Sales Pipeline Planning Worksheet

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

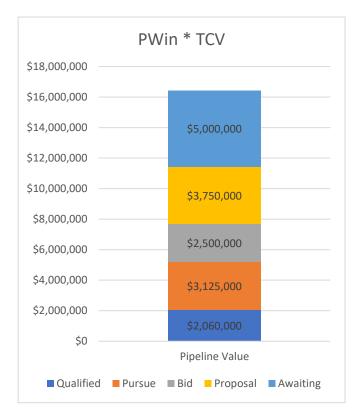
Pipeline "Bid" Value	>	Proposal Value	>	Total Contract Value	>	Annual Contract Value	
4 x PV		4 x TCV	\sum	5-year POP x ACV	\sum	FY23 New Revenue Goal	
\$400M		\$100M		\$25M	>	\$5M	

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





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