Home | Chatter | Leads | Opportunities | Accounts | Contacts | Reports | **Dashboards** | Console | Feature Requests/Tech Support Cases | Competitors
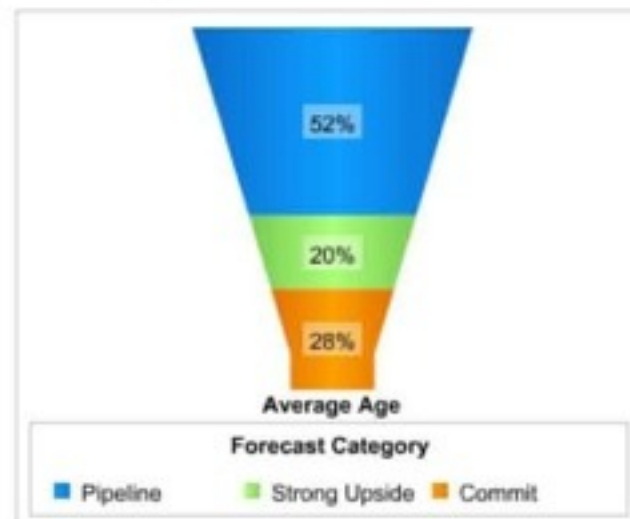
« Go to Dashboard List

# Southwest (Sales)

[🔍 Find a dashboard...] ▼ | [Edit] [Clone] [Refresh] ▼ As of Today at 9:38 AM

Southwest Territory

## Southwest (Sales Engineering Stage vs. RSM Stage)
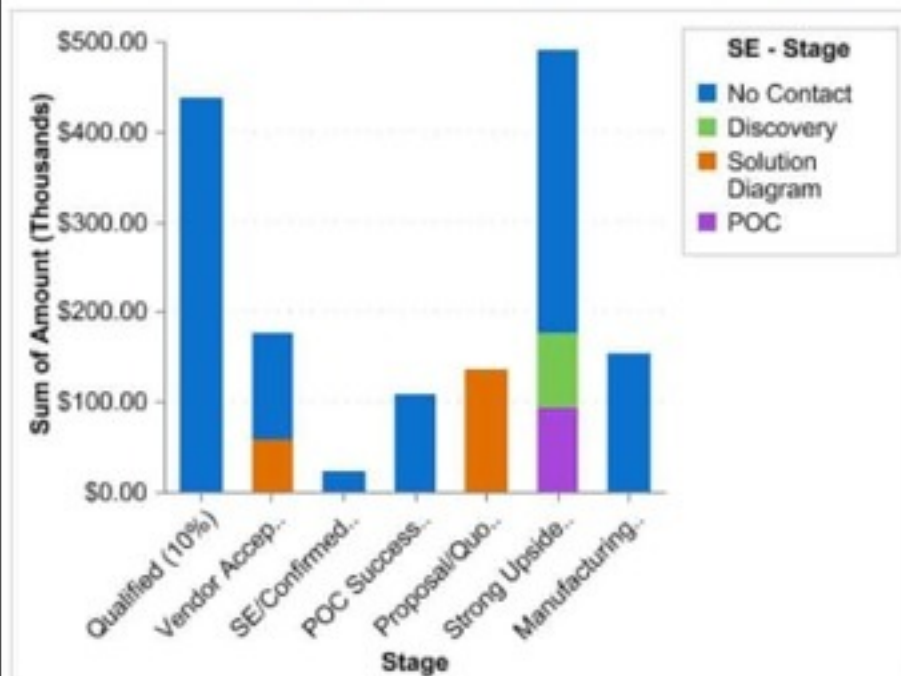


## Southwest (Opportunity Pipeline Forecast)



52%
20%
28%

Average Age

**Forecast Category**

■ Pipeline  ■ Strong Upside  ■ Commit

## Southwest (POC/Try and Buy)



$6.00: 2%
$96.83: 28%
$134.48: 39%
Total: $346.16
$16.00: 5%
$92.85: 27%

**Sum of Amount of Opty (Thousands)**

**Customer Company Name**

## Southwest (Open Opportunities in Current Quarter)



## Southwest (SE Stage)



$153.07: 10% $22.80: 1%
$437.90: 29%
$490.75: 32%
Total: $1,524.21
$175.92: 12%
$134.48: 9% $109.28: 7%

**Sum of Amount (Thousands)**

**Stage**

■ Qualified (10%)
■ Vendor Acceptable/Budget Confirmed (20%)
■ POC Success/or Not Needed (40%)
■ Proposal/Quote Accepted (50%)

## West (Legacy Evaluation Criteria)

The report returned no results.

Record Count

West (Opportunity History Changes)

1

# Proof of Concepts and Try and Buys Won Dashboard
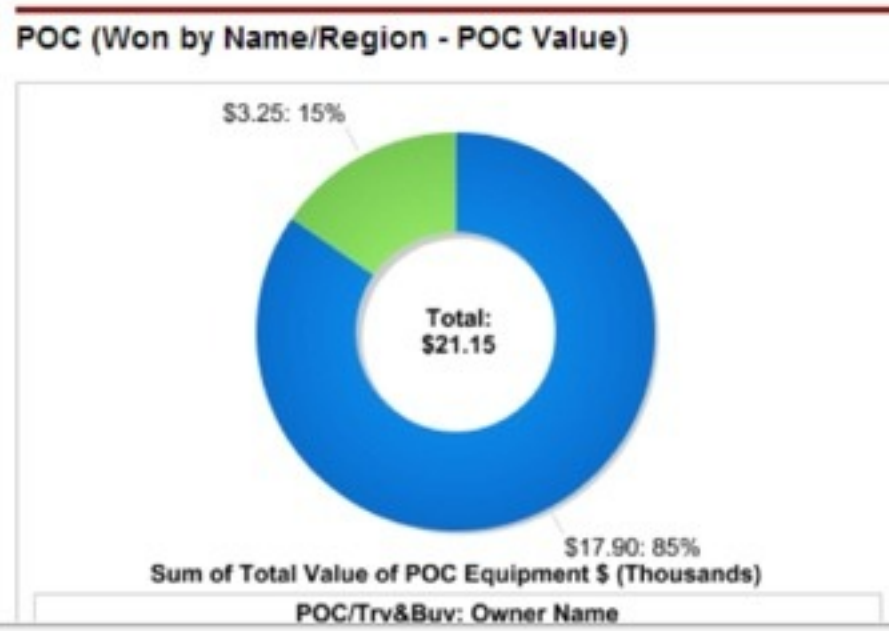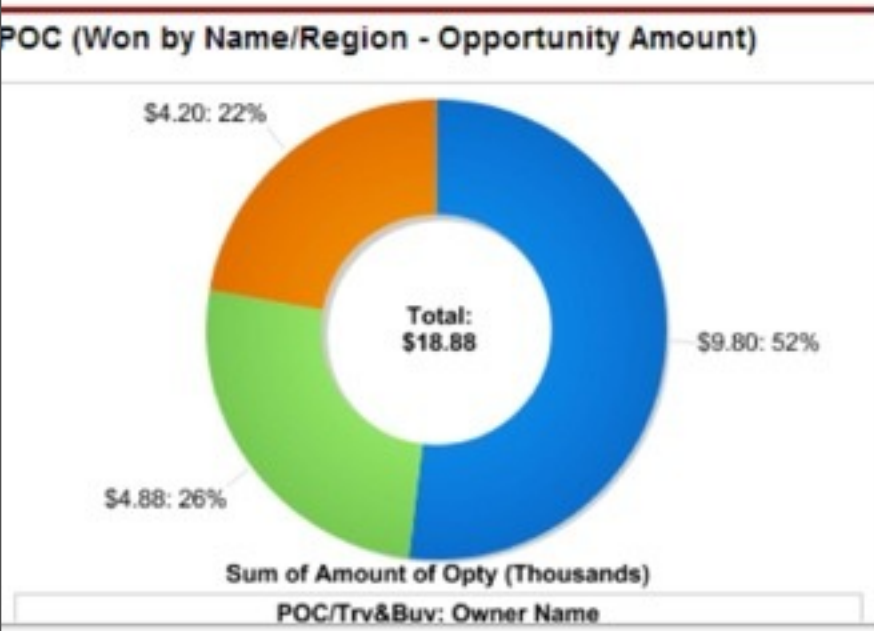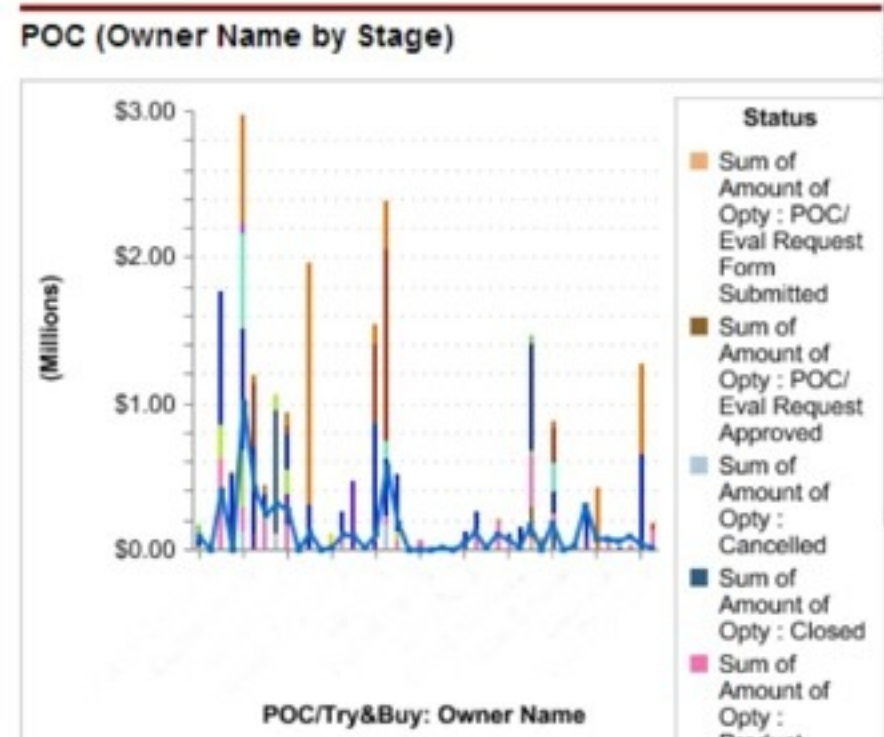
Add Tags

Find a dashboard...    | Edit | Clone | Refresh ▼ | As of Today at 8:38 AM     Viewing as Aaron Jan

| Status | POC/Try&Buy: Owner Alias | Region |

Proof of Concepts and Try and Buys Won Dashboard

## POC (Won by Opportunity Amount)

$5.00
$2.00
$0.00        $10.00
$0.02 : 0%

Sum of Amount of Opty (Millions)

## POC (Won by POC Value)

$1.00    $2.00
$0.00        $3.00
$0.02 : 1%

Sum of Total Value of POC Equipment $ (Millions)

## POC (Owner Name by Stage)

$3.00
$2.00
(Millions)
$1.00
$0.00

POC/Try&Buy: Owner Name

**Status**
- Sum of Amount of Opty : POC/Eval Request Form Submitted
- Sum of Amount of Opty : POC/Eval Request Approved
- Sum of Amount of Opty : Cancelled
- Sum of Amount of Opty : Closed
- Sum of Amount of Opty : Product Returned (All)
- Sum of Amount of Opty : Product Returned (Partial Return)
- Sum of Amount of Opty : Product Purchased (All)
- Sum of Amount of Opty : Product Purchased (Partial Purchase)
- Sum of Amount of

## POC (Won by Name/Region - Opportunity Amount)

$4.20: 22%
Total: $18.88
$9.80: 52%
$4.88: 26%

Sum of Amount of Opty (Thousands)
POC/Try&Buy: Owner Name

## POC (Won by Name/Region - POC Value)

$3.25: 15%
Total: $21.15
$17.90: 85%

Sum of Total Value of POC Equipment $ (Thousands)
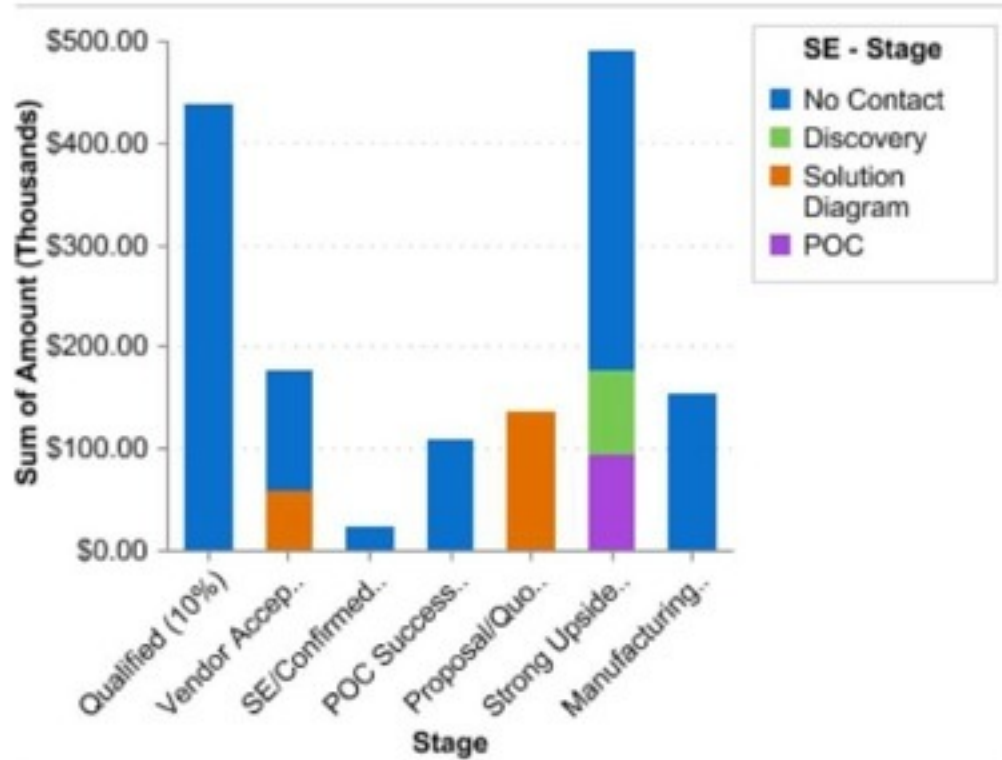POC/Try&Buy: Owner Name

