

Total Revenue

2.1bn

Weighted Revenue

461M

Total Opportunities

487

Final stage %

3%

Partner Opportunity

55%

Region

All

Where Deals Begin And Revenue Grows: The Channel Performance Story

Segment

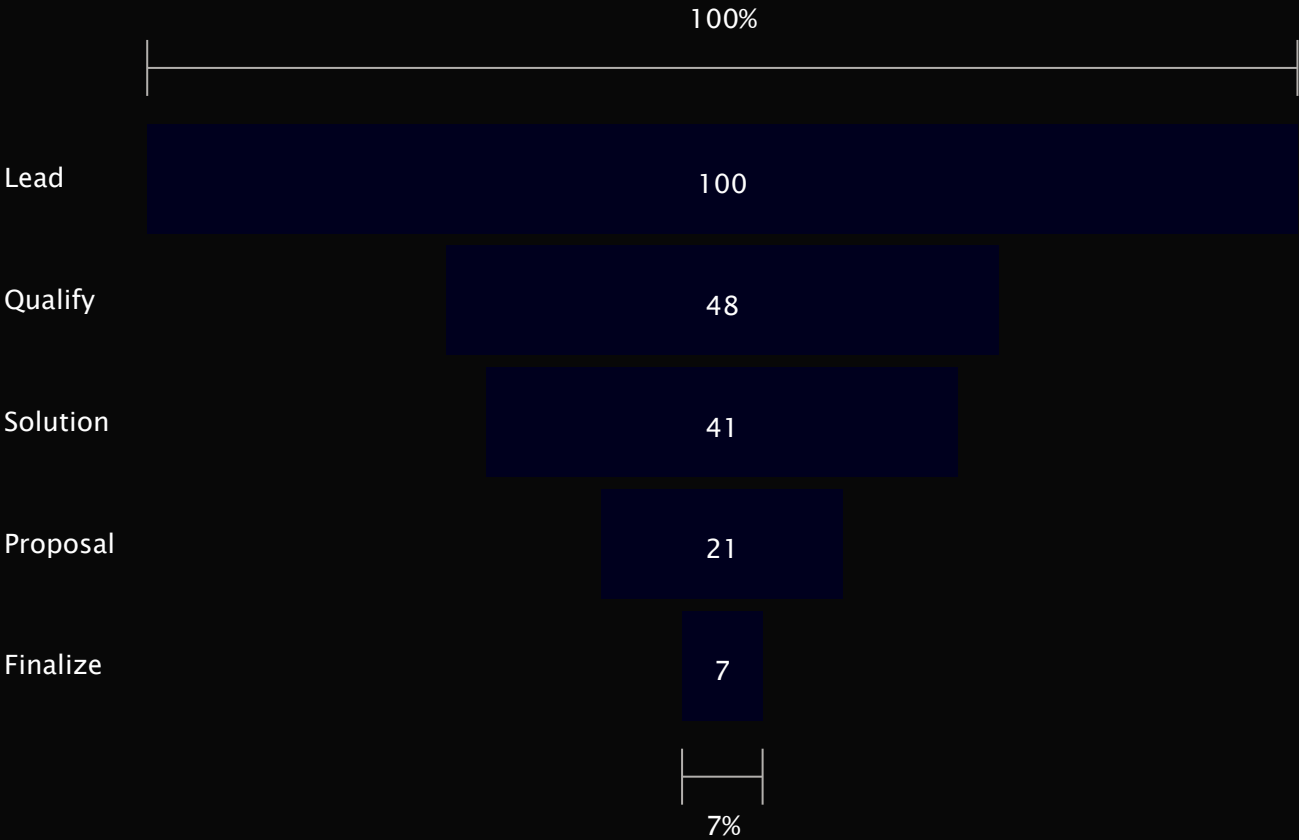
All

Revenue Reality Check: Projected vs. Pipeline Value by Channel

