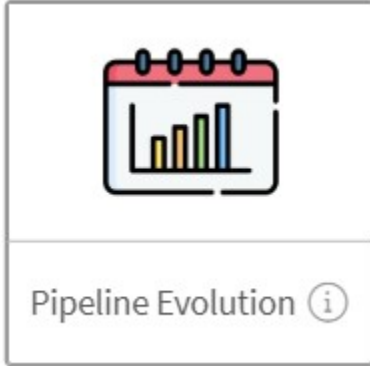


Pipeline Evolution Sheet

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The aim of the Pipeline Evolution Sheet is:

- Monitor the Pipeline realization (win progress, sales realization) throughout the year
- Understand Pipeline evolution (e.g. won/ added/ lost) between 2 periods
- Get details on won, lost, added, adjusted opportunities during the period selected

Please find a guidance video below:

Navigation slides: