Pipeline Velocity

how much revenue is moving through our pipeline in a month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
#Opportunities in Sales Pipeline	15											
Number of won deals	2											
Monthly close rate, %	13.33											
Average contract value, $	18000											
Average sales cycle, days	65											
Pipeline velocity for the month, $	55384.62											
Projected revenue for 2024, $	*664615.3*											