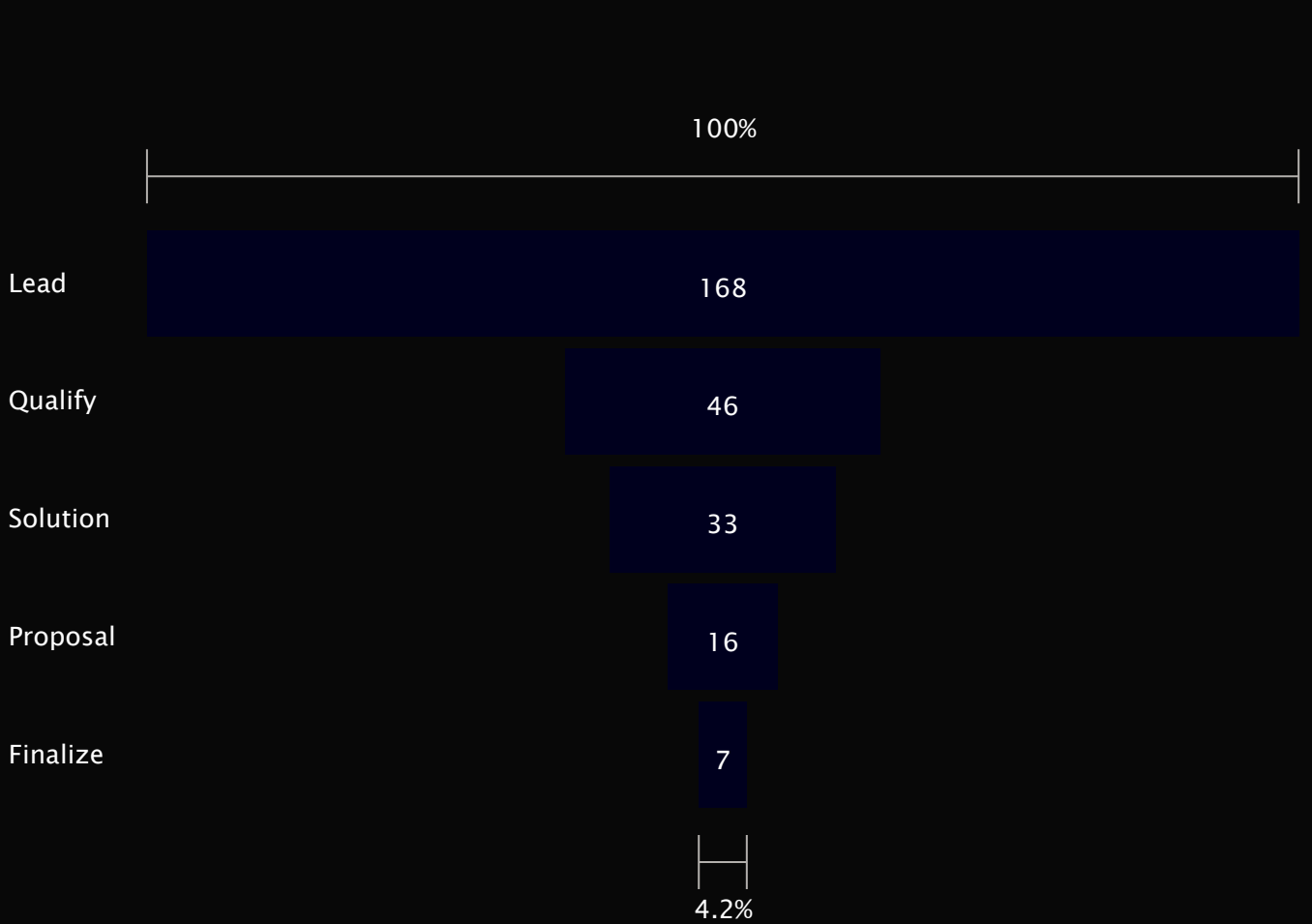
Total Revenue Weighted Revenue



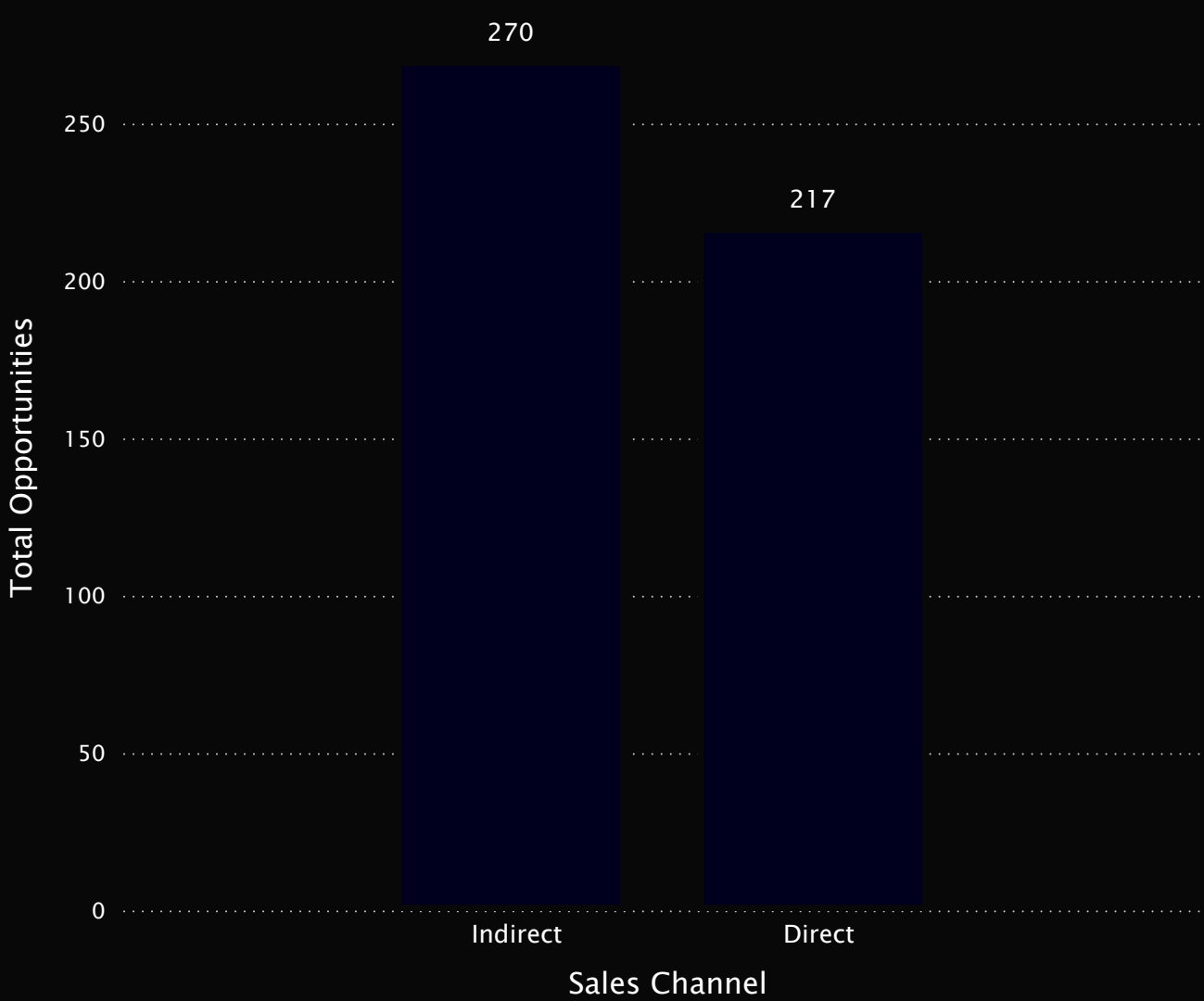
Direct Sales Journey: Tracking Conversion Through The Funnel



