

Leads to Opportunity Report

Lead Source

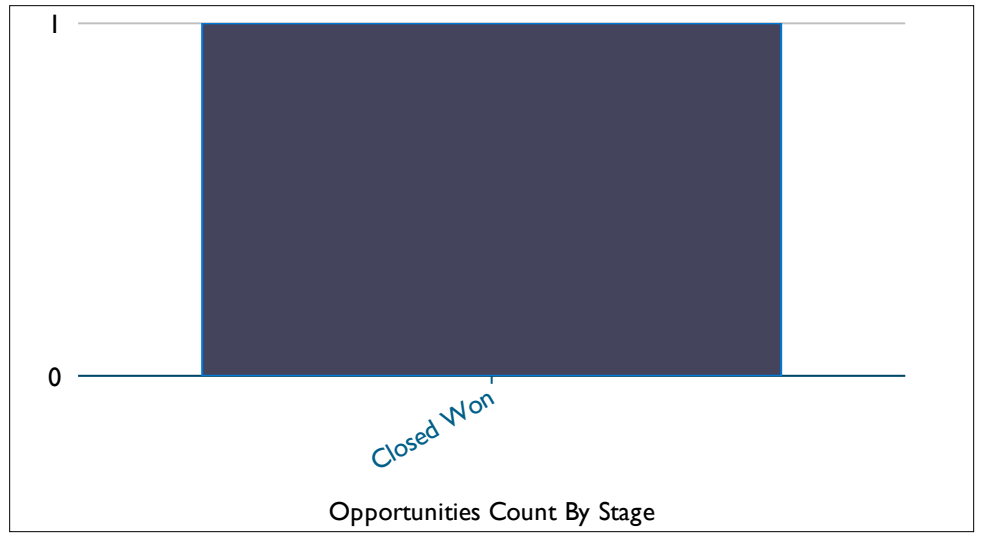
Word of mouth



Name	Amount	StageName	CloseDate	ExpectedRevenue
Edge Emergency	75000	Closed Won	11/14/2020	75000
Edge Installation	50000	Closed Won	9/5/2020	50000
Edge SLA	60000	Closed Won	8/1/2020	60000

Lead Source

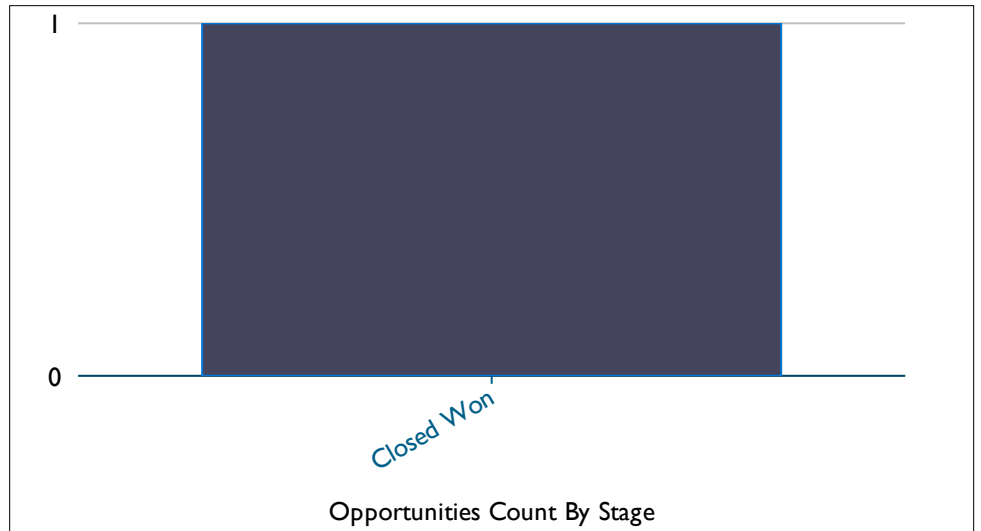
Web



Name	Amount	StageName	CloseDate	ExpectedRevenue
Burlington Textiles	235000	Closed Won	9/20/2020	235000

