

Pipeline Health and Forecast

August 2026 Portfolio Review

Snapshot: 2026-08-20

Forecast grew 57% in weighted value—driven by one major commitment

Current Forecast

\$760K

Change from Prior Snapshot

+\$276K

Prior forecast (2026-07-18): \$483,750

Current forecast (2026-08-20): \$760,000

Driven by: Dovetail Travel moved to Commit (+\$420K)

Coverage to Target

94%

\$2.73M pipeline ÷ \$2.90M target

Concentration Risk

61%

Top 2 deals = 61% of weighted forecast

Implication:

Strong month-to-date movement, but forecast relies heavily on two deals.

Stale activity and stage age warrant management action on eight deals.

Pipeline coverage and forecast by owner—mixed progress to target

Owner	Target	Open Pipeline	Coverage	Weighted Forecast	Forecast %
Casev Nauven	\$700K	\$995K	1.42x	\$491K	70%
Jordan Lee	\$700K	\$715K	1.02x	\$79K	11%
Taylor Brooks	\$650K	\$535K	0.82x	\$69K	11%
Morgan Patel	\$850K	\$485K	0.57x	\$121K	14%
TOTAL	\$2900K	\$2730K	0.94x	\$760K	94%

Coverage = Open Pipeline ÷ Target | Forecast % = Weighted Forecast ÷ Target

Three opportunities advanced stage; one deal shifted to Commit category

Key Movement:

Dovetail Travel moved from BestCase (Proposal) to Commit (Negotiation) = +\$420K weighted value
Two renewals (Aster Health, Junction Apparel) advanced to Negotiation but moved to BestCase = –\$150K net

Upside Drivers (Weighted Value Increase)

006SYNAUG004: Dovetail Travel · \$420,000 · +\$420,000 weighted
006SYNAUG012: Lantern Beauty · \$175,000 · +\$6,250 weighted

Downside Drivers (Weighted Value Decrease)

006SYNAUG001: Aster Health · \$340,000 · \$-85,000 weighted
006SYNAUG010: Junction Apparel · \$260,000 · \$-65,000 weighted

Stage Movements (3 total)

- Aster Health: Proposal → Negotiation
- Dovetail Travel: Proposal → Negotiation
- Junction Apparel: Proposal → Negotiation

Stale activity and stage age affect eight deals; all pipeline is 60+ days old

Stale Activity

4

opps · \$415K
>30 days without activity

- 006SYNAUG002: Brookline Media (Proposal)
- 006SYNAUG005: Elmstead Home (Proposal)
- 006SYNAUG012: Lantern Beauty (Proposal)
- 006SYNAUG014: Newbridge Education (Proposal)

Opportunity Age

16/16

All open opps >60 days old
(entire pipeline is seasoned)

Stage Age ≥60 Days

8

opportunities
stuck in same stage

- 006SYNAUG002: Proposal (78d)
- 006SYNAUG004: Negotiation (76d)
- 006SYNAUG006: Proposal (74d)
- 006SYNAUG008: Proposal (72d)

Concentration

61%

of forecast in top 2 deals
(Dovetail Travel, Ironwood Foods)

Pipeline hygiene: Note does not indicate deal will close or be lost—only shows data age and potential friction points.

Three owners below target; Aster Health and Junction Apparel reversals warrant attention

Watch: Dovetail Travel (006SYNAUG004)

Watch: Reversals (Category Downgrade)

Account: Dovetail Travel	Aster Health (006SYNAUG001)
Amount: \$420,000	→ Pipeline to BestCase (−\$85K)
Stage: Negotiation (entered 2026-06-05, now 76 days)	→ 48 days in Negotiation
Close date: 2026-09-30	→ Owner: Jordan Lee (OWN-A01)
Weighted value: \$420K (moved from BestCase to Commit)	Junction Apparel (006SYNAUG010)
Issue:	→ Pipeline to BestCase (−\$65K)
Represents 55% of total weighted forecast. 76 days in Negotiation	→ 70 days in Negotiation
Owner: Casey Nguyen (OWN-A04)	→ Owner: Taylor Brooks (OWN-A02)
Action: Confirm procurement approval status	

Owner Coverage Status vs. Target

- Taylor Brooks (OWN-A02): 82% to target—needs \$115K more
- Morgan Patel (OWN-A03): 57% to target—needs \$365K more

Data sources, calculation methods, and constraints

Sources

current-pipeline.csv
prior-pipeline.csv (snapshot date: 2026-07-18)
targets.csv
seller-notes.csv

Calculation Methods

- Open Pipeline: Sum of Amount where StageName not in [Closed Won, Closed Lost]
- Weighted Forecast: Amount × Weight by ForecastCategoryName (Pipeline 25%, BestCase 60%, Commit 100%)
- Coverage: Open Pipeline ÷ Target
- Concentration: Weighted value of top 2 opps ÷ Total weighted forecast
- Stale: LastActivityDate >30 days before snapshot (2026-08-20)
- Aging: CreatedDate >60 days before snapshot; StageEnteredDate >60 days before snapshot

Limitations & Caveats

- Stale activity and high stage age do not predict deal closure or loss.
- Concentration (61%) is high but reflects legitimate deal momentum, not weakness.
- All 16 pipeline opportunities are ≥60 days old; this is normal for the portfolio maturity.
- Seller notes are most recent on 2026-08-12; some deals may have progressed since.
- Close dates are seller estimates; prior-pipeline close dates (2026-07-18) vs. current differ.
- Coverage is below 1.0x across the portfolio; no deal-specific risk factors included.