Partner Pipeline: Mapping The Indirect Sales Journey



Channel Dynamics: How Opportunities Are Distributed





Navigating the Sales Landscape: Regional, Channel & Segment Insights

Opportunity Size

All

Total Revenue

2.1bn

Weighted Revenue

461M

Total Opportunities

487

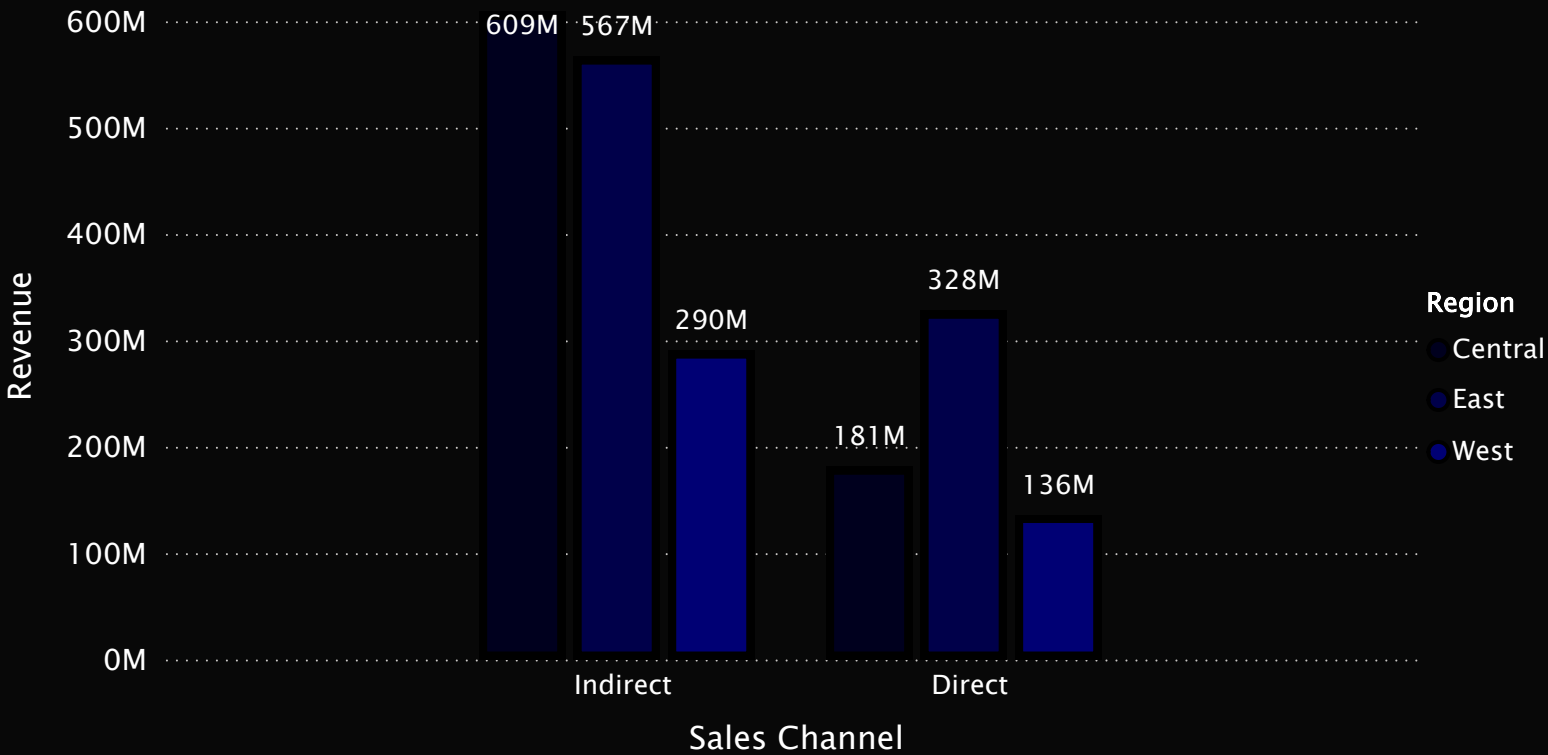
Final stage %

3%

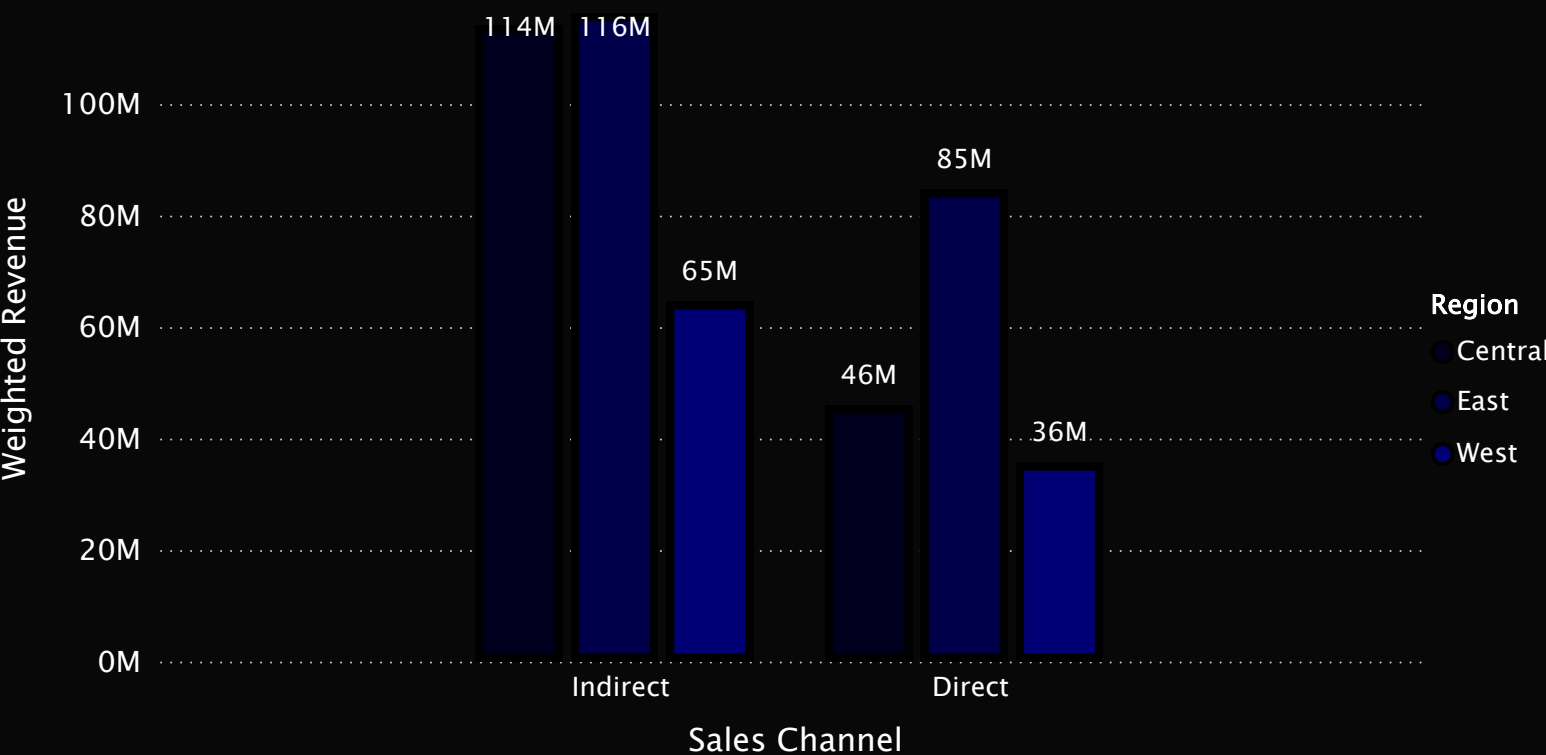
