Larkspur Precision

Sales

2026-11-29

The period shown on this page. PGOS, from the company file.

The 80/20 Institute

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How to read this page

Sample company. These aren't your numbers.

Sales forecast. Open pipeline revenue 5334000.0. Weighted forecast 2179815.67. Rep call 1166769.78. On the Profit Bridge $117.8K from 3 approved wins plus the older commit rows. A forecast is revenue, not the Profit Bridge number. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

A blank stays off. Nothing here posts.

Profit rank and segments

38 of 320 customers hold 80.0% of profit.

Open pipeline $5.3M. Weighted forecast $2.2M.

These forecast figures are revenue. They are not on the Profit Bridge.

Which customer holds the profit

Jan 15–Dec 15, 2025. Profit by customer. Each bar is one customer. A customer with no profit figure stays off. A loss stays off. The longest bar holds the most profit. Nothing here posts.

Each bar is the profit already named for that customer. A blank profit stays off. It is not stored as zero. A loss stays off. A known zero stays on the chart. The longest bar holds the most profit. The chart shows the eight largest. The rest stay on the customer list. Nothing posts.

Nothing here posts.

292 more customers have a profit. They stay on the customer list.

Profit by customer

Customer	Profit
Bramble Facilities 001	$120.2K
Pellam Grain House 002	$117.2K
Northwick Packing Hall 003	$114.2K
Calder Clinic Plant 004	$111.2K
Hest Glass Works 005	$108.2K
Morrow Facilities 006	$105.2K
Quinlan Grain House 007	$102.2K
Sable Packing Hall 008	$99.2K

Which open deal holds the revenue

Jan 15–Dec 15, 2025. The current pipeline. Each bar is open revenue for one deal. A blank stays off. A loss stays off. A known zero stays on. A won deal stays off. A lost deal stays off. The longest bar holds the most. Nothing here posts.

Each bar is revenue on a deal that is still open. A won deal stays off. A lost deal stays off. A blank revenue stays off. A loss stays off. A known zero stays on the chart. Two deals for the same account stay apart when the stage is different. The longest bar holds the most. The chart shows the eight largest. The rest stay on the list. Nothing posts.

Nothing here posts.

124 more open deals stay on the list.

Open deal revenue

Deal	Revenue
Legacy Commit Co	$150.0K
Verbal Yes Co	$64.0K
commit · Vesper Glass Works 050	$39.4K
Bramble Facilities 061	$39.4K
Calder Clinic Plant 064	$39.4K
commit · Bramble Facilities 041	$39.4K
commit · Calder Clinic Plant 024	$39.4K
commit · Calder Clinic Plant 044	$39.4K

Which rep holds the won revenue

Jan 15–Dec 15, 2025. The current book. Each bar is won revenue for one rep. A rep with no won revenue stays off. A known zero stays on. A loss stays off. The longest bar holds the most. Nothing here posts.

Each bar is revenue on deals already marked won for that rep. It is not the quota and it is not open pipeline. A rep with no won revenue stays off. A known zero stays on the chart. A loss stays off. Two spellings of the same name are one bar. The longest bar holds the most. The chart shows the eight largest. The rest stay on the scorecard. Nothing posts.

Nothing here posts.

Won revenue by rep

Rep	Won revenue
Tom Reyna	$533.5K
Nia Calder	$286.7K
Owen Pell	$281.6K
Ruth Quinlan	$214.4K
Seth Morrow	$209.3K
Tara Vesper	$188.2K
Vic Yarrow	$73.0K
Uma Weld	$62.1K

Core account plans

Core plans current: 23 of 38.

Core account plans

Account	Status	Owner	Next action	Last review
Bramble Facilities 001	Current	Tom Reyna	Review the plan	2026-10-01
Pellam Grain House 002	Current	Tom Reyna	Review the plan	2026-10-01
Northwick Packing Hall 003	Current	Tom Reyna	Review the plan	2026-10-01
Calder Clinic Plant 004	Current	Tom Reyna	Review the plan	2026-10-01
Hest Glass Works 005	Current	Tom Reyna	Review the plan	2026-10-01
Morrow Facilities 006	Current	Tom Reyna	Review the plan	2026-10-01
Quinlan Grain House 007	Current	Tom Reyna	Review the plan	2026-10-01
Sable Packing Hall 008	Current	Tom Reyna	Review the plan	2026-10-01
Tern Clinic Plant 009	Current	Tom Reyna	Review the plan	2026-10-01
Vesper Glass Works 010	Current	Tom Reyna	Review the plan	2026-10-01
Weldon Facilities 011	Current	Tom Reyna	Review the plan	2026-10-01
Yarrow Grain House 012	Current	Tom Reyna	Review the plan	2026-10-01
Ostler Packing Hall 013	Current	Tom Reyna	Review the plan	2026-10-01
Fenwick Clinic Plant 014	Current	Tom Reyna	Review the plan	2026-10-01

Account	Status	Owner	Next action	Last review
Harlow Glass Works 015	Current	Tom Reyna	Review the plan	2026-10-01
Ives Facilities 016	Current	Tom Reyna	Review the plan	2026-10-01
Jasper Grain House 017	Current	Tom Reyna	Review the plan	2026-10-01
Kestrel Packing Hall 018	Current	Tom Reyna	Review the plan	2026-10-01
Linden Clinic Plant 019	Current	Tom Reyna	Review the plan	2026-10-01
Marlow Glass Works 020	Current	Tom Reyna	Review the plan	2026-10-01
Bramble Facilities 021	Current	Nia Calder	Review the plan	2026-10-01
Pellam Grain House 022	Current	Nia Calder	Review the plan	2026-10-01
Northwick Packing Hall 023	Current	Nia Calder	Review the plan	2026-10-01
Calder Clinic Plant 024	Stale	Nia Calder	Review the plan	2026-06-01
Hest Glass Works 025	Stale	Nia Calder	Review the plan	2026-06-01
Morrow Facilities 026	Stale	Nia Calder	Review the plan	2026-06-01
Quinlan Grain House 027	Stale	Nia Calder	Review the plan	2026-06-01
Sable Packing Hall 028	Stale	Nia Calder	Review the plan	2026-06-01
Bramble Facilities 041	Stale	Nia Calder	Review the plan	2026-06-01
Tern Clinic Plant 029	Stale	Nia Calder	Review the plan	2026-06-01

Account	Status	Owner	Next action	Last review
Vesper Glass Works 030	Stale	Nia Calder	Review the plan	2026-06-01
Weldon Facilities 031	Stale	Nia Calder	Review the plan	2026-06-01
Yarrow Grain House 032	Stale	Nia Calder	Review the plan	2026-06-01
Sable Packing Hall 108	No plan			
Ostler Packing Hall 033	No plan			
Fenwick Clinic Plant 034	No plan			
Harlow Glass Works 035	No plan			
Ives Facilities 036	No plan			

A-account visits

Oct 1 through Dec 31, 2026. Share of A accounts, visits against the plan.

A plan visit is a dated step on the account plan in this quarter. A logged visit is the last review when it falls in this quarter, or a note on that account in this quarter. The same day counts once. This is not a forecast, and nothing posts.

