Pipeline review

Q4 FY2026 · Week 47 · North America East · Enterprise

Open pipeline	Weighted pipeline	Average deal size	Closed won QTD	Attainment	Pipeline coverage
$3,662,000	**$1,642,300**	**$244,133**	**$716,000**	**29.8%**	**2.2x**
15 open deals	Value x stage probability	Across open deals	3 deals won	Target $2,400,000	Open / remaining target

Discovery — $648,000

4 deals · 10% prob. · 27% of target

- **Merrowgate Insurance** — $240,000 — Close Dec 18 · 12 d in stage — DK
- **Northgate Energy Services** — $132,000 — Stalled — Close Dec 22 · 38 d in stage — AL
- **Harbourline Freight Group** — $180,000 — Close Dec 29 · 6 d in stage — RS
- **Castellan Health Partners** — $96,000 — Close Dec 30 · 3 d in stage — MO

Qualified — $761,000

4 deals · 25% prob. · 32% of target

- **Pemberton Capital Advisors** — $275,000 — Close Dec 11 · 19 d in stage — MO
- **Brightwater Logistics** — $210,000 — Close Dec 15 · 9 d in stage — RS
- **Alder and Finch Retail** — $158,000 — Stalled — Close Dec 19 · 44 d in stage — DK
- **Kingsmere Foods** — $118,000 — Close Dec 23 · 14 d in stage — AL

Proposal — $1,210,000

4 deals · 50% prob. · 50% of target

- **Calderwood Bank and Trust** — $420,000 — Close Dec 4 · 21 d in stage — DK
- **Redwick Manufacturing** — $340,000 — Close Dec 10 · 11 d in stage — MO
- **Vantmoor Telecom** — $264,000 — Stalled — Close Dec 14 · 33 d in stage — AL
- **Ostrander Pharmaceuticals** — $186,000 — Close Dec 17 · 8 d in stage — RS

Negotiation — $1,043,000

3 deals · 75% prob. · 43% of target

- **Halbrook Insurance Group** — $510,000 — Close Nov 27 · 16 d in stage — MO
- **Quayside Transit Authority** — $305,000 — Close Dec 3 · 7 d in stage — RS
- **Everhold Construction** — $228,000 — Stalled — Close Dec 8 · 31 d in stage — DK

Closed won — $716,000

3 deals · 100% prob. · 30% of target

- **Ashby Medical Devices** — $372,000 — Close Oct 23 · 25 d in stage — AL
- **Fernhill University Health** — $198,000 — Close Nov 6 · 11 d in stage — MO
- **Greyfield Paper Mills** — $146,000 — Close Nov 13 · 4 d in stage — RS

Weighted pipeline: open deal value x stage probability · Bar: stage value as a share of the quarter target · Stalled: more than 30 days in the current stage · Coverage: open pipeline / (target minus closed won)