Lead Source

Trade Show



Name	Amount	StageName	CloseDate	ExpectedRevenue
Express Logistics	220000	Closed Won	8/11/2020	220000

Lead Source

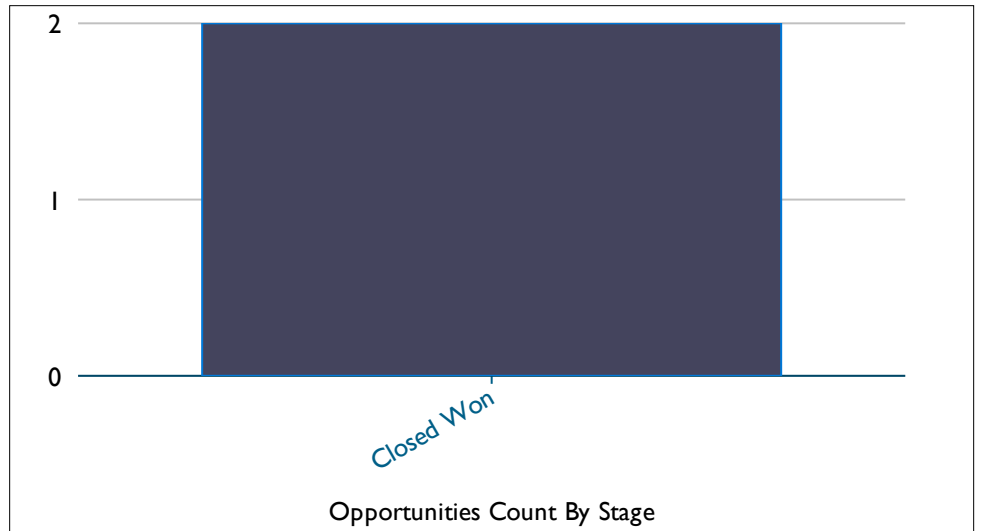
Purchased List



Name	Amount	StageName	CloseDate	ExpectedRevenue
Dickenson Mobile	15000	Qualification	9/27/2020	1500

Lead Source

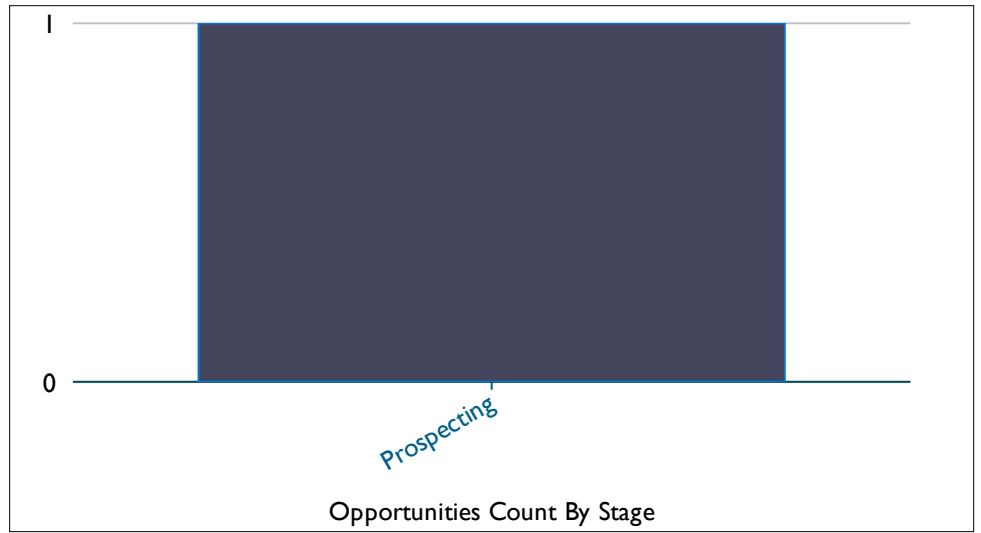
Public Relations



Name	Amount	StageName	CloseDate	ExpectedRevenue
University of AZ Portable	50000	Closed Won	8/15/2020	50000
University of AZ SLA	90000	Closed Won	8/19/2020	90000