23 on the plan. 10 short a visit. 5 with no plan.

A accounts short a visit

Account	Plan visits	Logged visits
Calder Clinic Plant 024	1	0
Hest Glass Works 025	1	0
Morrow Facilities 026	1	0
Quinlan Grain House 027	1	0
Sable Packing Hall 028	1	0
Bramble Facilities 041	1	0
Tern Clinic Plant 029	1	0
Vesper Glass Works 030	1	0
Weldon Facilities 031	1	0
Yarrow Grain House 032	1	0

Pipeline and weighted forecast

Weighted forecast $2.2M. Rep call $1.2M.

A blank revenue stays Unknown. Nothing is emailed.

Locked months · rep call and what was won · one point per locked month

Each point is a locked month, in calendar order. The line is the rep call saved that month. Won is drawn when every locked month has a closed amount. Fewer than three locked months stays words.

Nothing here posts.

Pipeline

Account	Stage	Revenue	Next step
Approved Win 1	won	$80.0K	Confirm the order.
Approved Win 2	won	$90.0K	Confirm the order.
Approved Win 3	won	$90.0K	Confirm the order.
Pending Order Co	won	$70.0K	Confirm the order.
Verbal Yes Co	commit	$64.0K	Confirm the order.
Legacy Commit Co	commit	$150.0K	
Bramble Facilities 001	qualify	$39.4K	Check the stalled quote.
Pellam Grain House 002	qualify	$39.4K	Check the stalled quote.
Northwick Packing Hall 003	qualify	$39.4K	Check the stalled quote.
Calder Clinic Plant 004	qualify	$39.4K	Check the stalled quote.
Hest Glass Works 005	qualify	$39.4K	Check the stalled quote.
Morrow Facilities 006	qualify	$39.4K	Check the stalled quote.
Quinlan Grain House 007	qualify	$39.4K	Check the stalled quote.

Account	Stage	Revenue	Next step
Sable Packing Hall 008	qualify	$39.4K	Check the stalled quote.
Tern Clinic Plant 009	qualify	$39.4K	Check the stalled quote.
Vesper Glass Works 010	qualify	$39.4K	Check the stalled quote.
Weldon Facilities 011	qualify	$39.4K	Check the stalled quote.
Yarrow Grain House 012	qualify	$39.4K	Check the stalled quote.
Ostler Packing Hall 013	qualify	$39.4K	Check the stalled quote.
Fenwick Clinic Plant 014	qualify	$39.4K	Check the stalled quote.
Harlow Glass Works 015	qualify	$39.4K	Check the stalled quote.
Ives Facilities 016	qualify	$39.4K	Check the stalled quote.
Jasper Grain House 017	qualify	$39.4K	Check the stalled quote.
Kestrel Packing Hall 018	qualify	$39.4K	Check the stalled quote.
Linden Clinic Plant 019	qualify	$39.4K	
Marlow Glass Works 020	qualify	$39.4K	
Bramble Facilities 021	qualify	$39.4K	
Pellam Grain House 022	qualify	$39.4K	
Northwick Packing Hall 023	qualify	$39.4K	

Account	Stage	Revenue	Next step
Calder Clinic Plant 024	qualify	$39.4K	
Hest Glass Works 025	qualify	$39.4K	
Morrow Facilities 026	qualify	$39.4K	
Quinlan Grain House 027	qualify	$39.4K	
Sable Packing Hall 028	qualify	$39.4K	
Tern Clinic Plant 029	qualify	$39.4K	
Vesper Glass Works 030	qualify	$39.4K	
Weldon Facilities 031	qualify	$39.4K	
Yarrow Grain House 032	qualify	$39.4K	
Ostler Packing Hall 033	qualify	$39.4K	
Fenwick Clinic Plant 034	qualify	$39.4K	Send the quote.
Harlow Glass Works 035	qualify	$39.4K	Send the quote.
Ives Facilities 036	qualify	$39.4K	Send the quote.
Jasper Grain House 037	cover	$39.4K	Send the quote.
Kestrel Packing Hall 038	cover	$39.4K	Send the quote.
Linden Clinic Plant 039	cover	$39.4K	Send the quote.
Marlow Glass Works 040	cover	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Bramble Facilities 041	cover	$39.4K	Send the quote.
Pellam Grain House 042	cover	$39.4K	Send the quote.
Northwick Packing Hall 043	cover	$39.4K	Send the quote.
Calder Clinic Plant 044	cover	$39.4K	
Hest Glass Works 045	cover	$39.4K	Send the quote.
Morrow Facilities 046	cover	$39.4K	Send the quote.
Quinlan Grain House 047	cover	$39.4K	Send the quote.
Sable Packing Hall 048	cover	$39.4K	Send the quote.
Tern Clinic Plant 049	cover	$39.4K	Send the quote.
Vesper Glass Works 050	cover	$39.4K	Send the quote.
Weldon Facilities 051	cover	$39.4K	Send the quote.
Yarrow Grain House 052	cover	$39.4K	Send the quote.
Ostler Packing Hall 053	cover	$39.4K	Send the quote.
Fenwick Clinic Plant 054	cover	$39.4K	Send the quote.
Harlow Glass Works 055	cover	$39.4K	
Ives Facilities 056	cover	$39.4K	Send the quote.
Jasper Grain House 057	cover	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Kestrel Packing Hall 058	cover	$39.4K	Send the quote.
Linden Clinic Plant 059	cover	$39.4K	Send the quote.
Marlow Glass Works 060	cover	$39.4K	Send the quote.
Bramble Facilities 061	cover	$39.4K	Send the quote.
Pellam Grain House 062	cover	$39.4K	Send the quote.
Northwick Packing Hall 063	cover	$39.4K	Send the quote.
Calder Clinic Plant 064	cover	$39.4K	Send the quote.
Hest Glass Works 065	cover	$39.4K	Send the quote.
Morrow Facilities 066	cover	$39.4K	
Quinlan Grain House 067	cover	$39.4K	Send the quote.
Sable Packing Hall 068	cover	$39.4K	Send the quote.
Tern Clinic Plant 069	propose	$39.4K	Send the quote.
Vesper Glass Works 070	propose	$39.4K	Send the quote.
Weldon Facilities 071	propose	$39.4K	Send the quote.
Yarrow Grain House 072	propose	$39.4K	Send the quote.
Ostler Packing Hall 073	propose	$39.4K	Send the quote.
Fenwick Clinic Plant 074	propose	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Harlow Glass Works 075	propose	$39.4K	Send the quote.
Ives Facilities 076	propose	$39.4K	Send the quote.
Jasper Grain House 077	propose	$39.4K	
Kestrel Packing Hall 078	propose	$39.4K	Send the quote.
Linden Clinic Plant 079	propose	$39.4K	Send the quote.
Marlow Glass Works 080	propose	$39.4K	Send the quote.
Bramble Facilities 001	propose	$39.4K	Send the quote.
Pellam Grain House 002	propose	$39.4K	Send the quote.
Northwick Packing Hall 003	propose	$39.4K	Send the quote.
Calder Clinic Plant 004	propose	$39.4K	Send the quote.
Hest Glass Works 005	propose	$39.4K	Send the quote.
Morrow Facilities 006	propose	$39.4K	Send the quote.
Quinlan Grain House 007	propose	$39.4K	Send the quote.
Sable Packing Hall 008	propose	$39.4K	
Tern Clinic Plant 009	propose	$39.4K	Send the quote.
Vesper Glass Works 010	propose	$39.4K	Send the quote.
Weldon Facilities 011	propose	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Yarrow Grain House 012	propose	$39.4K	Send the quote.
Ostler Packing Hall 013	propose	$39.4K	Send the quote.
Fenwick Clinic Plant 014	propose	$39.4K	Send the quote.
Harlow Glass Works 015	propose	$39.4K	Send the quote.
Ives Facilities 016	propose	$39.4K	Send the quote.
Jasper Grain House 017	propose	$39.4K	Send the quote.
Kestrel Packing Hall 018	propose	$39.4K	Send the quote.
Linden Clinic Plant 019	propose	$39.4K	
Marlow Glass Works 020	propose	$39.4K	Send the quote.
Bramble Facilities 021	propose	$39.4K	Send the quote.
Pellam Grain House 022	propose	$39.4K	Send the quote.
Northwick Packing Hall 023	commit	$39.4K	Send the quote.
Calder Clinic Plant 024	commit	$39.4K	Send the quote.
Hest Glass Works 025	commit	$39.4K	Send the quote.
Morrow Facilities 026	commit	$39.4K	Send the quote.
Quinlan Grain House 027	commit	$39.4K	Send the quote.
Sable Packing Hall 028	commit	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Tern Clinic Plant 029	commit	$39.4K	Send the quote.
Vesper Glass Works 030	commit	$39.4K	
Weldon Facilities 03 1	commit	$39.4K	Send the quote.
Yarrow Grain House 032	commit	$39.4K	Send the quote.
Ostler Packing Hall 0 33	commit	$39.4K	Send the quote.
Fenwick Clinic Plant 034	commit	$39.4K	Send the quote.
Harlow Glass Works 035	commit	$39.4K	Send the quote.
Ives Facilities 036	commit	$39.4K	Send the quote.
Jasper Grain House 037	commit	$39.4K	Send the quote.
Kestrel Packing Hall 038	commit	$39.4K	Send the quote.
Linden Clinic Plant 0 39	commit	$39.4K	Send the quote.
Marlow Glass Works 040	commit	$39.4K	Send the quote.
Bramble Facilities 04 1	commit	$39.4K	
Pellam Grain House 042	commit	$39.4K	Send the quote.
Northwick Packing H all 043	commit	$39.4K	Send the quote.
Calder Clinic Plant 0 44	commit	$39.4K	Send the quote.
Hest Glass Works 0 45	commit	$39.4K	Send the quote.