Partner Opportunity

55%

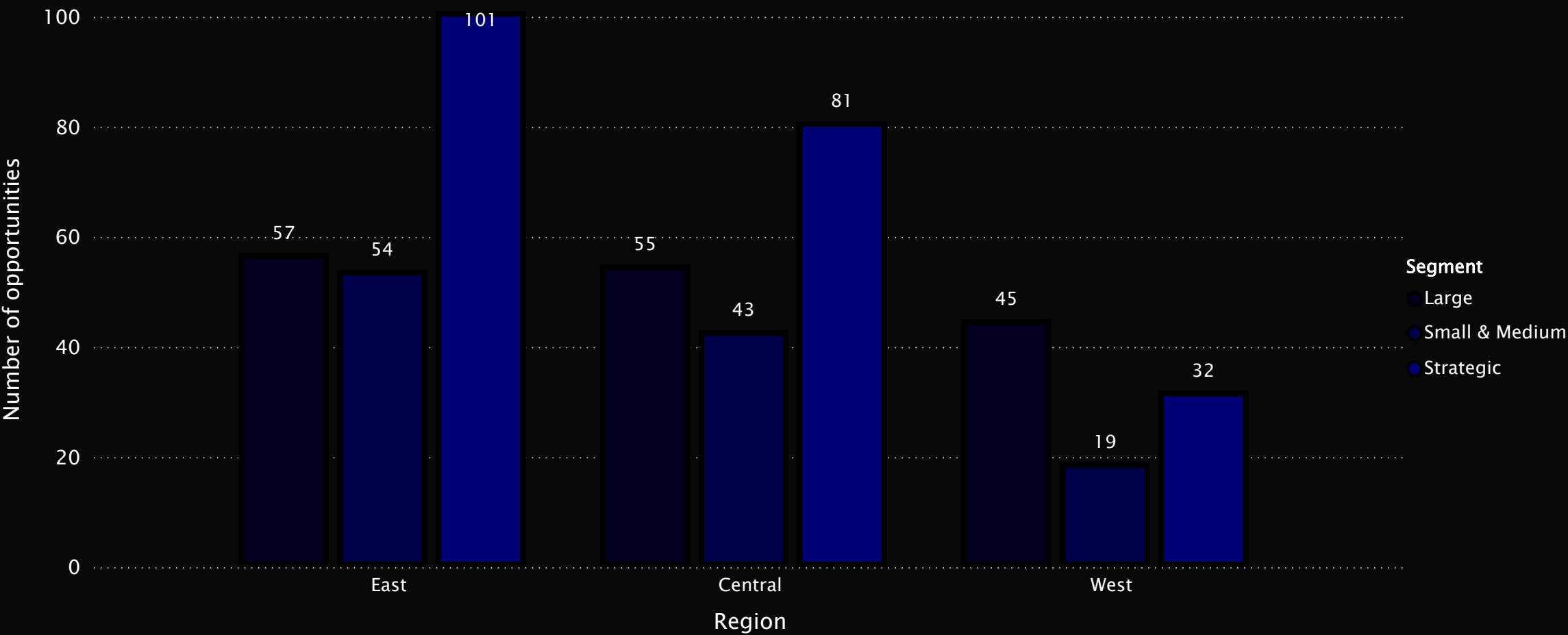
A Regional Face of Channel Value



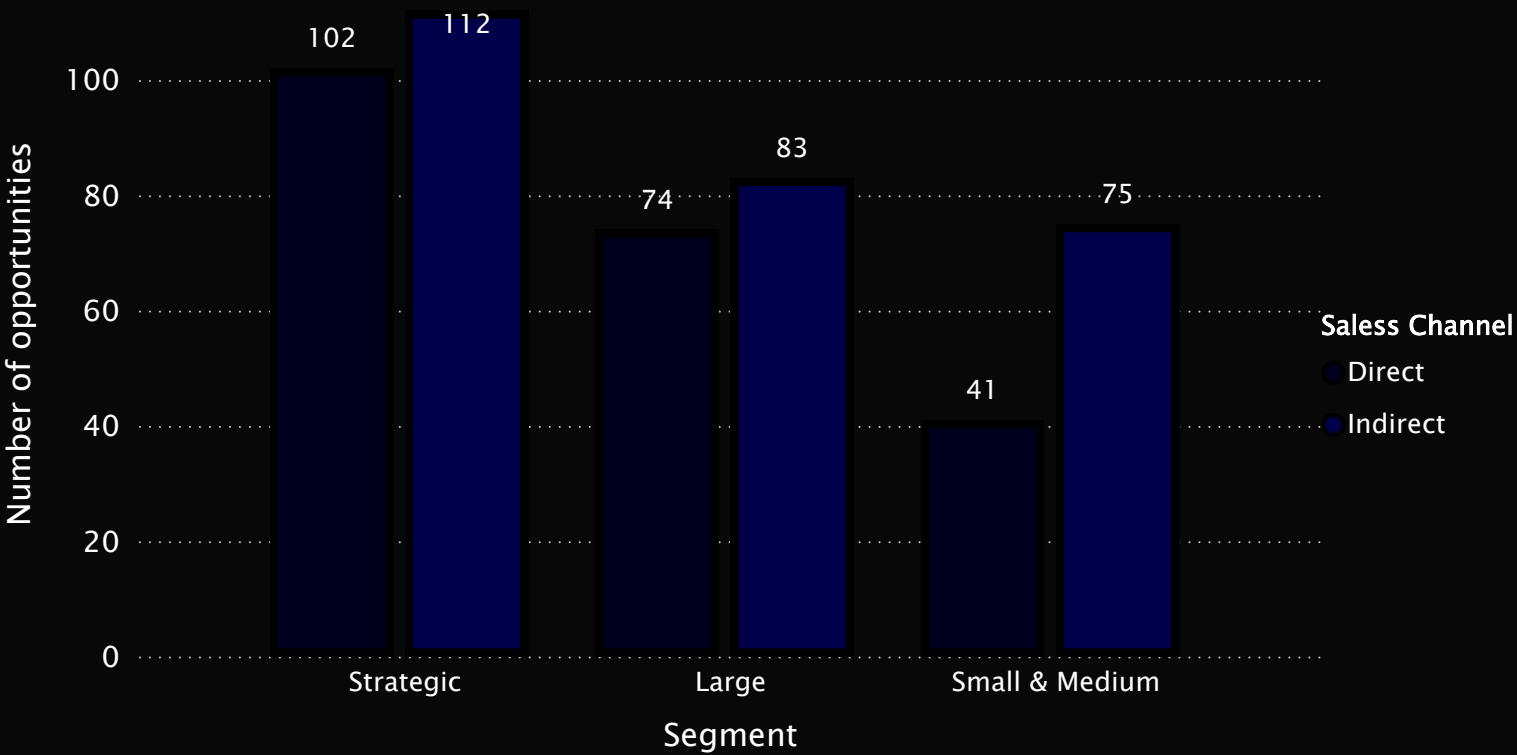
Expected Returns: Channel Contributions Across Regions