Lead Source

Phone Inquiry



Name	Amount	StageName	CloseDate	ExpectedRevenue
Pyramid Emergency	100000	Prospecting	9/23/2020	10000

Lead Source

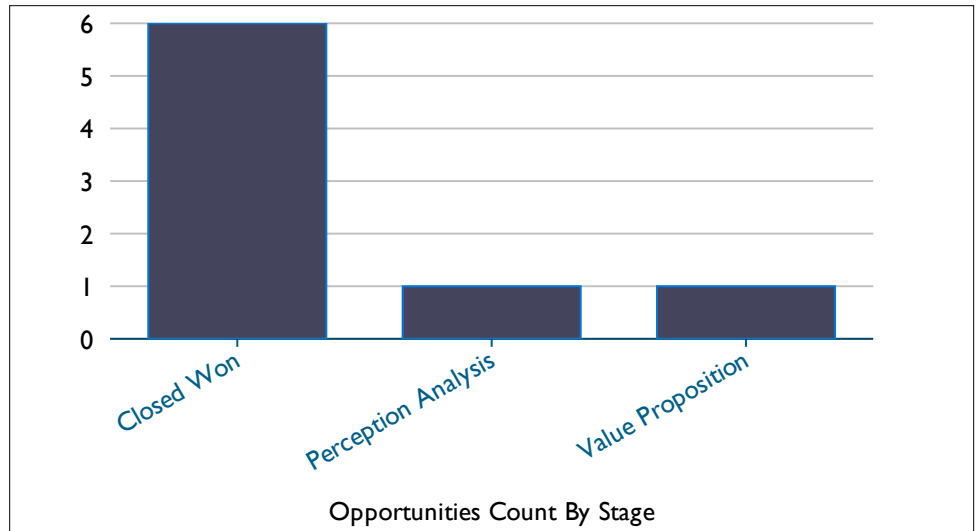
Partner



Name	Amount	StageName	CloseDate	ExpectedRevenue
GenePoint Standby	85000	Closed Won	9/18/2020	85000
United Oil SLA	120000	Closed Won	11/6/2020	120000
GenePoint SLA	30000	Closed Won	11/11/2020	30000
United Oil Installations	270000	Closed Won	9/10/2020	270000
United Oil Refinery	915000	Closed Won	10/23/2020	915000

Lead Source

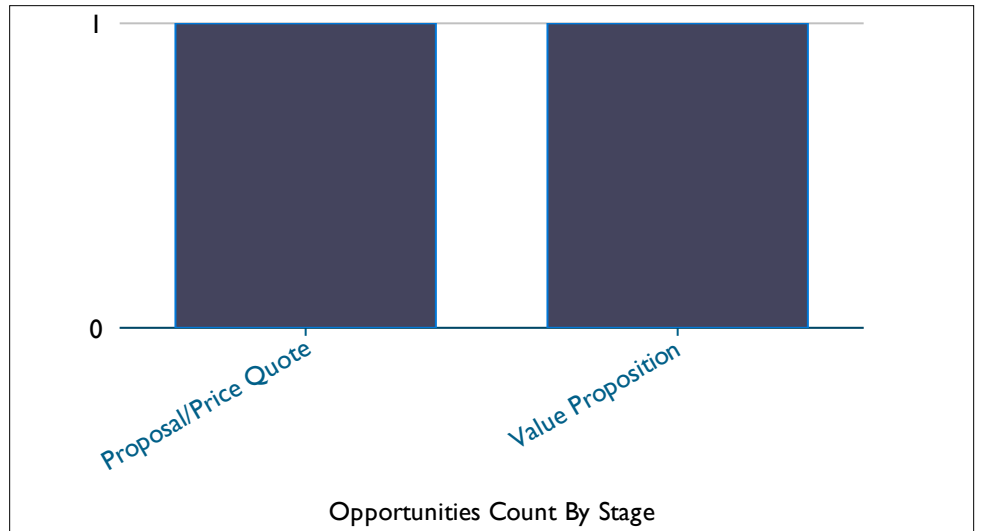
External Referral



Name	Amount	StageName	CloseDate	ExpectedRevenue
Express Logistics	80000	Value Proposition	8/9/2020	40000
Grand Hotels Generator	350000	Closed Won	10/28/2020	350000
Express Logistics SLA	120000	Perception Analysis	8/10/2020	84000
United Oil Installations	235000	Closed Won	9/22/2020	235000
United Oil Emergency	440000	Closed Won	9/4/2020	440000
Grand Hotels SLA	90000	Closed Won	8/8/2020	90000
United Oil Standby	120000	Closed Won	11/7/2020	120000
Grand Hotels Emergency	210000	Closed Won	10/26/2020	210000

Lead Source

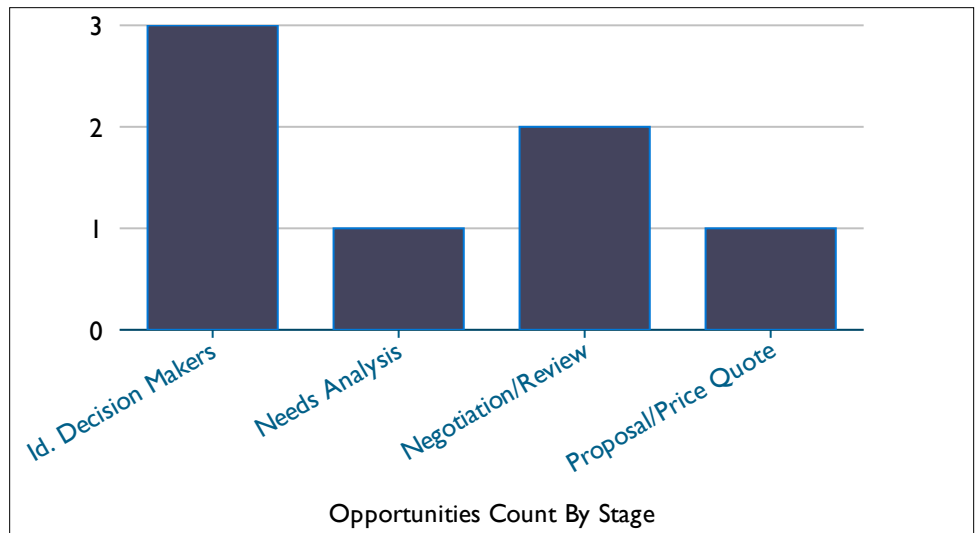
Employee Referral



Name	Amount	StageName	CloseDate	ExpectedRevenue
Grand Hotels Guest Portable	250000	Value Proposition	11/14/2020	125000
University of AZ	100000	Proposal/Price Quote	8/12/2020	75000

Lead Source

Unknown



Name	Amount	StageName	CloseDate	ExpectedRevenue
United Oil Office Portable	125000	Negotiation/Review	9/15/2020	112500
Grand Hotels Kitchen	15000	Id. Decision Makers	8/6/2020	9000
United Oil Refinery	270000	Proposal/Price Quote	10/30/2020	202500
GenePoint Lab Generators	60000	Id. Decision Makers	11/8/2020	36000
United Oil Installations	270000	Negotiation/Review	9/11/2020	243000
United Oil Plant Standby	675000	Needs Analysis	10/9/2020	135000
Edge Emergency	35000	Id. Decision Makers	11/20/2020	21000