# Southwest (Sales Engineering)

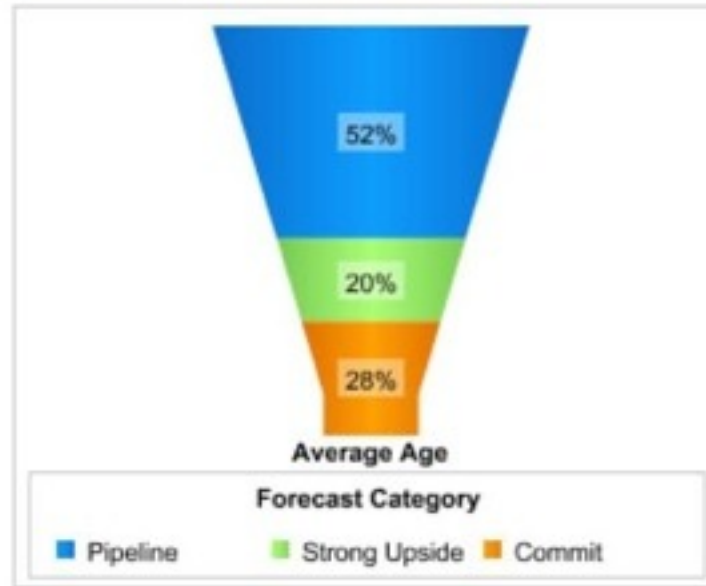Find a dashboard... ▼ | Edit | Clone | Refresh ▼ | As of Today at 9:37 AM

Southwest Territory

## Sales Engineering Stage vs. RSM Stage



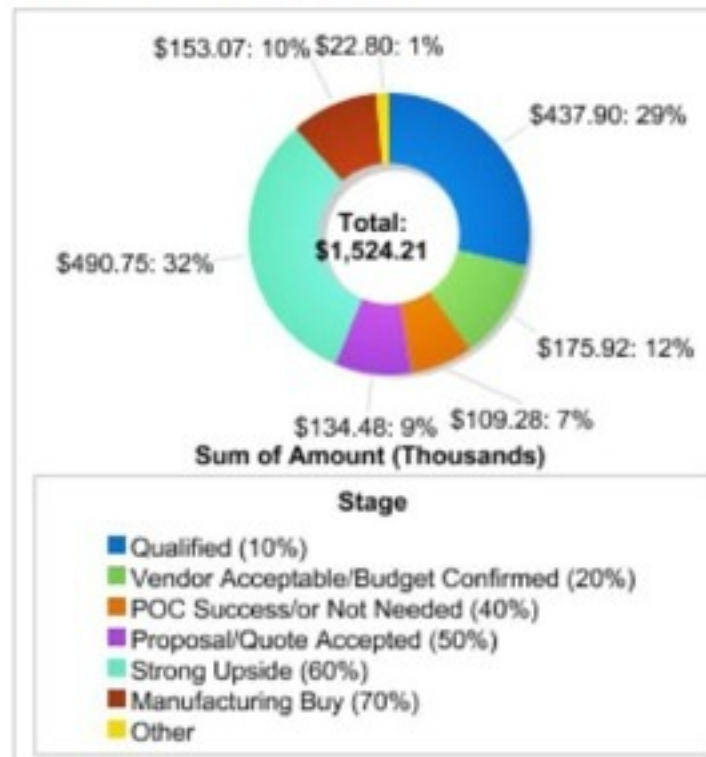## Southwest Opportunity Pipeline (Forecast)



## Evaluations (Southwest)

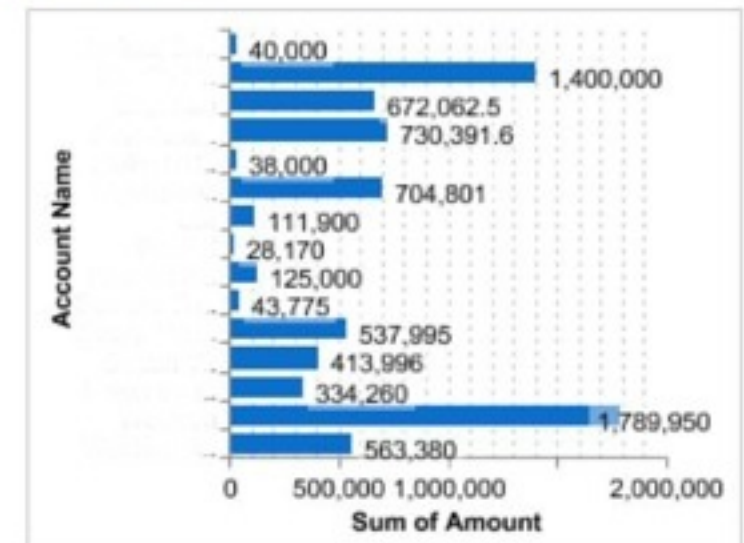The report returned no results.

Record Count

## Opportunities with Partner in Southwest

| Opportunity Owner Alias | Record Count |
|---|---|

## Southwest (SE Stage)



## Southwest Opportunity History (Changes)

# Southwest (>$100 K Required Fields)

Add Tags

Find a dashboard...  |  Edit  Clone  Refresh ▼ | As of January 23, 2013 at 2:41 AM  |  Viewing as Dean Beaver

Stage

Southwest Sales - > 100K Required Fields Dashboard

### SW Sales - >100K (What is the Identified Need or Pain?)

| Account Name | Opportunity Name | Sum of Amount |
|---|---|---|
| | | $140K |
| Total | | $140K |

### SW Sales - >100K (What is the Link to the Business/Corp Driver?)

| Opportunity Name | What is the link to the Business Driver? | Sum of Amount |
|---|---|---|
| Total | | $0 |

### SW Sales - >100K(What is the ROI?)

| Opportunity Name | What is your proposed ROI? | Sum of Amount |
|---|---|---|
| Total | | $0 |

### SW Sales - >100K (Who and number of Signatures Required?)

| Opportunity Name | Who and how many signatures are needed? | Sum of Amount |
|---|---|---|
| | 2 | $140K |
| Total | | $140K |

### SW Sales - >100K (What is the Compelling Event?)

| Opportunity Name | What is the Compelling Event? | Sum of Amount |
|---|---|---|
| | | $140K |
| Total | | $140K |

### SW Sales - >100K (What is the Unique Proposal?)

| Opportunity Name | What is your Unique Selling Proposition? | Sum of Amount |
|---|---|---|
| | The contractor who is providing the solution is a long time Opnet / VSS champion | $140K |
| Total | | $140K |

### SW Sales - >100K(What is the Buying Process?)

| Opportunity Name | What is the buying process? | Sum of Amount |
|---|---|---|
| | | $140K |
| Total | | $140K |

### SW Sales - >100K (What was the Date Added to the Forecast?)

| Opportunity Name | Date Added to Forecast | Sum of Amount |
|---|---|---|
| Total | | $0 |

### SW Sales - >100K (What is the Business Driver/Corp Initiative?)

| Opportunity Name | Sum of Amount |
|---|---|
| Total | $0 |

### SW Sales - >100K (What is the Technical Decision Process?)

| Opportunity Name | What is the Technical Decision Process? | Sum of Amount |
|---|---|---|
| Total | | $0 |

### SW Sales - >100K (What is the Buying Process w/VAR?)

| Opportunity Name | Sum of Amount |
|---|---|
| | $140K |
| Total | $140K |

# Southwest (Sales Engineering - Strategic Dashboard)

Add Tags

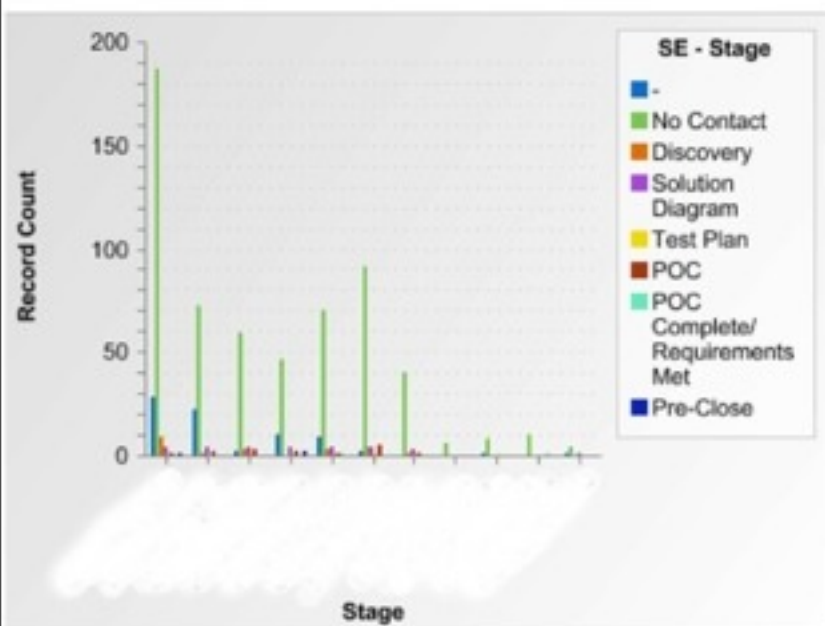# Sales Engineering (Strategic View)

Find a dashboard...    Edit  Clone  Refresh ▼  As of Today at 3:38 PM                 Viewing as Aaron Jan

'SS Sales Engineering Strategic View

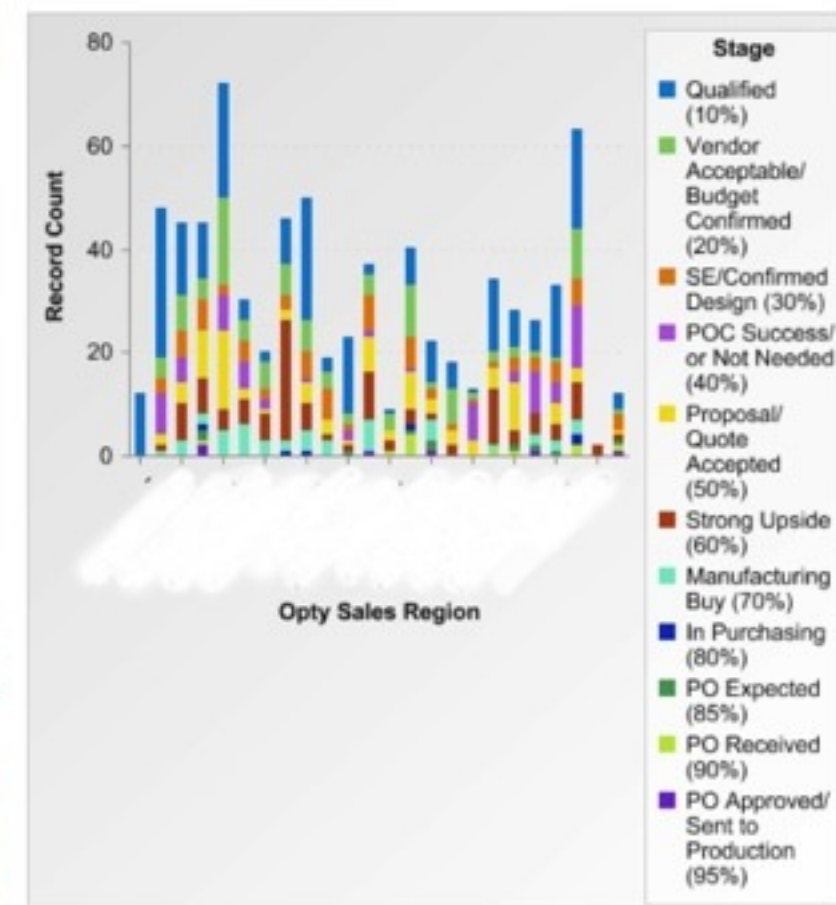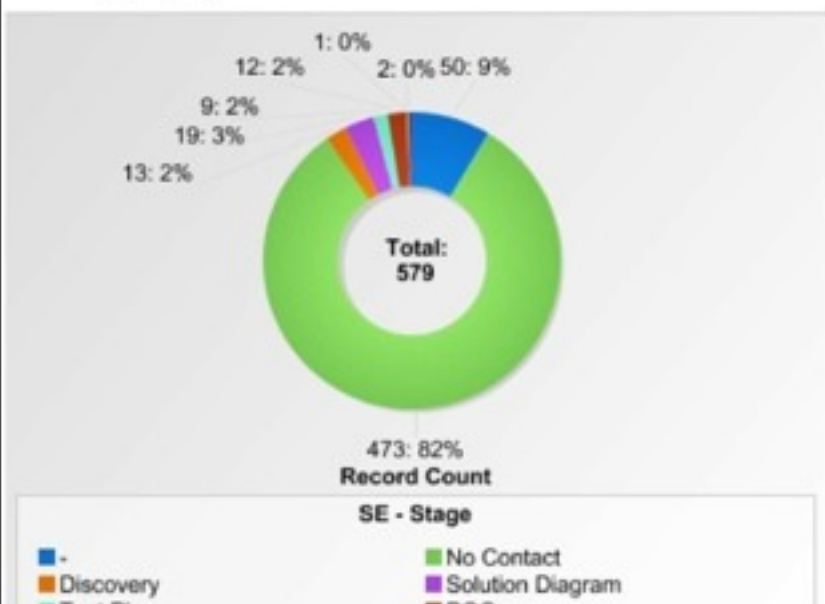## E (Sales Stage vs. SE Stage)
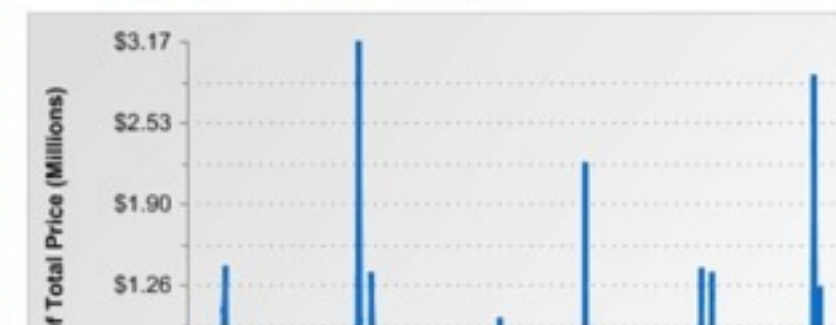


## SE (SE Stage vs. Sales Region)

The report returned no results.