Account	Stage	Revenue	Next step
Morrow Facilities 046	commit	$39.4K	Send the quote.
Quinlan Grain House 047	commit	$39.4K	Send the quote.
Sable Packing Hall 048	commit	$39.4K	Send the quote.
Tern Clinic Plant 049	commit	$39.4K	Send the quote.
Vesper Glass Works 050	commit	$39.4K	Send the quote.
Weldon Facilities 051	won	$12.8K	Send the quote.
Yarrow Grain House 052	won	$12.8K	
Ostler Packing Hall 053	won	$12.8K	Send the quote.
Fenwick Clinic Plant 054	won	$12.8K	Send the quote.
Harlow Glass Works 055	won	$12.8K	Send the quote.
Ives Facilities 056	won	$12.8K	Send the quote.
Jasper Grain House 057	won	$12.8K	Send the quote.
Kestrel Packing Hall 058	won	$12.8K	Send the quote.
Linden Clinic Plant 059	won	$12.8K	Send the quote.
Marlow Glass Works 060	won	$12.8K	Send the quote.
Bramble Facilities 041	won	$3.2K	
Pellam Grain House 042	won	$4.5K	

Account	Stage	Revenue	Next step
Northwick Packing Hall 043	won	$5.8K	
Calder Clinic Plant 044	won	$7.0K	
Hest Glass Works 045	won	$8.3K	
Morrow Facilities 046	lost	$9.6K	
Quinlan Grain House 047	won	$10.9K	
Sable Packing Hall 048	won	$12.2K	
Tern Clinic Plant 049	won	$13.4K	
Vesper Glass Works 050	won	$3.2K	
Weldon Facilities 051	won	$4.5K	
Yarrow Grain House 052	won	$5.8K	
Ostler Packing Hall 053	won	$7.0K	
Fenwick Clinic Plant 054	lost	$8.3K	
Harlow Glass Works 055	lost	$9.6K	
Ives Facilities 056	won	$10.9K	
Jasper Grain House 057	won	$12.2K	
Kestrel Packing Hall 058	won	$13.4K	
Linden Clinic Plant 059	won	$3.2K	

Account	Stage	Revenue	Next step
Marlow Glass Works 060	won	$4.5K	
Bramble Facilities 061	won	$5.8K	
Pellam Grain House 062	won	$7.0K	
Northwick Packing Hall 063	lost	$8.3K	
Calder Clinic Plant 064	won	$9.6K	
Hest Glass Works 065	won	$10.9K	
Morrow Facilities 066	won	$12.2K	
Quinlan Grain House 067	won	$13.4K	
Sable Packing Hall 068	won	$3.2K	
Tern Clinic Plant 069	won	$4.5K	
Vesper Glass Works 070	lost	$5.8K	
Weldon Facilities 071	won	$7.0K	
Yarrow Grain House 072	won	$8.3K	
Ostler Packing Hall 073	won	$9.6K	
Fenwick Clinic Plant 074	won	$10.9K	
Harlow Glass Works 075	won	$12.2K	
Ives Facilities 076	won	$13.4K	

Account	Stage	Revenue	Next step
Jasper Grain House 077	won	$3.2K	
Kestrel Packing Hall 078	lost	$4.5K	
Linden Clinic Plant 079	lost	$5.8K	
Marlow Glass Works 080	won	$7.0K	
Bramble Facilities 081	won	$8.3K	
Pellam Grain House 082	won	$9.6K	
Northwick Packing Hall 083	won	$10.9K	
Calder Clinic Plant 084	won	$12.2K	
Hest Glass Works 085	won	$13.4K	
Morrow Facilities 086	won	$3.2K	
Quinlan Grain House 087	lost	$4.5K	
Sable Packing Hall 088	won	$5.8K	
Tern Clinic Plant 089	won	$7.0K	
Vesper Glass Works 090	won	$8.3K	
Weldon Facilities 091	won	$9.6K	
Yarrow Grain House 092	won	$10.9K	
Ostler Packing Hall 093	won	$12.2K	