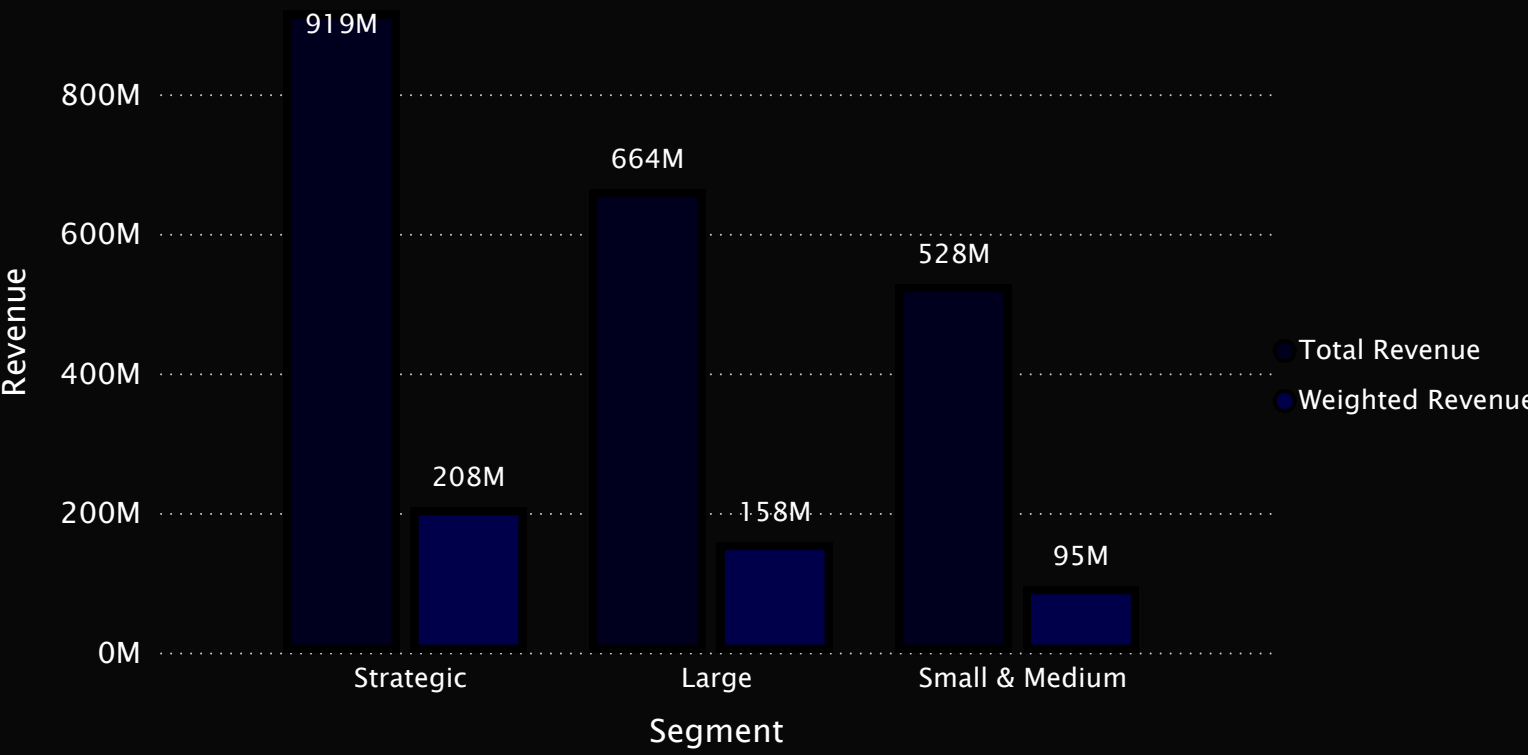
Regional Opportunity Landscape by Segment