## SE (Sales Stage vs. Sales Region)



## SE (Stage)



## SE (Opportunity Owner)

| Opportunity Owner | Sum of Total Price |
|---|---|
|  | $9.4M |
|  | $8.4M |
|  | $6.8M |
|  | $5.7M |
|  | $5.3M |
|  | $3.8M |
|  | $3.4M |
|  | $3.1M |
|  | $2.9M |
|  | $2.8M |
|  | $2.1M |
|  | $2.0M |
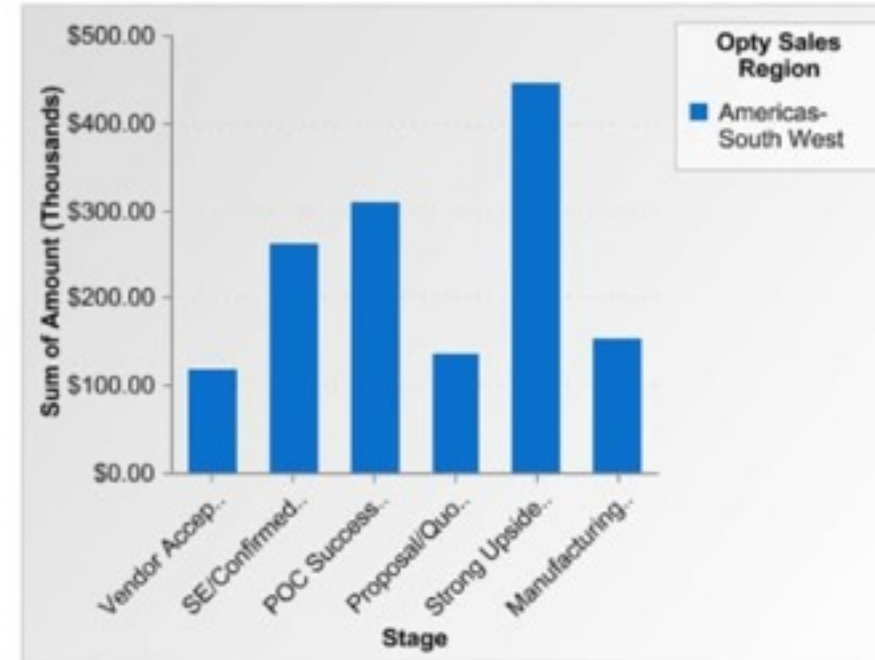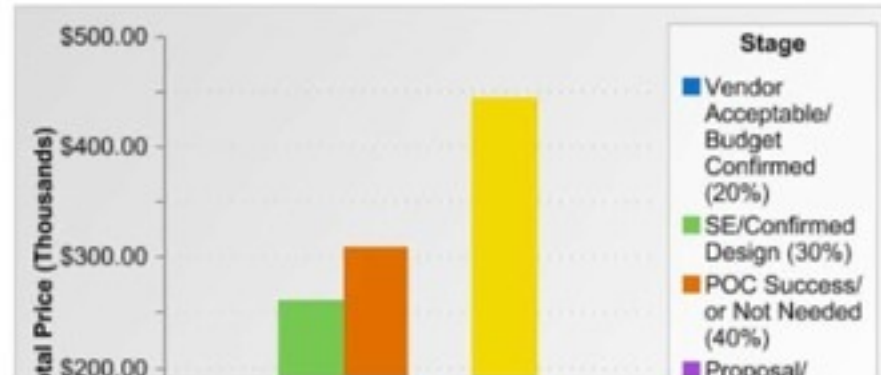
## SE (With Products Defined)



# vProtector Product Details

Find a dashboard...    Edit  Clone  Refresh ▼  As of Today at 3:45 PM

# Southwest (Historical Revenue)
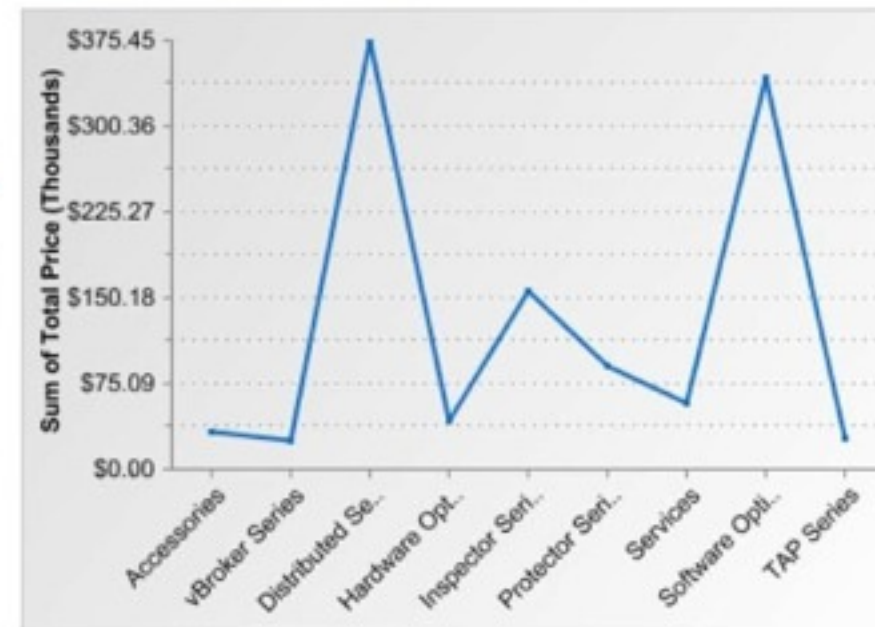
Find a dashboard...   | Edit | Clone | Refresh ▼ | As of Today at 5:27 AM

Viewing as Aaron Jane

Southwest Territory

## Southwest - Revenue List
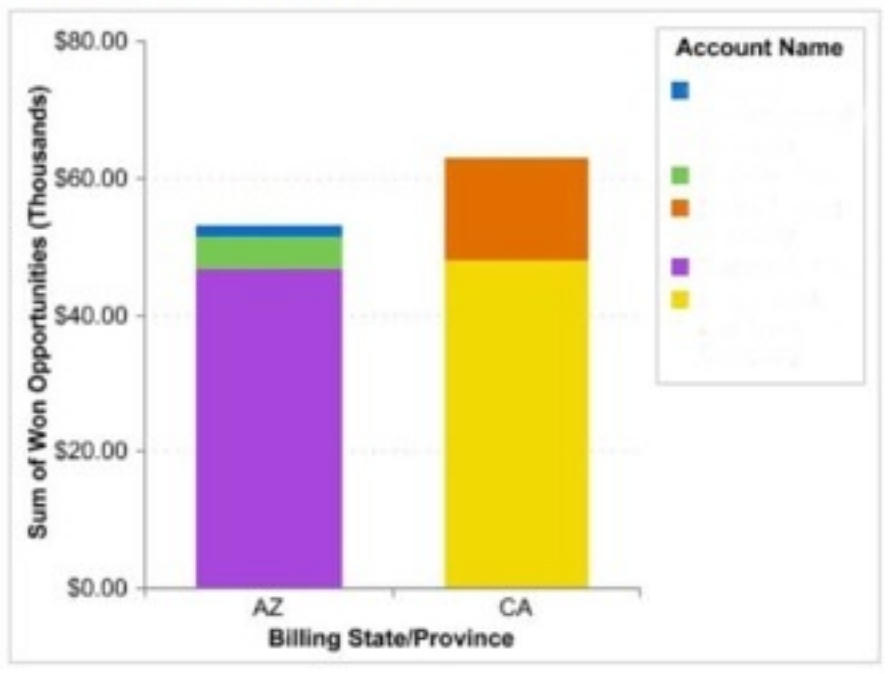


## Southwest - California Revenue List
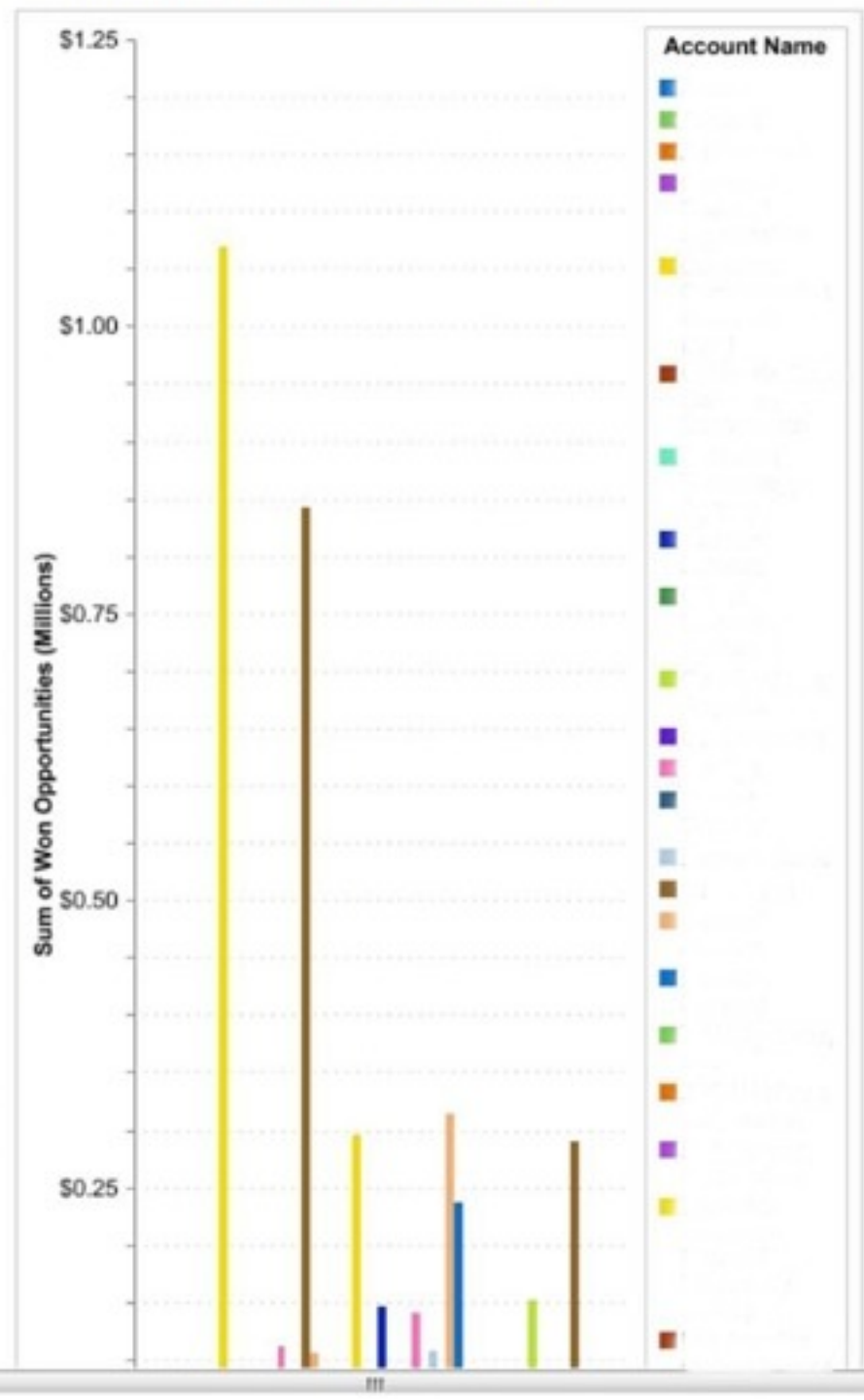


## Southwest - Arizonia Revenue List
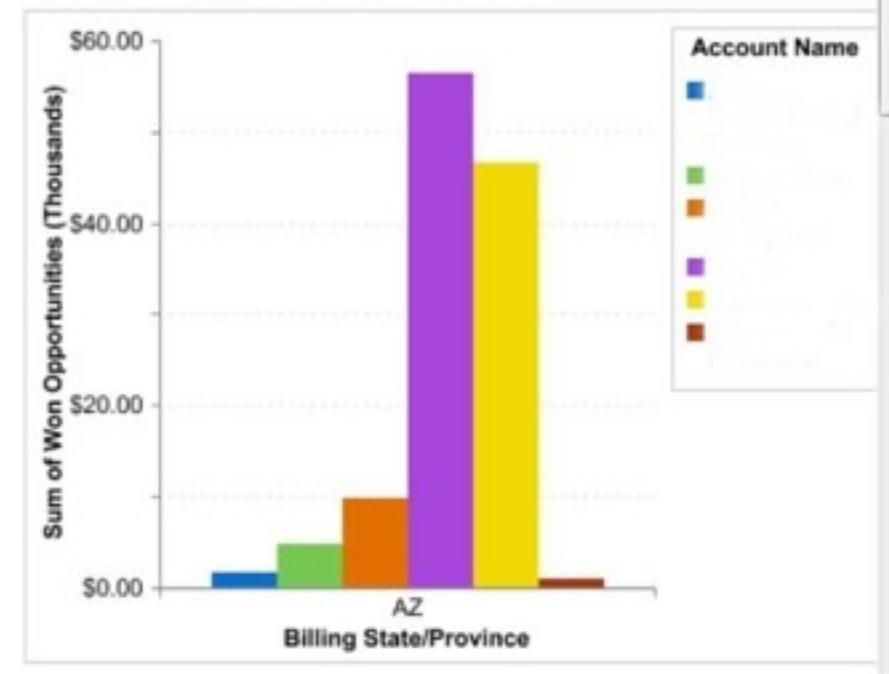


## Southwest - Complete Account Revenue List

| Billing State/Province | Account Name | Sum of Won Opportunities |
|---|---|---|
| AZ | | $2K |
| AZ | | $5K |
| AZ | | $47K |
| CA | | $15K |
| CA | | $48K |
| Total | | $116K |

## Southwest - Arizonia Revenue List

| Billing State/Province | Account Name | Sum of Won Opportunities |
|---|---|---|
| AZ | | $2 |
| AZ | | $5 |
| AZ | | $10 |
| AZ | | $56 |
| AZ | | $47 |
| AZ | | $1,00 |
| Total | | $120 |

## Southwest - Nevada Revenue List

The report returned no results.