Account	Stage	Revenue	Next step
Fenwick Clinic Plant 094	lost	$13.4K	
Harlow Glass Works 095	won	$3.2K	
Ives Facilities 096	won	$4.5K	
Jasper Grain House 097	won	$5.8K	
Kestrel Packing Hall 098	won	$7.0K	
Linden Clinic Plant 099	won	$8.3K	
Marlow Glass Works 100	won	$9.6K	
Bramble Facilities 101	won	$10.9K	
Pellam Grain House 102	lost	$12.2K	
Northwick Packing Hall 103	lost	$13.4K	
Calder Clinic Plant 104	won	$3.2K	
Hest Glass Works 105	won	$4.5K	
Morrow Facilities 106	won	$5.8K	
Quinlan Grain House 107	won	$7.0K	
Sable Packing Hall 108	won	$8.3K	
Tern Clinic Plant 109	won	$9.6K	
Vesper Glass Works 110	won	$10.9K	

Account	Stage	Revenue	Next step
Weldon Facilities 111	lost	$12.2K	
Yarrow Grain House 112	won	$13.4K	
Ostler Packing Hall 113	won	$3.2K	
Fenwick Clinic Plant 114	won	$4.5K	
Harlow Glass Works 115	won	$5.8K	
Ives Facilities 116	won	$7.0K	
Jasper Grain House 117	won	$8.3K	
Kestrel Packing Hall 118	lost	$9.6K	
Linden Clinic Plant 119	won	$10.9K	
Marlow Glass Works 120	won	$12.2K	
Bramble Facilities 121	won	$13.4K	
Pellam Grain House 122	won	$3.2K	
Northwick Packing Hall 123	won	$4.5K	
Calder Clinic Plant 124	won	$5.8K	
Hest Glass Works 125	won	$7.0K	
Morrow Facilities 126	lost	$8.3K	
Quinlan Grain House 127	lost	$9.6K	

Account	Stage	Revenue	Next step
Sable Packing Hall 128	won	$10.9K	
Tern Clinic Plant 129	won	$12.2K	
Vesper Glass Works 130	won	$13.4K	
Weldon Facilities 131	won	$3.2K	
Yarrow Grain House 132	won	$4.5K	
Ostler Packing Hall 133	won	$5.8K	
Fenwick Clinic Plant 134	won	$7.0K	
Harlow Glass Works 135	lost	$8.3K	
Ives Facilities 136	won	$9.6K	
Jasper Grain House 137	won	$10.9K	
Kestrel Packing Hall 138	won	$12.2K	
Linden Clinic Plant 139	won	$13.4K	
Marlow Glass Works 140	won	$3.2K	
Bramble Facilities 141	won	$4.5K	
Pellam Grain House 142	lost	$5.8K	
Northwick Packing Hall 143	won	$7.0K	
Calder Clinic Plant 144	won	$8.3K	

Account	Stage	Revenue	Next step
Hest Glass Works 145	won	$9.6K	
Morrow Facilities 146	won	$10.9K	
Quinlan Grain House 147	won	$12.2K	
Sable Packing Hall 148	won	$13.4K	
Tern Clinic Plant 149	won	$3.2K	
Vesper Glass Works 150	lost	$4.5K	
Weldon Facilities 151	lost	$5.8K	
Yarrow Grain House 152	won	$7.0K	
Ostler Packing Hall 153	won	$8.3K	
Fenwick Clinic Plant 154	won	$9.6K	
Harlow Glass Works 155	won	$10.9K	
Ives Facilities 156	won	$12.2K	
Jasper Grain House 157	won	$13.4K	
Kestrel Packing Hall 158	won	$3.2K	
Linden Clinic Plant 159	lost	$4.5K	
Marlow Glass Works 160	won	$5.8K	
Bramble Facilities 161	won	$7.0K	

Account	Stage	Revenue	Next step
Pellam Grain House 162	won	$8.3K	
Northwick Packing Hall 163	won	$9.6K	
Calder Clinic Plant 164	won	$10.9K	
Hest Glass Works 165	won	$12.2K	
Morrow Facilities 166	lost	$13.4K	
Quinlan Grain House 167	won	$3.2K	
Sable Packing Hall 168	won	$4.5K	
Tern Clinic Plant 169	won	$5.8K	
Vesper Glass Works 170	won	$7.0K	
Weldon Facilities 171	won	$8.3K	
Yarrow Grain House 172	won	$9.6K	
Ostler Packing Hall 173	won	$10.9K	
Fenwick Clinic Plant 174	lost	$12.2K	
Harlow Glass Works 175	lost	$13.4K	
Ives Facilities 176	won	$3.2K	
Jasper Grain House 177	won	$4.5K	
Kestrel Packing Hall 178	won	$5.8K	

Account	Stage	Revenue	Next step
Linden Clinic Plant 179	won	$7.0K	
Marlow Glass Works 180	won	$8.3K	
Bramble Facilities 181	won	$9.6K	
Pellam Grain House 182	won	$10.9K	
Northwick Packing Hall 183	lost	$12.2K	
Calder Clinic Plant 184	won	$13.4K	
Hest Glass Works 185	won	$3.2K	
Morrow Facilities 186	won	$4.5K	
Quinlan Grain House 187	won	$5.8K	
Sable Packing Hall 188	won	$7.0K	
Tern Clinic Plant 189	won	$8.3K	
Vesper Glass Works 190	lost	$9.6K	
Weldon Facilities 191	won	$10.9K	
Yarrow Grain House 192	won	$12.2K	
Ostler Packing Hall 193	won	$13.4K	
Fenwick Clinic Plant 194	won	$3.2K	
Harlow Glass Works 195	won	$4.5K	

Account	Stage	Revenue	Next step
Ives Facilities 196	won	$5.8K	
Jasper Grain House 197	won	$7.0K	
Kestrel Packing Hall 198	lost	$8.3K	
Linden Clinic Plant 199	lost	$9.6K	
Marlow Glass Works 200	won	$10.9K	
Bramble Facilities 201	won	$12.2K	
Pellam Grain House 202	won	$13.4K	
Northwick Packing Hall 203	won	$3.2K	
Calder Clinic Plant 204	won	$4.5K	
Hest Glass Works 205	won	$5.8K	
Morrow Facilities 206	won	$7.0K	
Quinlan Grain House 207	lost	$8.3K	
Sable Packing Hall 208	won	$9.6K	
Tern Clinic Plant 209	won	$10.9K	
Vesper Glass Works 210	won	$12.2K	
Weldon Facilities 211	won	$13.4K	
Yarrow Grain House 212	won	$3.2K	

Account	Stage	Revenue	Next step
Ostler Packing Hall 213	won	$4.5K	
Fenwick Clinic Plant 214	lost	$5.8K	
Harlow Glass Works 215	won	$7.0K	
Ives Facilities 216	won	$8.3K	
Jasper Grain House 217	won	$9.6K	
Kestrel Packing Hall 218	won	$10.9K	
Linden Clinic Plant 219	won	$12.2K	
Marlow Glass Works 220	won	$13.4K	
Bramble Facilities 221	lost	$3.2K	
Pellam Grain House 222	lost	$4.5K	
Northwick Packing Hall 223	lost	$5.8K	
Calder Clinic Plant 224	lost	$7.0K	
Hest Glass Works 225	lost	$8.3K	
Morrow Facilities 226	won	$9.6K	
Quinlan Grain House 227	lost	$10.9K	
Sable Packing Hall 228	lost	$12.2K	
Tern Clinic Plant 229	lost	$13.4K	

