

PIPELINE SNAPSHOT

2026-08-20

FORECAST CALL

Open Pipeline \$2.73M 16 opportunities	Weighted Forecast \$1.33M Commit \$420K Best \$570K Pipe \$340K	Coverage Ratio 94.1% \$2.73M / \$2.90M target 0.94x
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MOVEMENT SINCE 2026-07-18

Weighted Forecast +\$384K Was: \$0.95M	Open Pipeline +\$25K Was: \$2.71M	Stage & Category Moves 3 stage advances 3 category upgrades 1 amount increase
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Aster, Dovetail, Junction moved to Negotiation and upgraded forecast. Lantern +\$25K. All others stable.

CONCENTRATION • OPPORTUNITY AGING • STALE OPPORTUNITIES

Concentration 46.9% top 2 opps (Dovetail \$420K + Aster \$204K)	Opp Aging ≥60d 16/16 all created before 2026-06-20	Stage Aging ≥60d 8 opps Proposal/Negotiation 76+ days	Stale (>30d) \$415K Newbridge, Lantern, Elmstead, Brookline
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REQUIRED ACTIONS

1. Accelerate Dovetail procurement Negotiation 76d; \$420K Commit. Complete approvals by Aug 31.	Owner: Casey Nguyen
2. Re-engage stale opportunities \$415K across 4 opps (48–76d inactive). Schedule reviews this week.	Owner: Team
3. Confirm Aster renewal scope Moved to Negotiation/BestCase; \$340K. Finance confirmation by Sept 1.	Owner: Jordan Lee

DATA QUALITY ISSUES

- All 16 open opps ≥60 days old; review progress vs. forecast
- 8 opps stuck in Proposal/Negotiation ≥60 days; confirm engagement
- 4 opps without activity >30 days; re-engage or reassess probability