# Southwest (Contacts)

Find a dashboard... | Edit | Clone | Refresh | As of January 20, 2013 at 6:46 AM | Viewing as Aaron Jans

Contact Status | Billing State/Province | Mailing State/Province

Southwest Region - Contacts

## Southwest - All Contacts
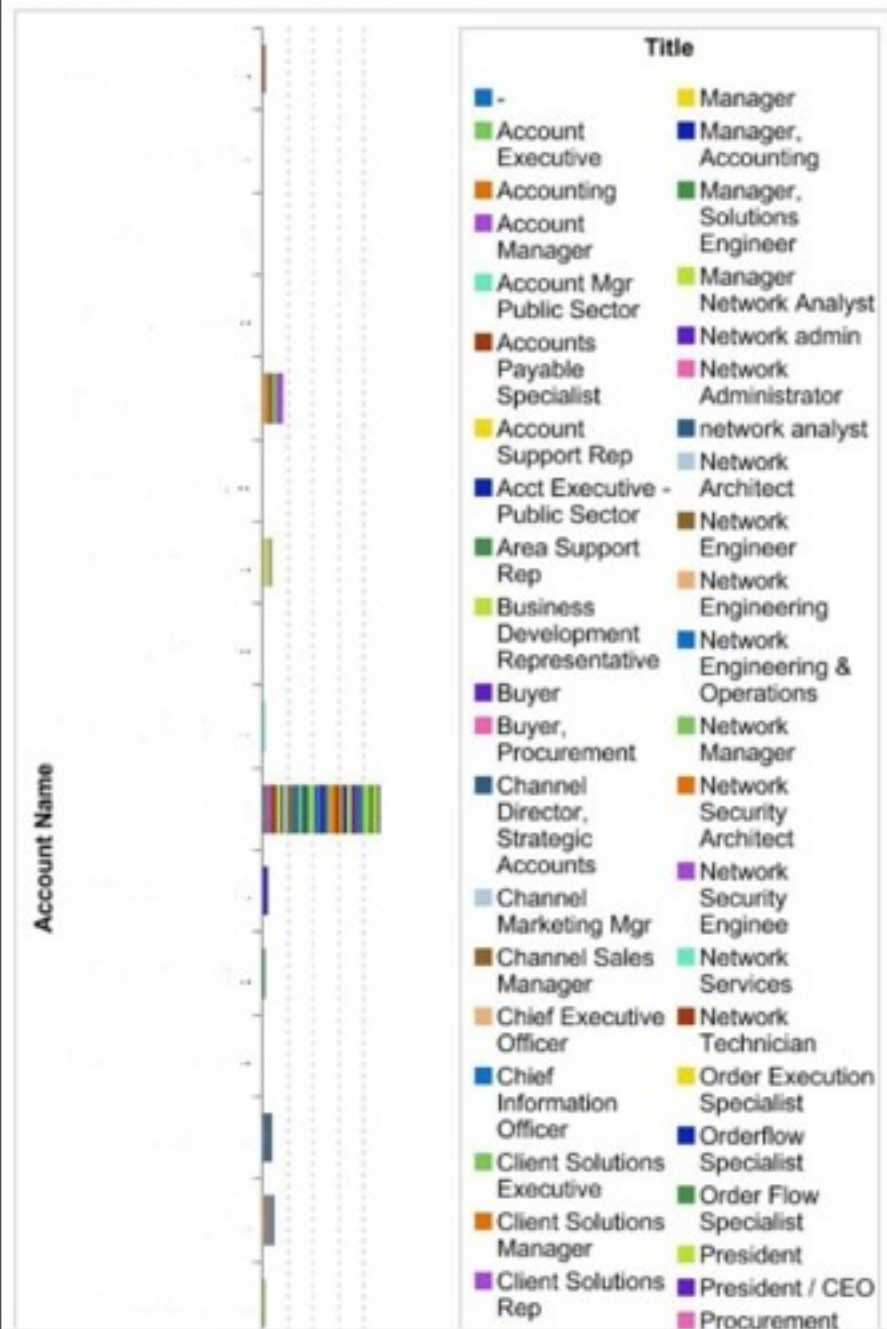


## Southwest - CA Contacts
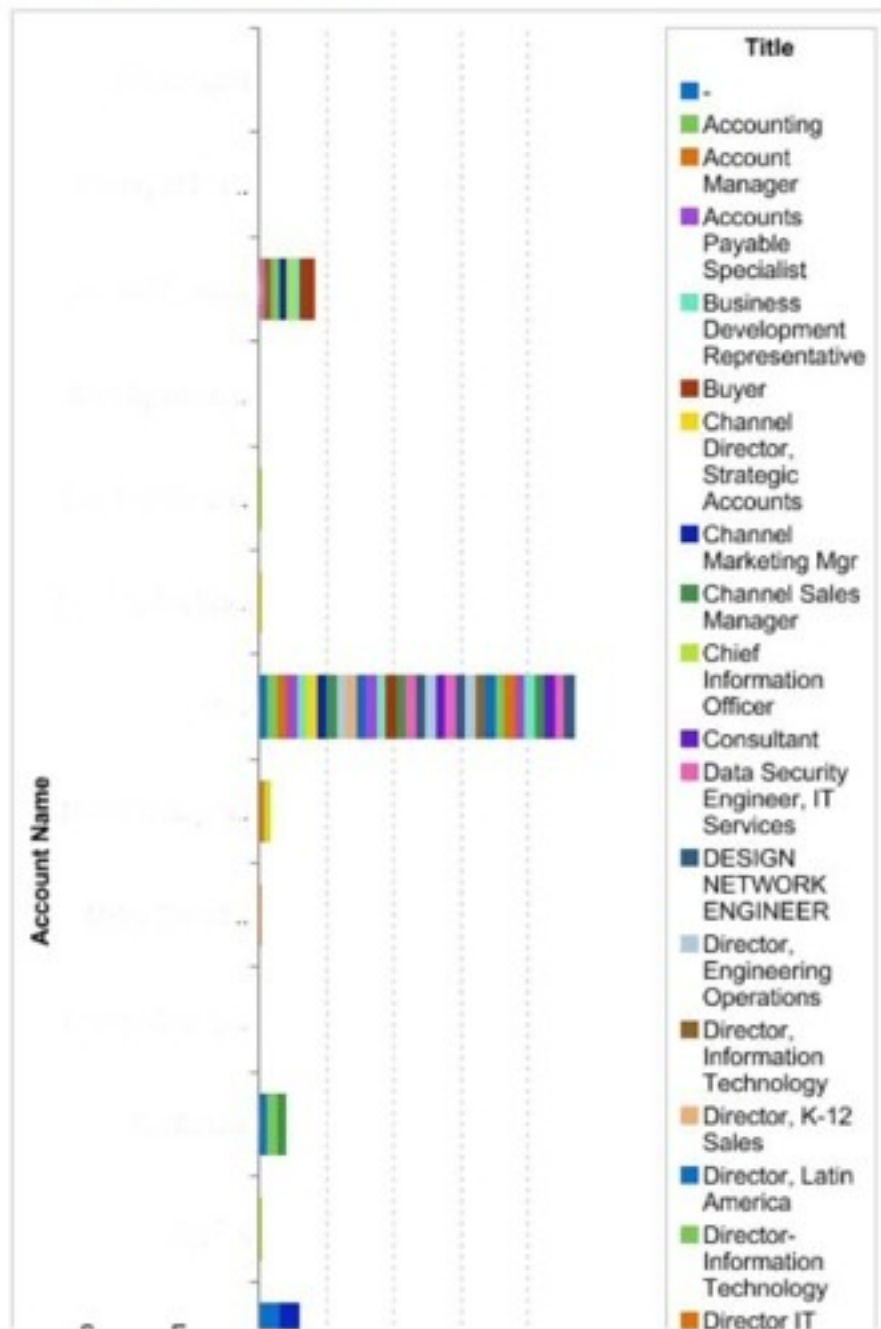


## Southwest - AZ Contacts
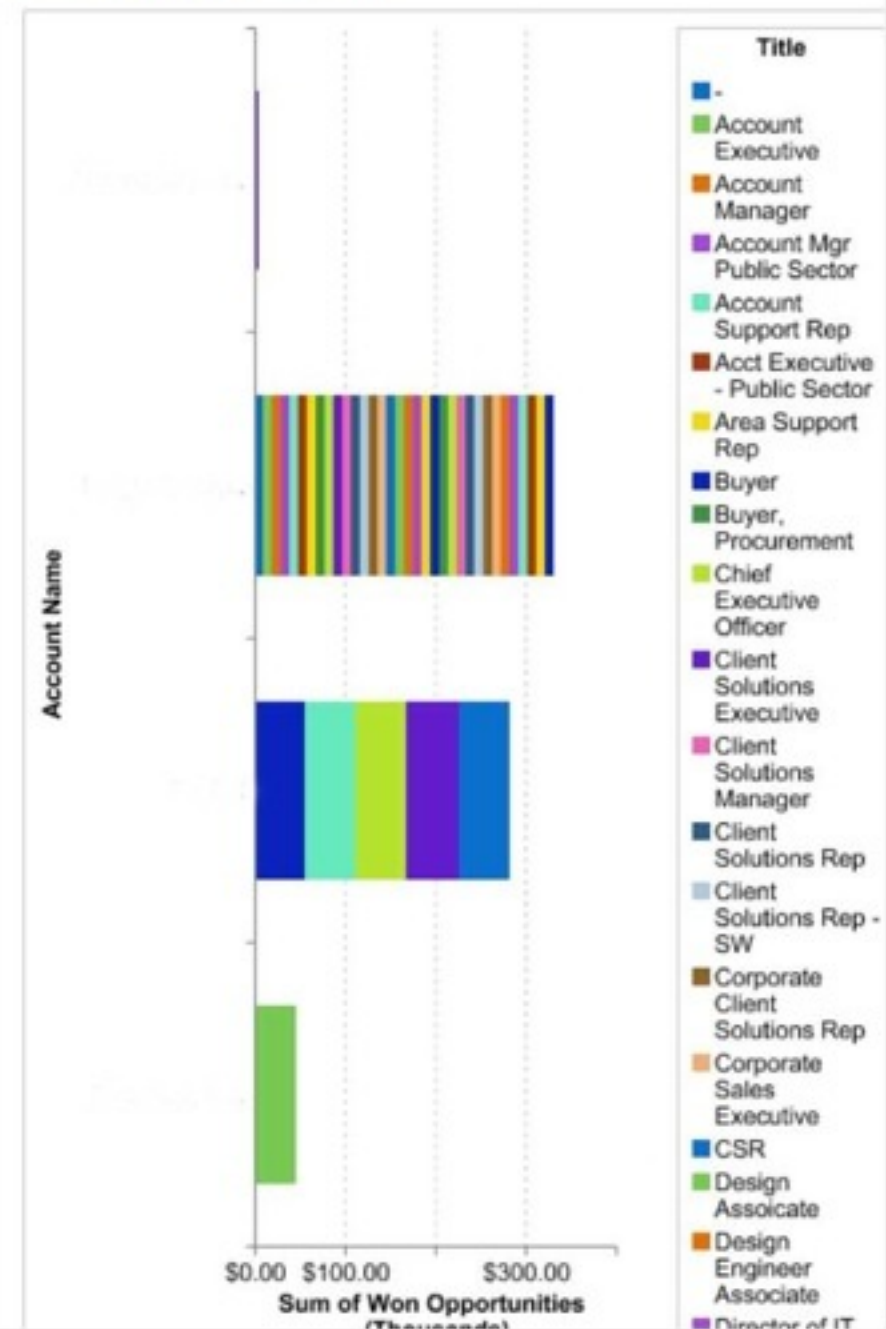
# Southwest (Current Quarter)

Find a dashboard...    Edit | Clone | Refresh ▼  As of Today at 6:29 AM

Viewing a

Southwest Territory - Tactical Sales Dashboard (Current Quarter)