Account	Stage	Revenue	Next step
Vesper Glass Works 230	lost	$3.2K	
Weldon Facilities 23 1	lost	$4.5K	
Yarrow Grain House 232	lost	$5.8K	
Ostler Packing Hall 2 33	lost	$7.0K	
Fenwick Clinic Plant 234	lost	$8.3K	
Harlow Glass Works 235	lost	$9.6K	
Ives Facilities 236	lost	$10.9K	
Jasper Grain House 237	lost	$12.2K	
Kestrel Packing Hall 238	lost	$13.4K	
Linden Clinic Plant 2 39	lost	$3.2K	
Marlow Glass Works 240	lost	$4.5K	
Bramble Facilities 24 1	won	$5.8K	
Pellam Grain House 242	lost	$7.0K	
Northwick Packing H all 243	lost	$8.3K	
Calder Clinic Plant 2 44	lost	$9.6K	
Hest Glass Works 2 45	lost	$10.9K	
Morrow Facilities 24 6	lost	$12.2K	

Account	Stage	Revenue	Next step
Quinlan Grain House 247	lost	$13.4K	
Sable Packing Hall 248	lost	$3.2K	
Tern Clinic Plant 249	lost	$4.5K	
Vesper Glass Works 250	lost	$5.8K	
Weldon Facilities 251	lost	$7.0K	
Yarrow Grain House 252	lost	$8.3K	
Ostler Packing Hall 253	lost	$9.6K	
Fenwick Clinic Plant 254	lost	$10.9K	
Harlow Glass Works 255	lost	$12.2K	
Ives Facilities 256	lost	$13.4K	
Jasper Grain House 257	lost	$3.2K	
Kestrel Packing Hall 258	lost	$4.5K	
Linden Clinic Plant 259	lost	$5.8K	
Marlow Glass Works 260	lost	$7.0K	
Bramble Facilities 261	lost	$8.3K	
Pellam Grain House 262	lost	$9.6K	
Northwick Packing Hall 263	lost	$10.9K	

Account	Stage	Revenue	Next step
Calder Clinic Plant 264	lost	$12.2K	
Hest Glass Works 265	lost	$13.4K	
Morrow Facilities 266	won	$3.2K	
Quinlan Grain House 267	lost	$4.5K	
Sable Packing Hall 268	lost	$5.8K	
Tern Clinic Plant 269	lost	$7.0K	
Vesper Glass Works 270	lost	$8.3K	
Weldon Facilities 271	lost	$9.6K	
Yarrow Grain House 272	lost	$10.9K	
Ostler Packing Hall 273	lost	$12.2K	
Fenwick Clinic Plant 274	lost	$13.4K	
Harlow Glass Works 275	lost	$3.2K	
Ives Facilities 276	lost	$4.5K	
Jasper Grain House 277	lost	$5.8K	
Kestrel Packing Hall 278	lost	$7.0K	
Linden Clinic Plant 279	lost	$8.3K	
Marlow Glass Works 280	lost	$9.6K	

Account	Stage	Revenue	Next step
Bramble Facilities 281	won	$10.9K	
Pellam Grain House 282	lost	$12.2K	
Northwick Packing Hall 283	lost	$13.4K	
Calder Clinic Plant 284	lost	$3.2K	
Hest Glass Works 285	lost	$4.5K	
Morrow Facilities 286	lost	$5.8K	
Quinlan Grain House 287	lost	$7.0K	
Sable Packing Hall 288	lost	$8.3K	
Tern Clinic Plant 289	lost	$9.6K	
Vesper Glass Works 290	lost	$10.9K	
Weldon Facilities 291	lost	$12.2K	
Yarrow Grain House 292	lost	$13.4K	
Ostler Packing Hall 293	lost	$3.2K	
Fenwick Clinic Plant 294	lost	$4.5K	
Harlow Glass Works 295	lost	$5.8K	
Ives Facilities 296	lost	$7.0K	
Jasper Grain House 297	lost	$8.3K	

Account	Stage	Revenue	Next step
Kestrel Packing Hall 298	lost	$9.6K	
Linden Clinic Plant 299	lost	$10.9K	
Marlow Glass Works 300	lost	$12.2K	
Bramble Facilities 301	lost	$13.4K	
Pellam Grain House 302	lost	$3.2K	
Northwick Packing Hall 303	lost	$4.5K	
Calder Clinic Plant 304	lost	$5.8K	
Hest Glass Works 305	lost	$7.0K	
Morrow Facilities 306	won	$8.3K	
Quinlan Grain House 307	lost	$9.6K	
Sable Packing Hall 308	lost	$10.9K	
Tern Clinic Plant 309	lost	$12.2K	
Vesper Glass Works 310	lost	$13.4K	
Weldon Facilities 311	lost	$3.2K	
Yarrow Grain House 312	lost	$4.5K	
Ostler Packing Hall 313	lost	$5.8K	
Fenwick Clinic Plant 314	lost	$7.0K	

Account	Stage	Revenue	Next step
Harlow Glass Works 315	lost	$8.3K	
Ives Facilities 316	lost	$9.6K	
Jasper Grain House 317	lost	$10.9K	
Kestrel Packing Hall 318	lost	$12.2K	
Linden Clinic Plant 319	lost	$13.4K	
Marlow Glass Works 320	lost	$3.2K	
Bramble Facilities 001	won	$4.5K	
Pellam Grain House 002	lost	$5.8K	
Northwick Packing Hall 003	lost	$7.0K	
Calder Clinic Plant 004	lost	$8.3K	
Hest Glass Works 005	lost	$9.6K	
Morrow Facilities 006	lost	$10.9K	
Quinlan Grain House 007	lost	$12.2K	
Sable Packing Hall 008	lost	$13.4K	
Tern Clinic Plant 009	lost	$3.2K	
Vesper Glass Works 010	lost	$4.5K	
Weldon Facilities 011	lost	$5.8K	

Account	Stage	Revenue	Next step
Yarrow Grain House 012	lost	$7.0K	
Ostler Packing Hall 013	lost	$8.3K	
Fenwick Clinic Plant 014	lost	$9.6K	
Harlow Glass Works 015	lost	$10.9K	
Ives Facilities 016	lost	$12.2K	
Jasper Grain House 017	lost	$13.4K	
Kestrel Packing Hall 018	lost	$3.2K	
Linden Clinic Plant 019	lost	$4.5K	
Marlow Glass Works 020	lost	$5.8K	
Bramble Facilities 021	lost	$7.0K	
Pellam Grain House 022	lost	$8.3K	
Northwick Packing Hall 023	lost	$9.6K	
Calder Clinic Plant 024	lost	$10.9K	
Hest Glass Works 025	lost	$12.2K	
Morrow Facilities 026	won	$13.4K	
Quinlan Grain House 027	lost	$3.2K	
Sable Packing Hall 028	lost	$4.5K	

