

# Sales Pipeline Planning Worksheet

(Click to watch video on how to use this sheet.)

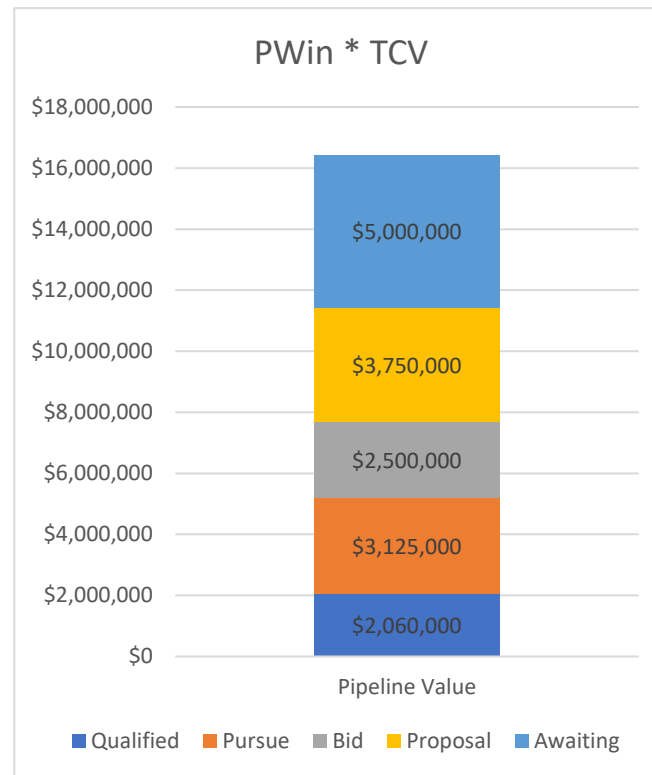


## Chances of Moving to Next Capture Stage

- Qualified | 33%
- Pursue | 50%
- Bid | 50%
- Proposal | 50%

## Weighted Value by Stage

- Qualified | 1.03%
- Pursue | 3.125%
- Bid | 6.25%
- Proposal | 12.5%
- Awaiting Award | 25%



\* You can edit chart data with your pipeline TCV

## Guidelines

- No opportunity can 'count' for more than TCV even if larger
- Use workshare value for subcontracting opportunities