## Southwest (Sales Engineering Stage vs. RSM Stage)
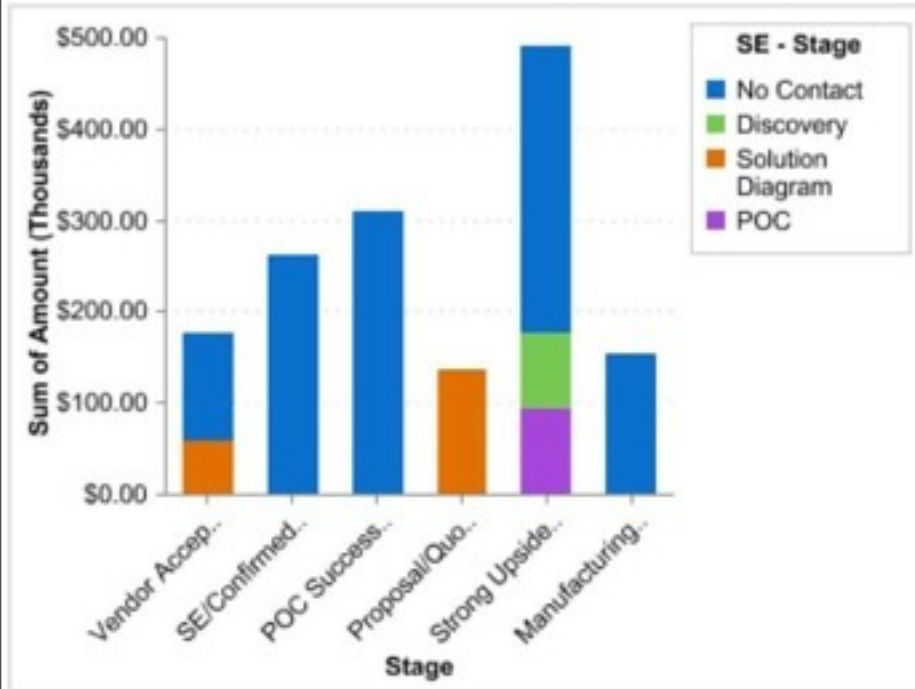


## Southwest (Opportunity Pipeline Forecast)
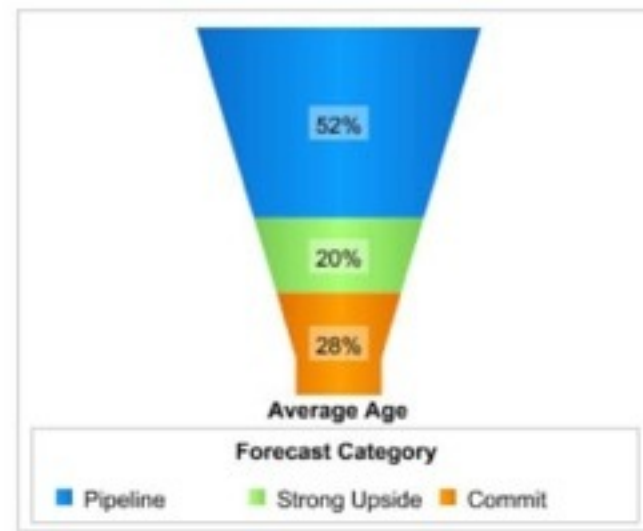


## Southwest (POC/Try and Buy)
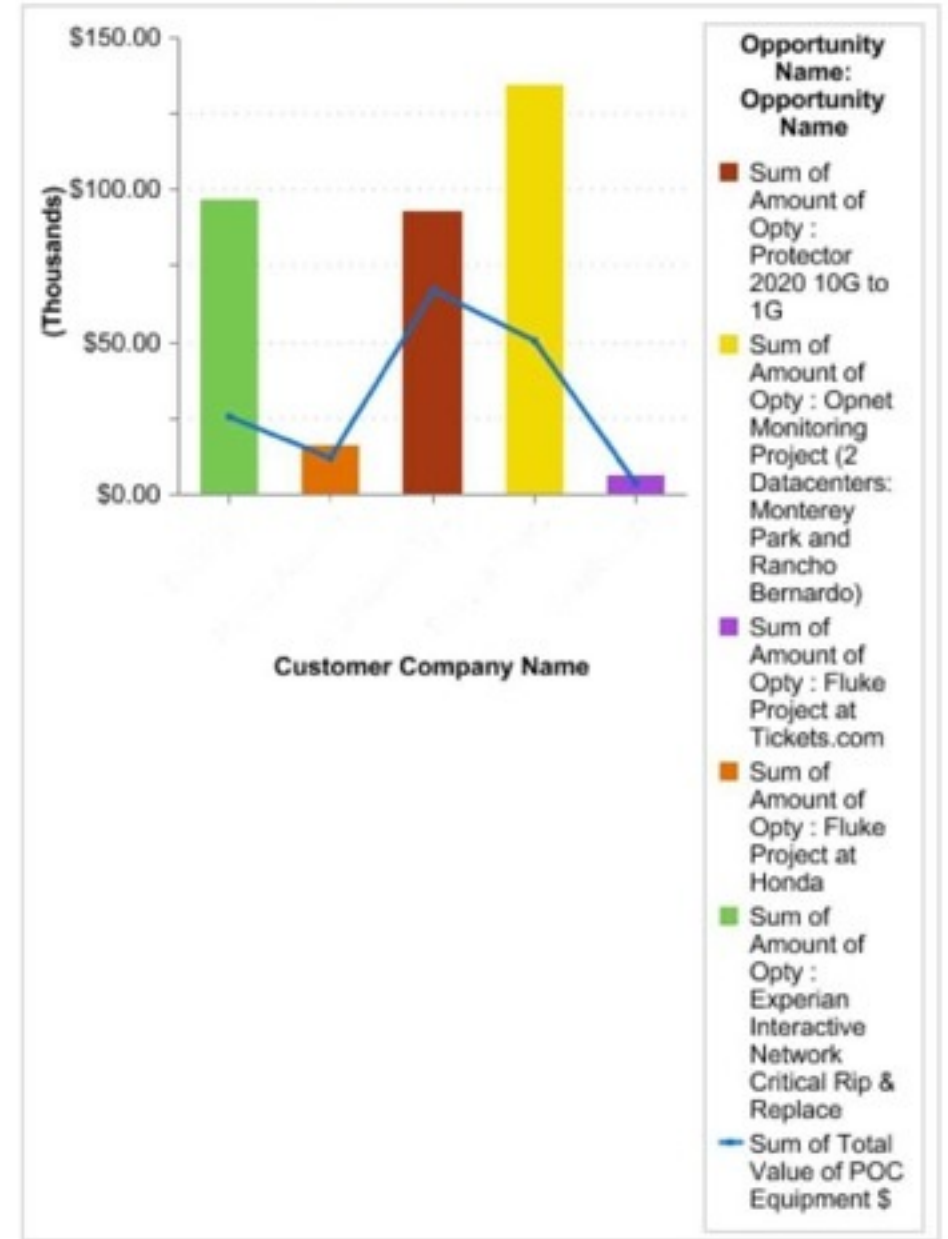


## Southwest (Open Opportunities in Current Quarter)
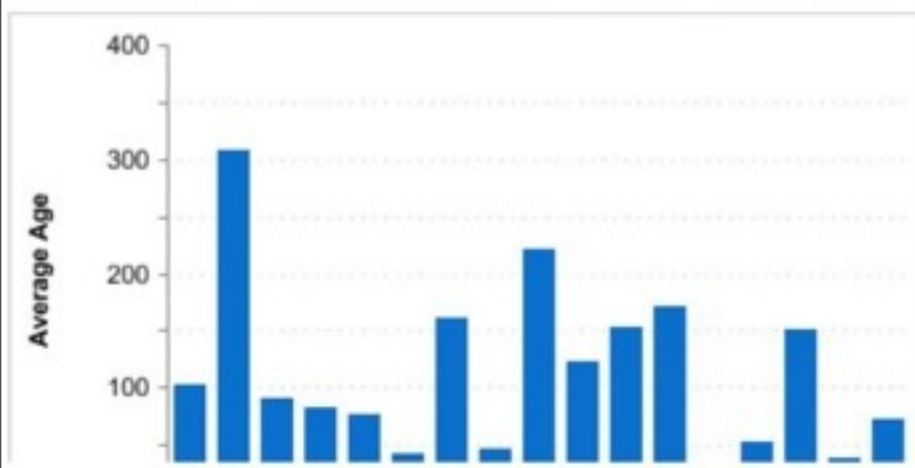


## Southwest (SE Stage)



# Southwest (Forecast)

# Southwest (Packet Optimization and Expert Features)

Southwest SE - Packet Optimization and Expert Features



**Packet Optimization**

Sales Region

$0.05: 1%   $0.00: 0%   $0.06: 1%
$0.00: 0%
$1.86: 30%
$2.68: 44%
$0.02: 0%
$0.09: 2%
$0.14: 2%          $0.02: 0%
$0.02: 0%   $0.05: 1%
$0.13: 2%

Sum of Amount (Millions)

Account Name

**Packet Optimization (Packet De-Dup)**

50: 12%

Total: 405

355: 88%
Record Count

Qualifying - Packet De-Duplication

■ -            ■ 0

**Packet Optimization (vStack over IP)**

50: 12%

Total: 405

355: 88%
Record Count

Qualifying - vStack

■ -            ■ 0

**Packet Optimization (vStack)**

50: 12%

Total: 405

355: 88%
Record Count

Qualifying - vSlice

■ -            ■ 0

**Packet Optimization (High Data Burst)**

50: 12%

Total: 405

355: 88%
Record Count

Qualifying - vSlice

■ -            ■ 0

# Competitive Dashboard

Add Tags

Find a dashboard...  Edit  Clone  Refresh ▼  As of January 10, 2013 at 3:12 PM

Viewing as

Alliance Group ▼    Sales Region ▼

Competitive Dashboard

## Competitive (Amount of Loss vs. Primary Competitor)

$0.00  $1.00  $2.00  $3.00

$2.85

Sum of Amount (Millions)

## Competitive (Win Rate vs. Primary Competitor)

0%  25%  50%  100%

28%

Win Rate

## Competitive (Loss Amount vs. Primary Competitor - Alliance)

$0.00  $1.00  $2.00  $3.00

$0.85

Sum of Amount (Millions)

## Competitive (Amount of Loss vs. Primary Competitor)
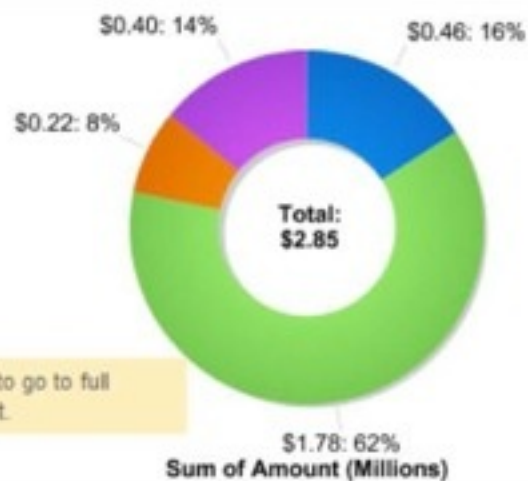
$0.40: 14%    $0.46: 16%
$0.22: 8%
Total: $2.85
Click to go to full report.
$1.78: 62%

Sum of Amount (Millions)
Competitor I: Competitor Name

## Competitive (Win Rate vs. Primary Competitor)

21%
Total: 27.59%
18%    62%

Win Rate
Competitor I: Competitor Name

## Competitive (Loss Amount vs. Primary Competitor - Alliance)

$18.80: 2%
$300.00: 35%
Total: $847.24
$405.59: 48%
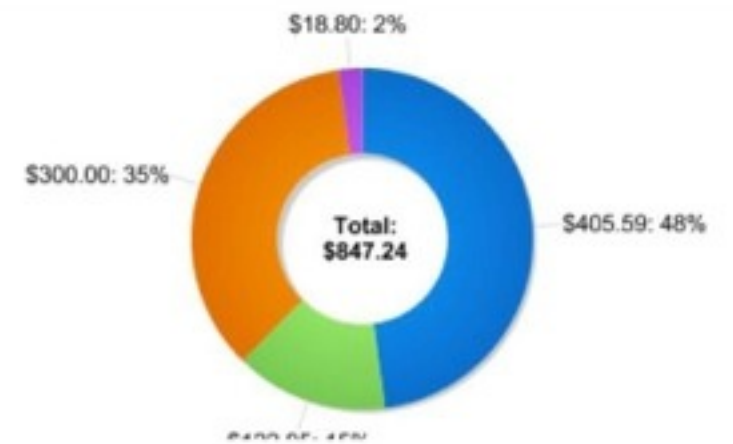
Find a dashboard...    Edit  Clone  Refresh ▼  As of Today at 3:45 PM

ech Alliance Manager (TAM)    Primary Application    Deal Source

rotector Product Detail

**Protector - Current FQ by Stage**



$0.59: 5%   $0.10: 1%   $1.67: 14%
$0.36: 3%
$0.00: 0%
$0.81: 7%
$0.04: 0%   $1.33: 11%
$0.04: 0%
$1.83: 15%
Total: $11.81   $0.58: 5%
$0.76: 6%
$0.54: 5%
$3.16: 27%

**Sum of Amount (Millions)**

**Stage**

- Qualified (10%)
- Vendor Acceptable/Budget Confirmed (20%)
- SE/Confirmed Design (30%)
- POC Success/or Not Needed (40%)
- Proposal/Quote Accepted (50%)
- Strong Upside (60%)
- Manufacturing Buy (70%)
- In Purchasing (80%)
- PO Expected (85%)
- PO Received (90%)
- PO Approved/Sent to Production (95%)
- Closed Won Shipped/Revenue (100%)
- Closed Lost- Record Locked
- Closed - Other (0%)

**Protector - Current FQ by Opportunity**



Qualified (10%)
Vendor Accepta..
SE/Confirmed D..
POC Success/or..
Proposal/Quote..
Strong Upside ..