Account	Stage	Revenue	Next step
Tern Clinic Plant 029	lost	$5.8K	
Vesper Glass Works 030	lost	$7.0K	
Weldon Facilities 03 1	lost	$8.3K	
Yarrow Grain House 032	lost	$9.6K	
Ostler Packing Hall 0 33	lost	$10.9K	
Fenwick Clinic Plant 034	lost	$12.2K	
Harlow Glass Works 035	lost	$13.4K	
Ives Facilities 036	lost	$3.2K	
Jasper Grain House 037	lost	$4.5K	
Kestrel Packing Hall 038	lost	$5.8K	
Linden Clinic Plant 0 39	lost	$7.0K	
Marlow Glass Works 040	lost	$8.3K	
Bramble Facilities 04 1	won	$9.6K	
Pellam Grain House 042	lost	$10.9K	
Northwick Packing H all 043	lost	$12.2K	
Calder Clinic Plant 0 44	lost	$13.4K	
Hest Glass Works 0 45	lost	$3.2K	

Account	Stage	Revenue	Next step
Morrow Facilities 046	lost	$4.5K	
Quinlan Grain House 047	lost	$5.8K	
Sable Packing Hall 048	lost	$7.0K	
Tern Clinic Plant 049	lost	$8.3K	
Vesper Glass Works 050	lost	$9.6K	
Weldon Facilities 051	lost	$10.9K	
Yarrow Grain House 052	lost	$12.2K	
Ostler Packing Hall 053	lost	$13.4K	
Fenwick Clinic Plant 054	lost	$3.2K	
Harlow Glass Works 055	lost	$4.5K	
Ives Facilities 056	lost	$5.8K	
Jasper Grain House 057	lost	$7.0K	
Kestrel Packing Hall 058	lost	$8.3K	
Linden Clinic Plant 059	lost	$9.6K	
Marlow Glass Works 060	lost	$10.9K	
Bramble Facilities 061	lost	$12.2K	
Pellam Grain House 062	lost	$13.4K	

Account	Stage	Revenue	Next step
Northwick Packing Hall 063	lost	$3.2K	
Calder Clinic Plant 064	lost	$4.5K	
Hest Glass Works 065	lost	$5.8K	
Morrow Facilities 066	won	$7.0K	
Quinlan Grain House 067	lost	$8.3K	
Sable Packing Hall 068	lost	$9.6K	
Tern Clinic Plant 069	lost	$10.9K	
Vesper Glass Works 070	lost	$12.2K	
Weldon Facilities 071	lost	$13.4K	
Yarrow Grain House 072	lost	$3.2K	
Ostler Packing Hall 073	lost	$4.5K	
Fenwick Clinic Plant 074	lost	$5.8K	
Harlow Glass Works 075	lost	$7.0K	
Ives Facilities 076	lost	$8.3K	
Jasper Grain House 077	lost	$9.6K	
Kestrel Packing Hall 078	lost	$10.9K	
Linden Clinic Plant 079	lost	$12.2K	

Account	Stage	Revenue	Next step
Marlow Glass Works 080	lost	$13.4K	
Bramble Facilities 081	won	$3.2K	
Pellam Grain House 082	lost	$4.5K	
Northwick Packing Hall 083	lost	$5.8K	
Calder Clinic Plant 084	lost	$7.0K	
Hest Glass Works 085	lost	$8.3K	
Morrow Facilities 086	lost	$9.6K	
Quinlan Grain House 087	lost	$10.9K	
Sable Packing Hall 088	lost	$12.2K	
Tern Clinic Plant 089	lost	$13.4K	
Vesper Glass Works 090	lost	$3.2K	
Weldon Facilities 091	lost	$4.5K	
Yarrow Grain House 092	lost	$5.8K	
Ostler Packing Hall 093	lost	$7.0K	
Fenwick Clinic Plant 094	lost	$8.3K	
Harlow Glass Works 095	lost	$9.6K	
Ives Facilities 096	lost	$10.9K	

Account	Stage	Revenue	Next step
Jasper Grain House 097	lost	$12.2K	
Kestrel Packing Hall 098	lost	$13.4K	
Linden Clinic Plant 099	lost	$3.2K	
Marlow Glass Works 100	lost	$4.5K	
Bramble Facilities 101	lost	$5.8K	
Pellam Grain House 102	lost	$7.0K	
Northwick Packing Hall 103	lost	$8.3K	
Calder Clinic Plant 104	lost	$9.6K	
Hest Glass Works 105	lost	$10.9K	
Morrow Facilities 106	won	$12.2K	
Quinlan Grain House 107	lost	$13.4K	
Sable Packing Hall 108	lost	$3.2K	
Tern Clinic Plant 109	lost	$4.5K	
Vesper Glass Works 110	lost	$5.8K	
Weldon Facilities 111	lost	$7.0K	
Yarrow Grain House 112	lost	$8.3K	
Ostler Packing Hall 113	lost	$9.6K	

Account	Stage	Revenue	Next step
Fenwick Clinic Plant 114	lost	$10.9K	
Harlow Glass Works 115	lost	$12.2K	
Ives Facilities 116	lost	$13.4K	
Jasper Grain House 117	lost	$3.2K	
Kestrel Packing Hall 118	lost	$4.5K	
Linden Clinic Plant 119	lost	$5.8K	
Marlow Glass Works 120	lost	$7.0K	
Bramble Facilities 121	won	$8.3K	
Pellam Grain House 122	lost	$9.6K	
Northwick Packing Hall 123	lost	$10.9K	
Calder Clinic Plant 124	lost	$12.2K	
Hest Glass Works 125	lost	$13.4K	
Morrow Facilities 126	lost	$3.2K	
Quinlan Grain House 127	lost	$4.5K	
Sable Packing Hall 128	lost	$5.8K	
Tern Clinic Plant 129	lost	$7.0K	
Vesper Glass Works 130	lost	$8.3K	

Account	Stage	Revenue	Next step
Weldon Facilities 131	lost	$9.6K	
Yarrow Grain House 132	lost	$10.9K	
Ostler Packing Hall 133	lost	$12.2K	
Fenwick Clinic Plant 134	lost	$13.4K	
Harlow Glass Works 135	lost	$3.2K	
Ives Facilities 136	lost	$4.5K	
Jasper Grain House 137	lost	$5.8K	
Kestrel Packing Hall 138	lost	$7.0K	
Linden Clinic Plant 139	lost	$8.3K	
Marlow Glass Works 140	lost	$9.6K	
Bramble Facilities 141	lost	$10.9K	
Pellam Grain House 142	lost	$12.2K	
Northwick Packing Hall 143	lost	$13.4K	
Calder Clinic Plant 144	lost	$3.2K	
Hest Glass Works 145	lost	$4.5K	
Morrow Facilities 146	won	$5.8K	
Quinlan Grain House 147	lost	$7.0K	

Account	Stage	Revenue	Next step
Sable Packing Hall 148	lost	$8.3K	
Tern Clinic Plant 149	lost	$9.6K	
Vesper Glass Works 150	lost	$10.9K	
Weldon Facilities 151	lost	$12.2K	
Yarrow Grain House 152	lost	$13.4K	
Ostler Packing Hall 153	lost	$3.2K	
Fenwick Clinic Plant 154	lost	$4.5K	
Harlow Glass Works 155	lost	$5.8K	
Ives Facilities 156	lost	$7.0K	
Jasper Grain House 157	lost	$8.3K	
Kestrel Packing Hall 158	lost	$9.6K	
Linden Clinic Plant 159	lost	$10.9K	
Marlow Glass Works 160	lost	$12.2K	
Bramble Facilities 161	won	$13.4K	
Pellam Grain House 162	lost	$3.2K	
Northwick Packing Hall 163	lost	$4.5K	
Calder Clinic Plant 164	lost	$5.8K	