Segmented Opportunity Flow: Direct vs. Indirect Performance



Customer Segments In Focus: Projected vs. Realistic Revenue



Total Revenue

2.1bn

Weighted Revenue

461M

Total Opportunities

487

Final stage %

3%

Partner Opportunity

55%

Sales Channel

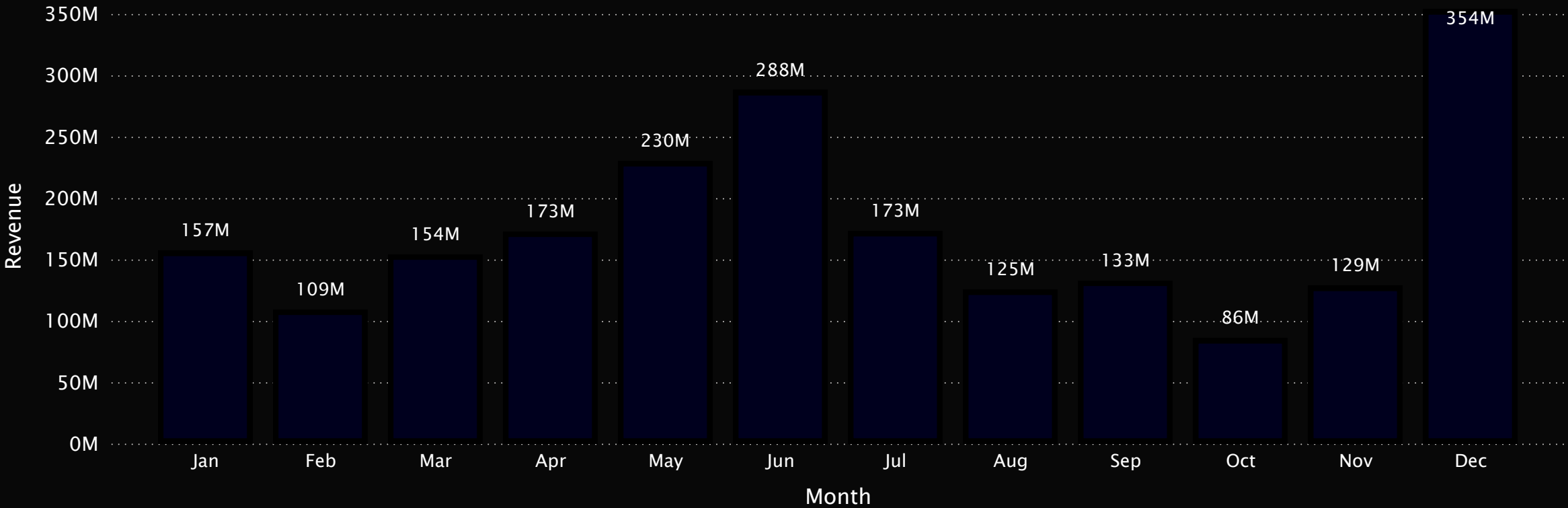


Direct

Indirect

From Leads to Peaks:: A Channel and Seasonality Story

Seasonal Revenue Peaks: A Month-by-Month View



Where It All Begins: Monthly Flow of New Opportunities

