

KPI Widgets Opportunity

Opportunity Win Rate



1. The rate is calculated from the won opportunities in relation to all opportunities:
Total won opportunities divided by the total of won and lost opportunities (basis: last 12 months and only persons in charge opportunities).
 - Red: The rate of the last 12 months is worse than in the previous 12-month period.
 - Green: The rate of the last 12 months is better than in the previous 12-month period.
 - Black: The rate of the last 12 months has remained the same as in the previous 12-month period.
2. Chart shows the quantity of won opportunities of the last 12 months

Opportunity Duration

Shows the average duration in days for all existing opportunities on the client from the last 12 months.

Calculated from the day the opportunity is created until the successful completion.



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