Account	Stage	Revenue	Next step
Hest Glass Works 165	lost	$7.0K	
Morrow Facilities 166	lost	$8.3K	
Quinlan Grain House 167	lost	$9.6K	
Sable Packing Hall 168	lost	$10.9K	
Tern Clinic Plant 169	lost	$12.2K	
Vesper Glass Works 170	lost	$13.4K	
Weldon Facilities 171	lost	$3.2K	
Yarrow Grain House 172	lost	$4.5K	
Ostler Packing Hall 173	lost	$5.8K	
Fenwick Clinic Plant 174	lost	$7.0K	
Harlow Glass Works 175	lost	$8.3K	
Ives Facilities 176	lost	$9.6K	
Jasper Grain House 177	lost	$10.9K	
Kestrel Packing Hall 178	lost	$12.2K	
Linden Clinic Plant 179	lost	$13.4K	
Marlow Glass Works 180	lost	$3.2K	
Bramble Facilities 181	lost	$4.5K	

Account	Stage	Revenue	Next step
Pellam Grain House 182	lost	$5.8K	
Northwick Packing Hall 183	lost	$7.0K	
Calder Clinic Plant 184	lost	$8.3K	
Hest Glass Works 185	lost	$9.6K	
Morrow Facilities 186	won	$10.9K	
Quinlan Grain House 187	lost	$12.2K	
Sable Packing Hall 188	lost	$13.4K	
Tern Clinic Plant 189	lost	$3.2K	
Vesper Glass Works 190	lost	$4.5K	
Weldon Facilities 191	lost	$5.8K	
Yarrow Grain House 192	lost	$7.0K	
Ostler Packing Hall 193	lost	$8.3K	
Fenwick Clinic Plant 194	lost	$9.6K	
Harlow Glass Works 195	lost	$10.9K	
Ives Facilities 196	lost	$12.2K	
Jasper Grain House 197	lost	$13.4K	
Kestrel Packing Hall 198	lost	$3.2K	

Account	Stage	Revenue	Next step
Linden Clinic Plant 199	lost	$4.5K	
Marlow Glass Works 200	lost	$5.8K	
Bramble Facilities 201	won	$7.0K	
Pellam Grain House 202	lost	$8.3K	
Northwick Packing Hall 203	lost	$9.6K	
Calder Clinic Plant 204	lost	$10.9K	
Hest Glass Works 205	lost	$12.2K	
Morrow Facilities 206	lost	$13.4K	
Quinlan Grain House 207	lost	$3.2K	
Sable Packing Hall 208	lost	$4.5K	
Tern Clinic Plant 209	lost	$5.8K	
Vesper Glass Works 210	lost	$7.0K	
Weldon Facilities 211	lost	$8.3K	
Yarrow Grain House 212	lost	$9.6K	
Ostler Packing Hall 213	lost	$10.9K	
Fenwick Clinic Plant 214	lost	$12.2K	
Harlow Glass Works 215	lost	$13.4K	

Account	Stage	Revenue	Next step
Ives Facilities 216	lost	$3.2K	
Jasper Grain House 217	lost	$4.5K	
Kestrel Packing Hall 218	lost	$5.8K	
Linden Clinic Plant 2 19	lost	$7.0K	
Marlow Glass Works 220	lost	$8.3K	
Bramble Facilities 22 1	lost	$9.6K	
Pellam Grain House 222	lost	$10.9K	
Northwick Packing H all 223	lost	$12.2K	
Calder Clinic Plant 2 24	lost	$13.4K	
Hest Glass Works 2 25	lost	$3.2K	
Morrow Facilities 22 6	won	$4.5K	
Quinlan Grain House 227	lost	$5.8K	
Sable Packing Hall 2 28	lost	$7.0K	
Tern Clinic Plant 229	lost	$8.3K	
Vesper Glass Works 230	lost	$9.6K	
Weldon Facilities 23 1	lost	$10.9K	
Yarrow Grain House 232	lost	$12.2K	

Account	Stage	Revenue	Next step
Ostler Packing Hall 233	lost	$13.4K	
Fenwick Clinic Plant 234	lost	$3.2K	
Harlow Glass Works 235	lost	$4.5K	
Ives Facilities 236	lost	$5.8K	
Jasper Grain House 237	lost	$7.0K	
Kestrel Packing Hall 238	lost	$8.3K	
Linden Clinic Plant 239	lost	$9.6K	
Marlow Glass Works 240	lost	$10.9K	
Bramble Facilities 241	won	$12.2K	
Pellam Grain House 242	lost	$13.4K	
Northwick Packing Hall 243	lost	$3.2K	
Calder Clinic Plant 244	lost	$4.5K	
Hest Glass Works 245	lost	$5.8K	
Morrow Facilities 246	lost	$7.0K	
Quinlan Grain House 247	lost	$8.3K	
Sable Packing Hall 248	lost	$9.6K	
Tern Clinic Plant 249	lost	$10.9K	

Account	Stage	Revenue	Next step
Vesper Glass Works 250	lost	$12.2K	
Weldon Facilities 25 1	lost	$13.4K	
Yarrow Grain House 252	lost	$3.2K	
Ostler Packing Hall 2 53	lost	$4.5K	
Fenwick Clinic Plant 254	lost	$5.8K	
Harlow Glass Works 255	lost	$7.0K	
Ives Facilities 256	lost	$8.3K	
Jasper Grain House 257	lost	$9.6K	
Kestrel Packing Hall 258	lost	$10.9K	
Linden Clinic Plant 2 59	lost	$12.2K	
Marlow Glass Works 260	lost	$13.4K	

Locked months

Month	Rep call	Won
2025-09	$280.0K	$201.6K
2025-10	$300.0K	$228.0K
2025-11	$320.0K	$256.0K
2025-12	$340.0K	$285.6K
2026-01	$360.0K	$316.8K
2026-02	$380.0K	$273.6K
2026-03	$400.0K	$304.0K

Month	Rep call	Won
2026-04	$420.0K	$336.0K
2026-05	$440.0K	$369.6K
2026-06	$460.0K	$404.8K
2026-07	$480.0K	$345.6K
2026-08	$500.0K	$380.0K
2026-09	$520.0K	$416.0K
2026-10	$540.0K	$453.6K

Win and loss reasons

Win and loss reasons

Reason	Won	Lost	Revenue
relationship	3	0	$260.0K
product fit	1	0	$70.0K
Unknown	2	0	$25.6K
Unknown	2	0	$25.6K
Unknown	1	0	$12.8K
Unknown	1	0	$12.8K
Unknown	1	0	$12.8K
Unknown	1	0	$12.8K
Unknown	1	0	$12.8K
Unknown	1	0	$12.8K
price	3	0	$17.3K
product fit	1	2	$21.1K
service level	1	2	$25.0K
lead time or availabili ty	1	2	$28.8K
relationship	1	2	$21.1K
timing	0	3	$25.0K
incumbent or status quo	1	2	$28.8K
no decision	1	2	$32.6K
in-house	1	2	$25.0K
other	1	2	$17.3K
price	1	2	$21.1K
product fit	1	2	$25.0K
service level	1	2	$28.8K

Reason	Won	Lost	Revenue
lead time or availability	0	3	$21.1K
relationship	0	3	$25.0K

Price discipline

A floor read from Pricing is not edited here.

Discount and win rate

Band	Deals	Win rate
0 to 5%	150	0.52
5 to 10%	336	0.244
Over 10%	68	0.3382

Coverage

Cost to serve is typed. It is not invented.

Coverage

Segment	Mode	Accounts	Profit	Cost to serve
Core	key account manager	38	$2.5M	$294.0K
Middle	inside rep	60	$468.2K	$144.0K
Tail	field rep	222	$74.7K	$8.0M

Quota and territory

Quota is an aim. It does not post. No individual pay is stored.

Quota

Rep	Quota	Potential
Nia Calder	$273.1K	$466.4K
Owen Pell	$293.3K	$425.5K
Ruth Quinlan	$274.9K	$408.5K
Seth Morrow	$299.0K	$416.4K
Tara Vesper	$448.0K	$376.1K
Uma Weld	$73.9K	$359.2K
Vic Yarrow	$132.7K	$342.4K
Tom Reyna	$1.1M	$325.6K

Territory

Balance index 3.8695.

Territories

Territory	Owner	Profit
North	Nia Calder	$2.9M
South	Owen Pell	$169.1K
East	Ruth Quinlan	$62.3K
West	Seth Morrow	−$66.1K

Rep scorecard

For coaching. No pay is stored.

Rep scorecard

Rep	Revenue attainment	Profit attainment	Word
Nia Calder	105%	Unknown	On track
Owen Pell	96%	Unknown	On track
Ruth Quinlan	78%	Unknown	Watch
Seth Morrow	70%	Unknown	Watch
Tara Vesper	42%	Unknown	Off track
Uma Weld	84%	Unknown	Watch
Vic Yarrow	55%	Unknown	Off track
Tom Reyna	48%	Unknown	Off track

Won revenue by month

2026-01 to 2027-01 · won revenue · one total per month

Won revenue is the closed-won dollar in that month. A month with no won deal stays off the line. It is not on the Profit Bridge.

Nothing here posts.

Closed-won dollars

Month	Won revenue
2026-01	$99.2K
2026-02	$83.8K
2026-03	$106.2K
2026-04	$106.2K
2026-05	$96.0K
2026-06	$96.0K
2026-07	$97.3K
2026-08	$108.8K
2026-09	$99.2K
2026-10	$412.6K
2026-12	$102.4K
2027-01	$25.6K

Tail path

The cost to serve released by a move is an estimate, not a dollar.

Tail path

Account	Path or guard	Owner
Bramble Facilities 301		
Calder Clinic Plant 304		
Fenwick Clinic Plant 314		
Harlow Glass Works 315		
Hest Glass Works 305		
Ives Facilities 316		
Jasper Grain House 317		
Kestrel Packing Hall 318		
Linden Clinic Plant 319		
Marlow Glass Works 320		
Morrow Facilities 306		
Northwick Packing Hall 303		
Ostler Packing Hall 313		
Pellam Grain House 302		
Quinlan Grain House 307		
Sable Packing Hall 308		
Tern Clinic Plant 309		
Vesper Glass Works 310		
Weldon Facilities 311		
Yarrow Grain House 312		
Yarrow Grain House 292		
Ostler Packing Hall 293		
Fenwick Clinic Plant 294		
Harlow Glass Works 295		

Account	Path or guard	Owner
Ives Facilities 296		
Sable Packing Hall 168	emerging	
Tern Clinic Plant 169	new	
Vesper Glass Works 170	under contract	

Whitespace

Peer median spend is an estimate, not a dollar.

Whitespace

Account	Family	Mark
Bramble Facilities 001	Shaft assembly	estimate, not a dollar
Bramble Facilities 001	Gear blank	estimate, not a dollar
Bramble Facilities 001	Bearing cap	estimate, not a dollar
Bramble Facilities 021	Pump housing	estimate, not a dollar
Bramble Facilities 021	Valve body	estimate, not a dollar
Bramble Facilities 041	Shaft assembly	estimate, not a dollar
Bramble Facilities 041	Machined flange	estimate, not a dollar
Bramble Facilities 061	Bearing cap	estimate, not a dollar
Bramble Facilities 061	Gear blank	estimate, not a dollar
Bramble Facilities 081	Pump housing	estimate, not a dollar
Bramble Facilities 081	Valve body	estimate, not a dollar
Calder Clinic Plant 004	Valve body	estimate, not a dollar
Calder Clinic Plant 004	Shaft assembly	estimate, not a dollar
Calder Clinic Plant 024	Machined flange	estimate, not a dollar
Calder Clinic Plant 024	Gear blank	estimate, not a dollar
Calder Clinic Plant 044	Bearing cap	estimate, not a dollar
Calder Clinic Plant 044	Pump housing	estimate, not a dollar
Calder Clinic Plant 064	Valve body	estimate, not a dollar
Calder Clinic Plant 064	Shaft assembly	estimate, not a dollar
Calder Clinic Plant 084	Machined flange	estimate, not a dollar
Calder Clinic Plant 084	Gear blank	estimate, not a dollar
Fenwick Clinic Plant 014	Pump housing	estimate, not a dollar
Fenwick Clinic Plant 014	Bearing cap	estimate, not a dollar
Fenwick Clinic Plant 034	Valve body	estimate, not a dollar

Account	Family	Mark
Fenwick Clinic Plant 034	Shaft assembly	estimate, not a dollar

Approved wins

Only an approved win is on the Profit Bridge from the new path.

Approved wins

Account	Dollar	Evidence	Approver
Approved Win 1	$18.0K	SO-2401	Tom Reyna
Approved Win 2	$26.5K	SO-2402	Tom Reyna
Approved Win 3	$31.2K	SO-2403	Tom Reyna

How to run sales

Key accounts. Put the plan on the few customers who hold most of the profit. Core is the smallest set that reaches 80% of known profit. A Core account without a plan, an owner, and a dated next step is the first fix this week. The tail does not get Core time.

Win and loss discipline. Every closed deal needs a reason from the list: price, product fit, service level, lead time or availability, relationship, timing, incumbent or status quo, no decision, in-house, or other. No decision is kept apart. It is not a loss to someone else. A desk decision of won, lost, or slipped records that reason. It does not change the Profit Bridge.

Raving-fan account growth. Grow the accounts that already buy and already pay. Ask what else they buy elsewhere, then earn the next line by moving a number they care about. A raving-fan account is a Core account that buys again, brings the next customer, and is reviewed within 90 days. Do not invent a dollar for that growth. Name it, write the assumption, and approve it before it reaches the bridge.