**vProtector - Pipeline by Opportunity Stage**



$0.36: 3%
$2.86: 26%
$4.80: 43%
Total: $11.10
$3.08: 28%

**Sum of Amount (Millions)**

**Forecast Category**

- Pipeline    Strong Upside    Commit    Closed

**vProtector - Pipeline by Opportunity Stage / Name**



Pipeline

Strong Upside

Commit

Closed

$0.00    $1,000.00    $2,000.00    $3,000.00    $4,000.00    $5,000.00

**Sum of Amount (Thousands)**

**vProtector - Pipeline by Region / Own**



$0.15: 3%
$0.20: 3%
$1.08: 18%
$0.36: 6%
$0.08: 1%   Total: $5.88
$0.82: 14%
$0.08: 1%
$0.22: 4%   $0.74: 13%   $0.02

**Sum of Amount (Millions**

**Opty Sales Region**

**vProtector - Pipeline by Region / Own**



**Opty Sales Region**

# Sales Operations (Yearly Loss Analysis)

Add Tags

Find a dashboard... | Edit | Clone | Refresh ▼ As of January 8, 2013 at 3:32 PM

Viewing as Aaron Jans

Account Type | Sales Region | Alliance Group

Sales Operations - Loss Analysis for the Current Fiscal Year (FY). Closed/Lost = True.

## Yearly Loss Analysis Total (Region)

$47.33: 6%
$5.00: 1%
$100.00: 13%
$48.58: 6%
Total: $774.26
$409.99: 53%
$50.00: 6%
$113.36: 15%
Sum of Amount (Thousands)
**Sales Region**

## Yearly Loss Analysis Total (Opportunities)

$47.33: 6% $5.00: 1%
$48.58: 6%
$74.51: 10%
$38.84: 5%
Total: $774.26
$409.99: 53%
$100.00: 13%
$50.00: 6%
Sum of Amount (Thousands)
**Opportunity Name**

## Yearly Loss Analysis Total (Account)

$47.33: 6% $5.00: 1%
$48.58: 6%
$74.51: 10%
$38.84: 5%
Total: $774.26
$409.99: 53%
$100.00: 13%
$50.00: 6%
Sum of Amount (Thousands)
**Account Name**

## Yearly Loss Analysis Total (Reason)

**Closed Lost Reason**
- Lost- Budget
- Lost- Competition
- Lost- Price
- Lost- Other

$500.00
$400.00
$300.00
$200.00
$100.00
$0.00
Sum of Amount (Thousands)

## Yearly Loss Analysis Total (Opportunities)

$500.00
$400.00
$300.00
$200.00
$100.00
Sum of Amount (Thousands)

## Yearly Loss Analysis Total (Account)

**Sales Region**

$500.00
$400.00
$300.00
$200.00
$100.00
$0.00
Sum of Amount (Thousands)

13

# vInspector Product Details

Add Tag
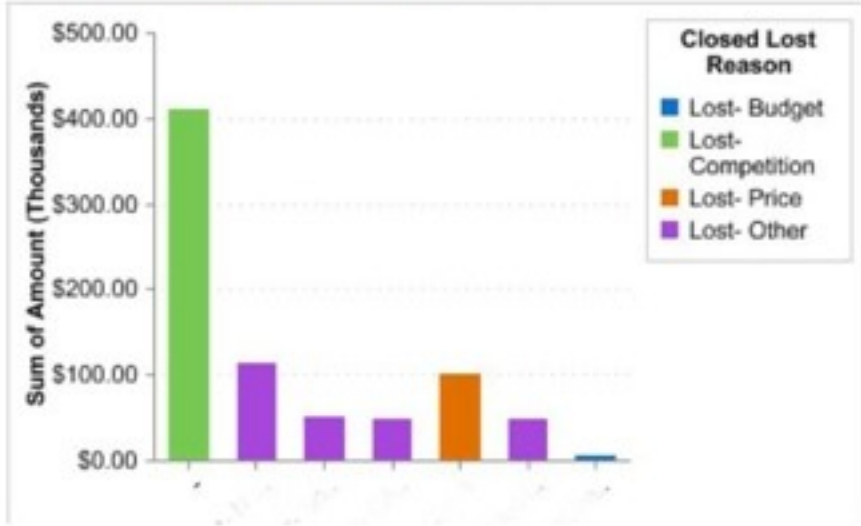
Find a dashboard...     Edit | Clone | Refresh ▼   As of January 18, 2013 at 2:42 PM     Viewing as Aaron Ja...

Stage ▼     Stage ▼

vInspector Product Detail

## vInspector - Current FQ by Stage



Total: $9.90

$0.50: 5%  $0.31: 3%  $0.64: 6%
$0.36: 4%
$3.58: 36%
$4.52: 46%

Sum of Amount (Millions)

**Stage**
- Qualified (10%)
- Vendor Acceptable/Budget Confirmed (20%)
- SE/Confirmed Design (30%)
- POC Success/or Not Needed (40%)
- Strong Upside (60%)
- Other

## vInspector - Pipeline by Opportunity Stage



$1.40
$3.58
$4.91
$0.36
$0.50
$0.58

Sum of Amount (Millions)

**Stage**
- Qualified (10%)
- Vendor Acceptable/Budget Confirmed (20%)
- SE/Confirmed Design (30%)
- POC Success/or Not Needed (40%)
- Strong Upside (60%)
- Other

## vInspector - Pipeline by Account



Total: $11.31

$0.50: 4%  $0.58: 5%  $1.40: 12%
$0.36: 3%
$3.58: 32%
$4.91: 43%

Sum of Amount (Millions)

**Stage**
- Qualified (10%)
- Vendor Acceptable/Budget Confirmed (20%)
- SE/Confirmed Design (30%)
- POC Success/or Not Needed (40%)
- Strong Upside (60%)
- Other

## vInspector - Current FQ by Opportunity



Opportunity Name
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :

## vInspector - Pipeline by Opportunity Stage / Name



Opportunity Name
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :

## vInspector - Pipeline by Account



Account Name
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :
- Sum of Amount :

Expand All | Collapse All

🔍 Quick Find

**Force.com Home**

**System Overview**

**Personal Setup**

▶ My Personal Information
▶ Email
▶ Import
▶ Desktop Integration
▶ My Chatter Settings
▶ My Social Accounts and Contacts

**App Setup**

▶ Customize
▶ Create
▶ Develop
▶ Deploy
　Schema Builder
　Installed Packages
　AppExchange Marketplace
　Critical Updates

**Administration Setup**

▶ Manage Users
🔽 Manage Territories
　Settings
　Hierarchy

▶ Company Profile
▶ Security Controls
▶ Communication Templates
▶ Translation Workbench

# Creating the Territory Hierarchy

You can build on the existing territory hierarchy shown on this

**Your Organization's Territory Hierarchy**

Collapse All  Expand All

⊟
　├── Add Territory
　⊟ **Global Sales**　Edit | Del
　　├── Add Territory
　　⊟　　　　　Edit | Del
　　　├── Add Territory
　　　⊞　　　Edit | Del
　　　　└── Add Territory
　　　⊞　　　Edit | Del
　　　　└── Add Territory
　　　⊞　　　Edit | Del
　　　　└── Add Territory
　　　⊞　　　Edit | Del
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　　　　└── Add Territory
　　　⊞　　　Edit | Del
　　　　└── Add Territory
　　⊞　　　Edit | Del
　　　└── Add Territory
　　⊞　　　Edit | Del
　　　└── Add Territory
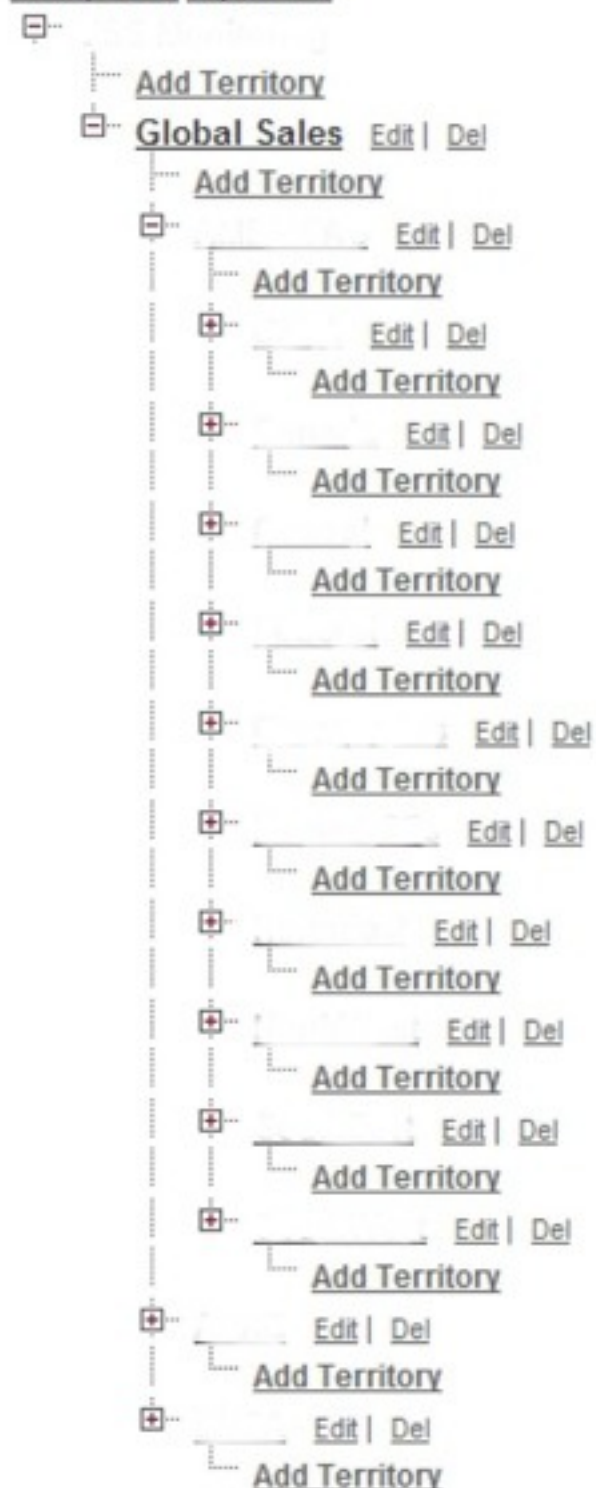
# Forecast

**Forecast:**    **Find a Forecast:**

Global Sales    By User ▾    [_____] 🔍

[ Submit ] [ Forecast History ] [ Sharing ]

| **Range Start:** | **Range Length:** | **Display Units:** |
|---|---|---|
| January ▾   FY 2013 ▾ | 3 periods ▾ | Exact Value ▾ |

| Forecast Category | January FY 2013 | February FY 2013 | March FY 2013 | Totals |
|---|---|---|---|---|
| Quota | | | | |
| Closed | | | | |
| Commit | | | | |
| Best Case | | | | |
| Pipeline | | | | |

**Forecasts**   Opportunities

Choose a view: View by Period ▾

### 🟢 January FY 2013

| Direct Report | Closed | Commit | Direct Report's Commit | Best Case | Direct Report's Best Case | Pipeline |
|---|---|---|---|---|---|---|
| | | ✎ | | | ✎ | |
| | | ✎ | | | ✎ | |
| | | ✎ | | | ✎ | |
| | | | | | | |
| Total | | | | | | |
| Adjusted Total | | ✎ | | | ✎ | |

### 🟢 February FY 2013

| Direct Report | Closed | Commit | Direct Report's Commit | Best Case | Direct Report's Best Case | Pipeline |
|---|---|---|---|---|---|---|
| | | ✎ | | | ✎ | |
| | | ✎ | | | ✎ | |

# Sales Operations - Quote Dashboard

Find a dashboard...  |  Edit  Clone  Refresh ▼  As of December 5, 2012 at 1:22 PM  |  Viewing as

