Summary stats

	Count
Visuals #	92
Filters #	40

Visuals Used in Overview - By Product

Visual Name	Visual Type	Hidden?
Label - Mgr Forecast Override	Textbox	No
Forecast Adjustment	Slicer	No
Forecast Adjustment and Blank	Stacked Column Chart	No
V 38	Action Button	No
V 39	Action Button	No
V 01	Action Button	No
V 26	Action Button	No
V 27	Action Button	No
V 28	Action Button	No
V 29	Action Button	No
V 30	Action Button	No
V 32	Action Button	No
V 33	Action Button	No
V 31	Action Button	No
V 34	Action Button	No
V 35	Action Button	No
V 36	Action Button	No
V 37	Action Button	No
V 25	Action Button	No
V 24	Action Button	No
V 23	Action Button	No
V 22	Action Button	No
V 21	Action Button	No
V 20	Action Button	No
V 19	Action Button	No
V 18	Action Button	No
V 17	Action Button	No
V 16	Action Button	No
V 15	Action Button	No
V 14	Action Button	No
V 13	Action Button	No
V 12	Action Button	No

Visual Name	Visual Type	Hidden?
V 11	Action Button	No
V 10	Action Button	No
V 09	Action Button	No
V 08	Action Button	No
V 07	Action Button	No
V 06	Action Button	No
V 05	Action Button	No
V 04	Action Button	No
V 03	Action Button	No
V 02	Action Button	No
H 14	Action Button	No
H 15	Action Button	No
H 16	Action Button	No
H 17	Action Button	No
H 18	Action Button	No
H 19	Action Button	No
H 13	Action Button	No
H 12	Action Button	No
H 11	Action Button	No
H 20	Action Button	No
H 10	Action Button	No
H 09	Action Button	No
H 08	Action Button	No
H 07	Action Button	No
H 06	Action Button	No
H 05	Action Button	No
H 04	Action Button	No
H 03	Action Button	No
H 02	Action Button	No
H 01	Action Button	No
Report Title	Textbox	No
Company Name	Action Button	No
Report Title Category	Textbox	No
Btn - Overview	Action Button	No
Btn - Trends	Action Button	No
Btn - Insights	Action Button	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Horizontal Shape	Shape	No
Company Logo	Image	No
KPI Bar 1	Shape	No

Visual Name	Visual Type	Hidden?
Revenue won	KPI	No
KPI Bar 3	Shape	No
Revenue goal	KPI	No
KPI Bar 2	Shape	No
Qualified Pipeline	KPI	No
KPI Bar 4	Shape	No
Forecast	KPI	No
Forecast by Location	Shape Map	No
Forecast by Territory	Matrix	No
Button - By Product	Action Button	No
Button - By Team / User	Action Button	No
Revenue and forecast by Product	Matrix	No
(Right click to drill to Users)	Line and Stacked Column Chart	Yes
Revenue Won and Revenue In Pipeline by Product LOB	Stacked Bar Chart	No
Revenue Open by Sales Stage	Funnel	No
Button Header - by Product	Shape	No
Button Header - by Manager	Shape	Yes
Text box	Textbox	Yes

Filter(s) applied in Overview - By Product

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Sales Overview	Page	Product	All	Categorical	Products
Sales Overview	Page	Product Category	All	Categorical	Products
Sales Overview	Page	Region	All	Categorical	Accounts
Sales Overview	Page	Territory	All	Categorical	Accounts
Sales Overview	Page	Status	"Open", "Won"	Categorical	Opportunities
Sales Overview	Page	RELATIVE MONTH	NOT (blank) AND >= -6	Advanced	Opportunity Calendar
Sales Overview	Page	Sales Stage	All	Categorical	Opportunities
Sales Overview	Page	Product Category	All	Categorical	Products
Sales Overview	Page	Owner	All	Categorical	Owners
Forecast Adjustment	Visual	Forecast Adjustment	All	Advanced	Opportunity Forecast Adjustment
Forecast Adjustment and Blank	Visual	Forecast Adjustment	All	Advanced	Opportunity Forecast Adjustment
Forecast Adjustment and Blank	Visual	Blank	All	Advanced	Opportunity Forecast Adjustment
Revenue won	Visual	Revenue Won	All	Advanced	Opportunities

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Revenue won	Visual	Blank	All	Advanced	Opportunities
Revenue goal	Visual	Rev Goal	All	Advanced	Owners
Revenue goal	Visual	Blank	All	Advanced	Opportunities
Qualified Pipeline	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Qualified Pipeline	Visual	Blank	All	Advanced	Opportunities
Forecast	Visual	Forecast %	All	Advanced	Opportunities
Forecast	Visual	Blank	All	Advanced	Opportunities
Forecast by Location	Visual	Accounts (State or Province)	All	Categorical	Accounts
Forecast by Location	Visual	Accounts (City)	All	Advanced	Accounts
Forecast by Location	Visual	Accounts (State or Province)	All	Advanced	Accounts
Forecast by Location	Visual	Rev Goal	All	Advanced	Owners
Forecast by Location	Visual	Revenue Won	All	Advanced	Opportunities
Forecast by Location	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Forecast by Territory	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Forecast by Territory	Visual	Forecast %	All	Advanced	Opportunities
Forecast by Territory	Visual	Territory	All	Categorical	Territories
Forecast by Territory	Visual	State or Province	All	Categorical	Accounts
Forecast by Territory	Visual	Revenue Won	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Revenue Won	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Forecast %	All	Advanced	Opportunities
Revenue and forecast by Product	Visual	Product Category	All	Categorical	Products
Revenue and forecast by Product	Visual	Product	All	Categorical	Products
(Right click to drill to Users)	Visual	Rev Goal	> 0	Advanced	Owners
(Right click to drill to Users)	Visual	Revenue Won	All	Advanced	Opportunities
(Right click to drill to Users)	Visual	Revenue In Pipeline	All	Advanced	Opportunities
(Right click to drill to Users)	Visual	Owner	All	Categorical	Owners
(Right click to drill to Users)	Visual	Manager	All	Categorical	Owners
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Rev Goal	> 0	Advanced	Owners
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Product Category	All	Categorical	Products
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Revenue Won	All	Advanced	Opportunities
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Revenue In Pipeline	All	Advanced	Opportunities
Revenue Won and Revenue In Pipeline by Product LOB	Visual	Product	All	Categorical	Products
Revenue Open by Sales Stage	Visual	Status	"Open"	Categorical	Opportunities

Object Name	Object Type	Field Name	Selected Field Value(s)	Type	Source
Revenue Open by Sales Stage	Visual	Sales Stage	All	Categorical	Opportunities
Revenue Open by Sales Stage	Visual	Revenue Open	All	Advanced	Opportunities