

# SIP DVP Target Sheet

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**⚠ The aim of the Sales Pipeline Review Sheet is:**

- Monitor individual or team progress and results against SIP targets
  - Y=0 target: Current Year Realized Sales from Y-1 Won Opportunities
  - Y+1 target: Y+1 weighted revenues of opportunities closing in Y and Y+1
  - Y+3 target: Y+3 unweighted revenues of opportunities closing between Y to Y+3
- Deep dive into the Opportunities that contribute to the Devpool SIP results.
- As a sales manager, you will have the capability to track your team's Devpool performance

Have a look at the [SIP Business rules](#) to understand each KPI in detail

**Please find a guidance video below:**

**Navigation slides:**