**CONFIDENTIAL EXAMPLE**

**Sales Phase:** 1 = Suspect
2 = Prospect, identified need & next step
3 = Target, customer requires formal config & pricing
4 = Opportunity for close, operations & crafting are involved
5 = Customer signed agreement

# Sales Opportunity Pipeline

**Edited by KHP 09/05/01**

| SALES REPRESENTATIVE | ACCOUNT NAME | SITE LOCATION | CHANNEL PARTNER | OPPORTUNITY DESCRIPTION | Monthly VALUE | Monthly TERM | Contract VALUE | SALES PHASE | % CLOSE PROB. | CLOSE DATE | IMPLEMENT DATE | NEXT STEPS / NOTES |
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