Sales Operations - Quote Dashboard

## Sales Operations - Quotes with Line Items
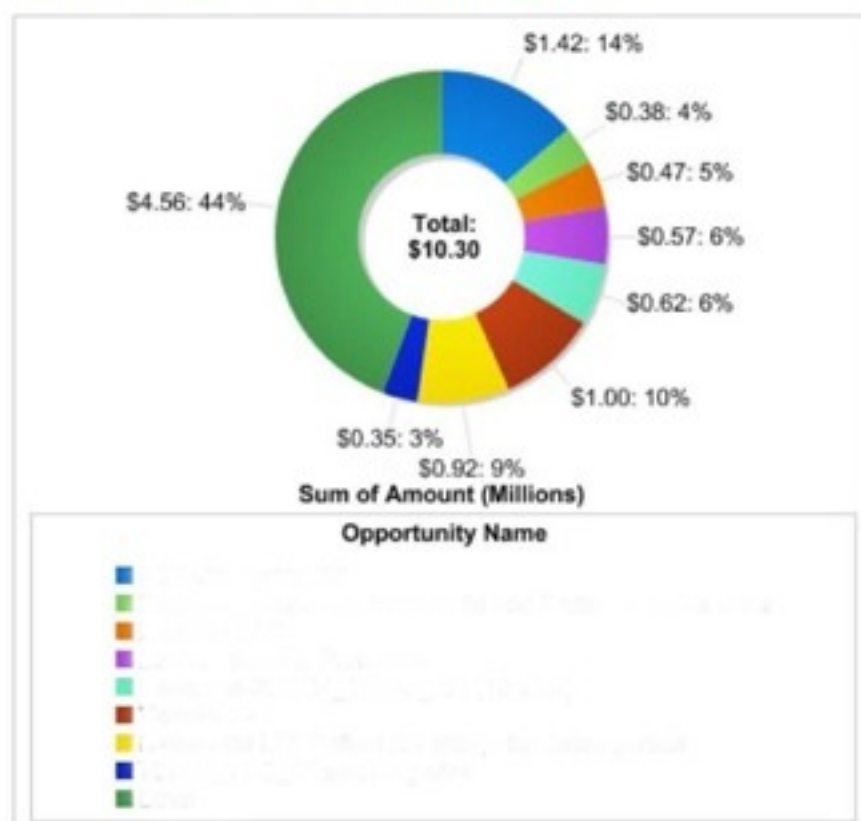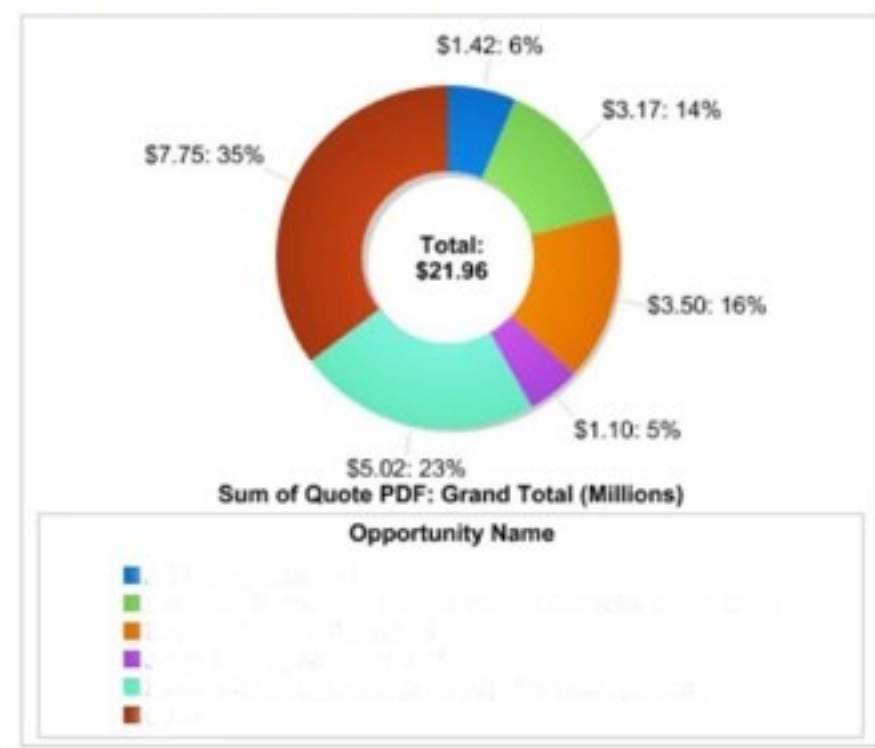


$1.42: 14%
$0.38: 4%
$0.47: 5%
$0.57: 6%
$0.62: 6%
$1.00: 10%
$0.92: 9%
$0.35: 3%
$4.56: 44%

Total: $10.30

Sum of Amount (Millions)
Opportunity Name

## Sales Operations - Quotes with PDFs



$1.42: 6%
$3.17: 14%
$3.50: 16%
$1.10: 5%
$5.02: 23%
$7.75: 35%

Total: $21.96

Sum of Quote PDF: Grand Total (Millions)
Opportunity Name

## Sales Operations - Quotes vs. Opportunity Amount



$1.42: 7%
$0.68: 3%
$1.94: 9%
$2.04: 9%
$1.58: 7%
$5.02: 23%
$1.13: 5%
$7.72: 36%

Total: $21.54

Sum of Quote Line Item: Total Price (Millions)
Opportunity Name

## Sales Operations - Quotes with Line Items



There are too many values to plot.

Opportunity Name

## Sales Operations - Quotes with PDFs



There are too many values to plot.

Opportunity Name

0   2   4   6   8   10
Sum of Quote PDF: Grand Total (Millions)

## Sales Operations - Quotes vs. Opportunity Amount



$6.00
$4.00
$2.00
$0.00
(Millions)

■ Sum of Quote Line Item: Tot Price
■ Sum of Amou

17

# Alliance - (Detailed Analysis)

Add T
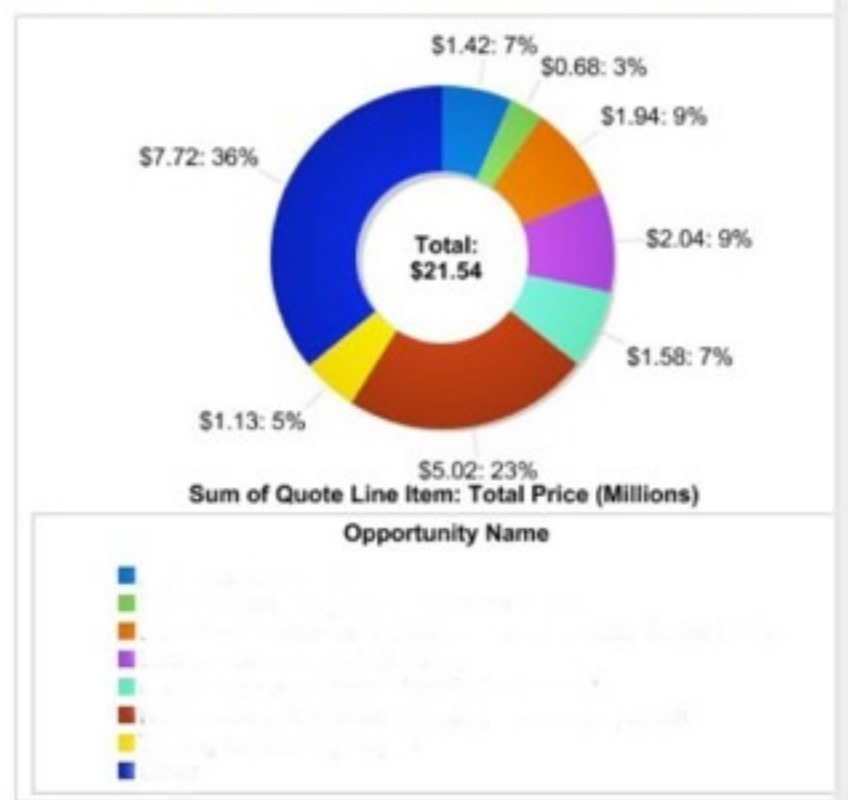
lliance Partner - (Detailed Analysis)



Alliance - as Alliance Partner (Total)



Alliance - as Alliance Partner (Won)

The report returned no results.



Alliance - as Alliance Partner (Lost)

The report returned no results.



Alliance - Companies as Account (Total)



Alliance - Companies as Account (Total)



Alliance - Companies as Account (Total)
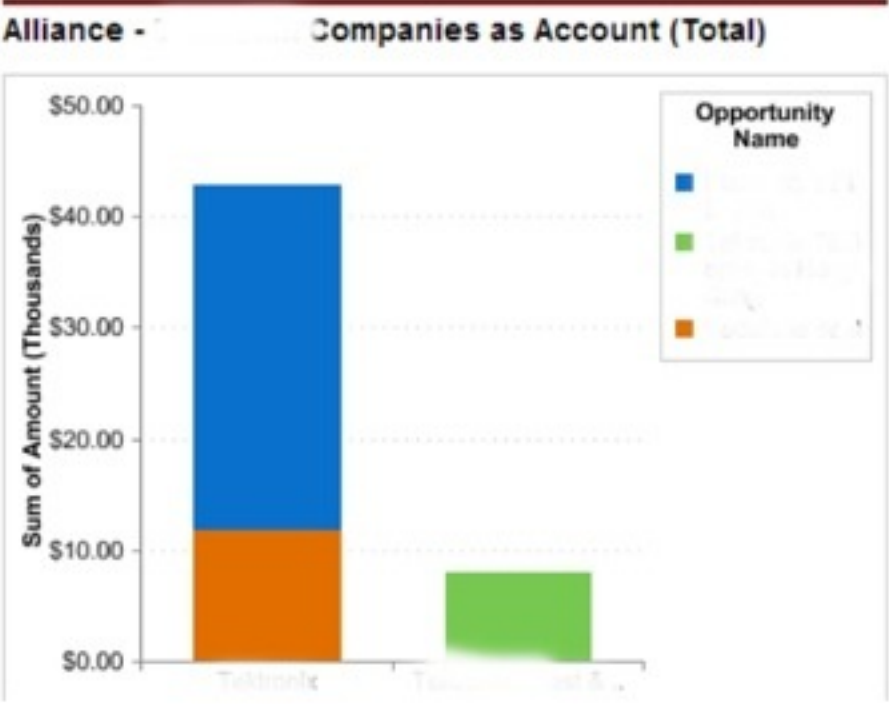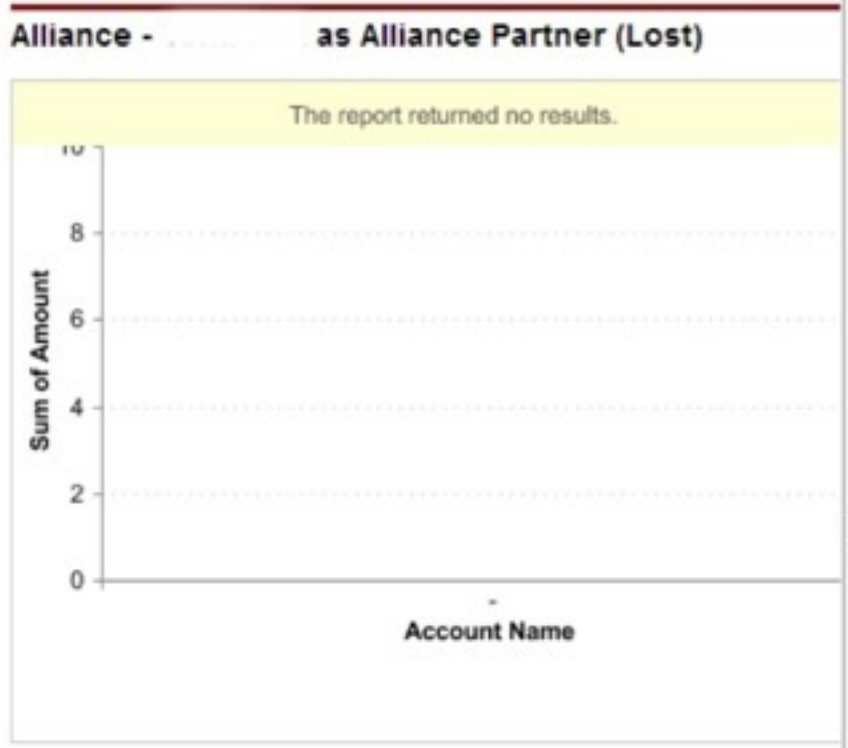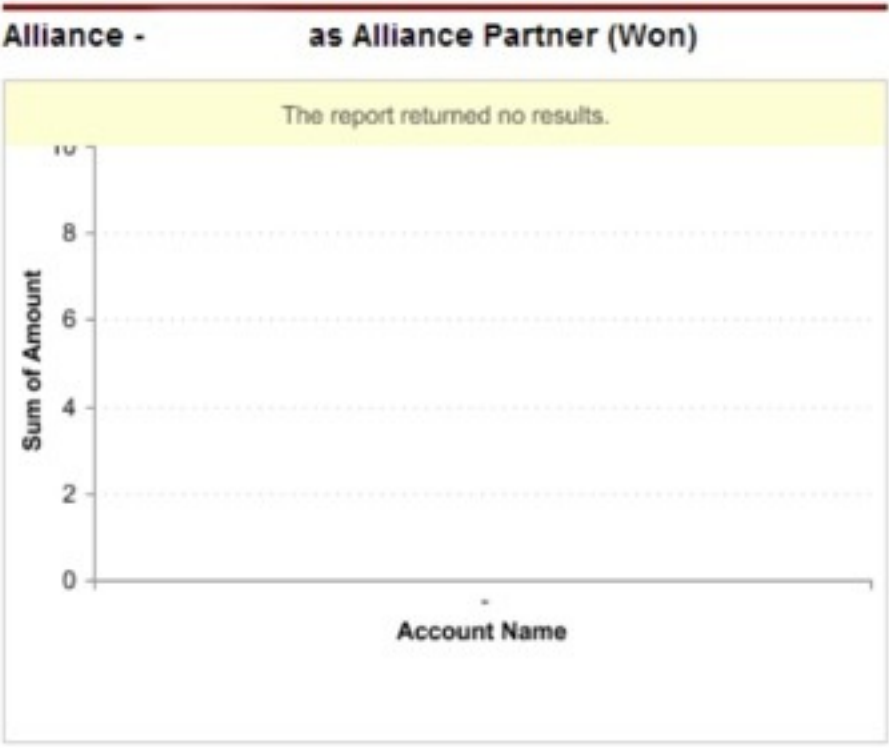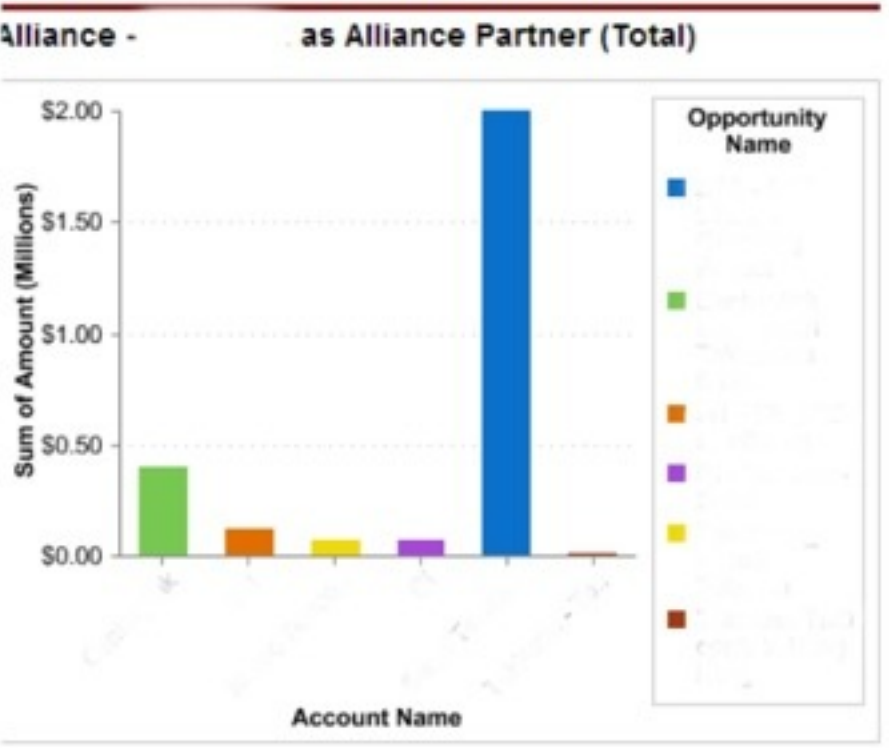
# Product Management - Feature Requests

