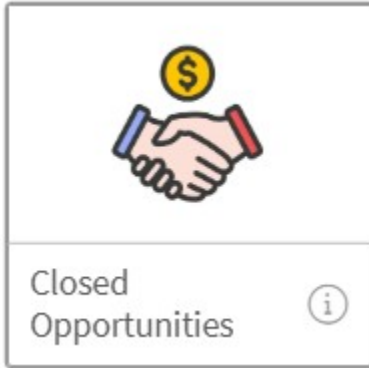


Closed Opportunities Sheet

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The aim of the Closed Opportunities Sheet is:

- Quantify Win Rate (%) & Realization Rates (%), and their evolution over time or across GBUs
- Identify main opportunity loss drivers
- Get details on won, lost or incomplete opportunities

Please find a guidance video below:

Navigation slides: