

Opportunity Pivot User, Process and Month Estimate Close Date

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Friday, December 30, 2011

CH TechONE
13 East 54th St. Suite 300
New York, NY 10008
212-555-2485

RECORD_MANAGER		ESTIMATED_CLOSE_DATE												
TOTAL		January	February	March	April	May	June	July	August	September	October	November	December	Grand Total
Closed - Lost	CHT1 Sales					24,300	297,000							321,300
Closed - Won	CHT1 Sales					184,100	716,500							900,600
	CHT1 Service					2,000	10,000							12,000
Closed - Won Total						186,100	726,500							912,600
Open	CHT1 Sales	2,000	8,000	12,000	5,000	238,800	1,023,800	4,000	7,500		12,000		5,000	1,318,100
	CHT1 Service					12,300	50,000			2,000		2,000		66,300
Open Total		2,000	8,000	12,000	5,000	251,100	1,073,800	4,000	7,500	2,000	12,000	2,000	5,000	1,384,400
Grand Total		2,000	8,000	12,000	5,000	461,500	2,097,300	4,000	7,500	2,000	12,000	2,000	5,000	2,618,300