Closed ▾    FR Status ▾    Status ▾

Product Management - Feature Requests Dashboard

## Feature Requests (Status)



27: 11%  9: 4%
22: 9%
24: 9%
17: 7%
104: 41%
Total: 256
53: 21%
**Record Count**

**FR Status**
- ■ -
- ■ N/A
- ■ Accepted
- ■ Declined
- ■ Pending
- ■ In Development
- ■ Completed
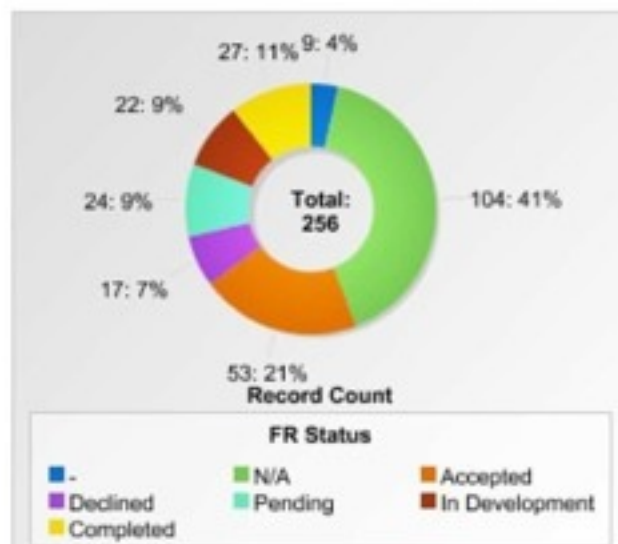
*Shows Feature Requests by Status.*

## Feature Requests (Competitors)



2: 1%  2: 1%  8: 3%
3: 1%
1: 0%
4: 2%
Total: 256
230: 90%
**Record Count**

**FR Competitor**
- ■ -
- ■
- ■
- ■
- ■
- ■
- ■
- ■
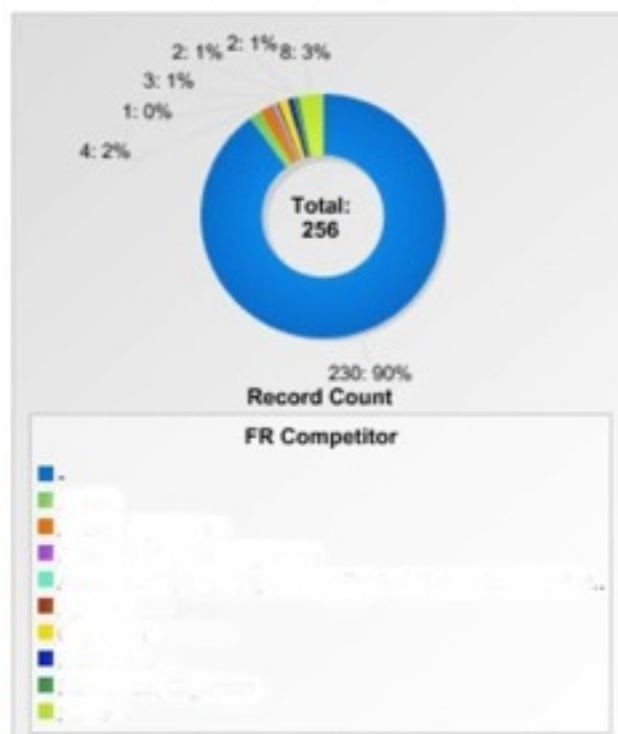
## Feature Requests (Related Topics)



2: 1%
2: 1%   1: 0%
3: 1%
6: 2%
4: 2%
4: 2%
1: 0%
1: 0%
Total: 256
205: 80%
**Record Count**

**FR Related Topic**
- ■ -
- ■ 64-bit Counters for Statistics/Metrics
- ■ 802.1q or 802.1.ad VLAN/Port Tagging
- ■ Alerts for Overflow Drops
- ■ Binary configuration file that includes IP/Mask/GW
- ■ Configuration Related
- ■ Counters should include decimal separators
- ■ Documentation should include fiber orientation RX/TX
- ■ Filter support for host alias (both ip src and dest)
- ■ GUI Should Display MAC and SN
- ■ HTTP/HTTPS Certificate Replacement
- ■ L2TP - L3VPN decapsulation
- ■ Monitor Ports should Tx without Rx
- ■ Multiple IP Filters on Low-End Taps
- ■ Packet defragmentation
- ■ Port names for Monitor Settings
- ■ Power grounding for 2 prong power supplies
- ■ Regulatory Compliance Certification
- ■ Save Readable Configuration file
- ■ Tech Support data in one command
- ■ User Management Changes
- ■ User-Independent Filtering
- ■ V24 Inline tap on all ports
- ■ vStack VLAN Tag Via Config
- ■ Wireshark Dissector Plugin for VSS Packets
- ■ 802.1q or 802.1.ad port tagging
- ■ SNMP - Counter Overflow Drops
- ■ Single Quote For Authentication

*Shows Feature Requests grouped by Related Topics ie. How many Feature Requests are related to another topic?*

## Feature Requests (Origin)

## Feature Requests (Subject and FR Related Topic))

| Subject | FR Related Topic | Record Count |
|---|---|---|
| %-based Load Balancing | | 1 |
| 10G Copper Support | | 1 |
| 10G Tapping on v2x16/v4x24 | | 1 |
| 1G HDBB | | 1 |
| 802.1Q or 802.1.ad | 802.1q or 802.1.ad VLAN/Port Tagging | 1 |
| Ability to configure products via SNMP | | 1 |
| Ability to Get Counter page-like stats via SNMP | | 1 |
| About packet de-duplication feature20121002 | | 1 |
| Add "+" in System Status screen for Remove ports | | 1 |
| Add "Packets Forwarded" Counter to DPI Finder Windo | | 1 |
| Add "Splice/Mask" feature | | 1 |
| Add default login password | | 1 |
| Add definition of VLAN ID ranges in VLAN filtering command | | 1 |
| Addition of VLAN to filter group | | 1 |
| Add Logo/Icon beside each Tap in the vStack window | | 1 |
| Add to LB a weighted round-robin algorithm | | 1 |
| Add vAssure support to V 1.2 C.C-F-C and V 2.1 C.C-F-A products | | 1 |
| Allow "Offset" to be specified prior to "Quick Filter" expression | | 1 |
| All tech support data in one command | Tech Support data in one command | 1 |
| Bandwidth Info in Interfaces Group | | 1 |

# POC - Opportunity Details - SE

Add Tags

Find a dashboard...    Edit  Clone  Refresh ▼  As of December 13, 2012 at 12:16 PM                     Viewing as Aaron Jans
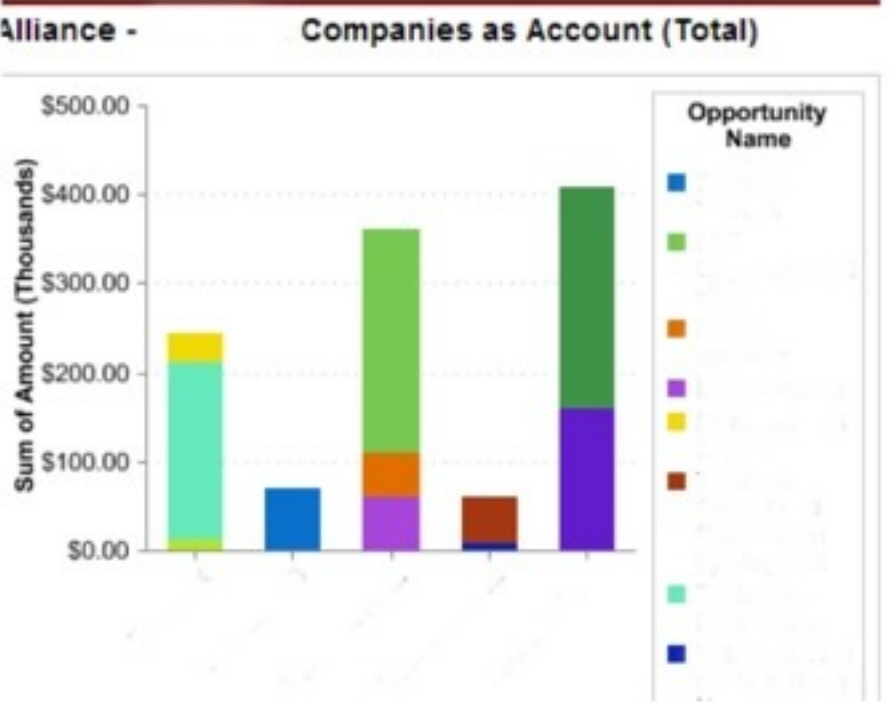
Proof of Concepts and Try and Buys - Opportunity Details -SE Dashboard
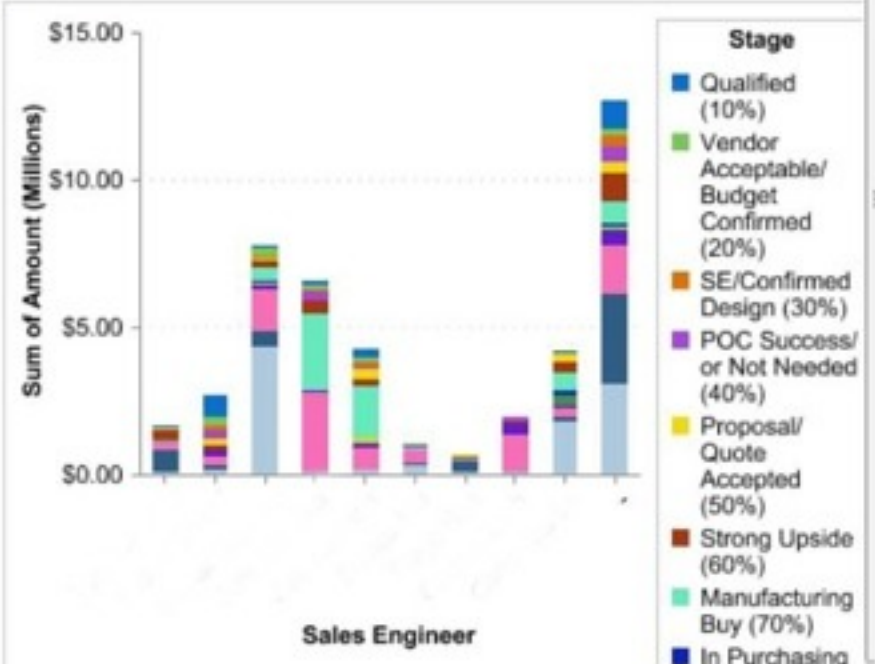
## POC (Won by Opportunity Amount)



$5.00
$2.00
$0.00                                          $43.52
$43.52 : 435%
Sum of Amount (Millions)

## POC (Won by POC Value)



$2.00
$1.00
$0.00                                          $43.52
$43.52 : 1,451%
Sum of Amount (Millions)

## POC (Owner Name by Stage)



**Stage**
- Qualified (10%)
- Vendor Acceptable/ Budget Confirmed (20%)
- SE/Confirmed Design (30%)
- POC Success/ or Not Needed (40%)
- Proposal/ Quote Accepted (50%)
- Strong Upside (60%)
- Manufacturing Buy (70%)
- In Purchasing (80%)
- PO Expected (85%)
- PO Received (90%)
- PO Approved/ Sent to Production (95%)
- Closed Won Shipped/ Revenue (100%)
- Closed Lost- Record Locked
- Closed - Other (0%)

Sales Engineer

## POC (Won by Name/Region - Opportunity Amount)



$1.63: 4%
$1.76: 4%          $2.67: 6%
$12.72: 29%                     $7.78: 18%
Total:
$43.52
                                $6.56: 15%
$4.18: 10%
$1.92: 4%
$4.29: 10%
Sum of Amount (Millions)
**Sales Engineer**

## POC (Won by Name/Region - POC Value)



$1.63: 4%
$1.76: 4%          $2.67: 6%
$12.72: 29%                     $7.78: 18%
Total:
$43.52
                                $6.56: 15%
$4.18: 10%
$1.92: 4%
$4.29: 10%
Sum of Amount (Millions)
**Sales Engineer**