

Knowing your Opportunities.

The Opportunity Hierarchy is filled with valuable information at a glance. Evaluate useful metrics like forecast stages, sub-amounts, and total amount value of an opportunities from the hierarchy table.

Below is a parent opportunity with two child opportunities. Note the total amount listed at the bottom.

Google 1 Subscriptions

FORECAST STAGE

Pipeline, 13 minutes 54 seconds

FORECASTED TIME

13 minutes 54 seconds




AMOUNT

\$0.00

REMAINING AMOUNT

-\$59.94

OPPORTUNITY HIERARCHY

| Opportunity | Account Name | Sales Stage | Forecast Stage | Amount | Expected Close Date | Owner |
|--|---|-------------|----------------|----------|---------------------|---------------|
| Google 1 Subscriptions |  Google | Prospecting | Pipeline | \$0.00 | 07-30-2030 | Sundar Pichai |
| .. 2TB Annual Subscription |  Pied Piper | Prospecting | Pipeline | \$99.99 | 07-30-2022 | Sundar Pichai |
| .. 2TB Monthly Subscription (6 Month Term) |  Wayne Enterprises | Closed | Closed Won | \$59.94 | 01-30-2022 | Sundar Pichai |
| Total | | | | \$159.93 | | |

The opportunity hierarchy is viewable from all records in AMPED that interact with Opportunities, including:

The parent opportunity record and child opportunity record:

2TB Annual Subscription

FORECAST STAGE

Pipeline, 2 minutes 57 seconds

FORECASTED TIME

2 minutes 57 seconds

AMOUNT

\$99.99

OPPORTUNITY HIERARCHY

| Opportunity | Account Name | Sales Stage | Forecast Stage | Amount | Expected Close Date | Owner |
|-------------------------|---|-------------|----------------|---------|---------------------|---------------|
| 2TB Annual Subscription | <div><div></div><div>Pied Piper</div></div> | Prospecting | Pipeline | \$99.99 | 07-30-2022 | Sundar Pichai |
| Total | | | | \$99.99 | | |

An account record:

look

Pied Piper

(555) 555-5511 - Phone

\$

15,000
Value of Account

Showing 1 - 2 of 2

Add New

| Opportunity Name | Account Name | Close date | Amount (in \$) | Sales Stage | Forecast | Owner | Action |
|---------------------------------|----------------------------|------------|----------------|-------------|------------|---------------|-------------------------|
| 2TB Annual Subscription | <div>look</div> Pied Piper | 07-30-2022 | \$99.99 | Prospecting | Pipeline | Sundar Pichai | <div></div> <div></div> |
| Pied Piper- General Opportunity | <div>look</div> Pied Piper | 07-12-2017 | \$15,000.00 | Closed | Closed Won | AMPED User | <div></div> <div></div> |
| Total | | | \$15,099.99 | | | | |

A contact record:

Richard Hendriks

(765) 436-3090 - Office Phone

OPPORTUNITIES

Showing 1 - 1 of 1

Add New

Find Existing Q

| Opportunity Name | Account Name | Close date | Amount (in \$) | Sales Stage | Forecast | Owner | Action |
|-------------------------|---|------------|----------------|-------------|----------|---------------|-----------------------------------|
| 2TB Annual Subscription | <div><div></div><div>Pied Piper</div></div> | 07-30-2022 | \$99.99 | Prospecting | Pipeline | Sundar Pichai | <div><div></div><div></div></div> |
| Total | | | \$99.99 | | | | |