Delphi uses Out-of-the-box functionality to forecast the values based on the data on your Salesforce Org.

Here is a snapshot of what Delphi gives you in just a **CLICK**!

Revenue Forecast

Based on the values of 'Confidence Level' and 'Time Period' selected by the user the **Revenue Forecast** graph shows the aggregated summation value of all the opportunities from your org. that are going to be completed for the selected time period (shown month wise).

i.e. if a user has selected 68% confidence level and time period as 12 months, the Revenue forecast graph will show the opportunities (month wise) that are going to be completed in the next 12-month period.

User can hover over a bar to see the aggregated value of all the opportunities going to be completed in a month.

User can click on a bar to see a popup showing all the opportunities corresponding to that bar in the chart.

User can also **export** all the data in an excel (as shown) and save it for their use.
The exported data in excel shows Opportunity name, Current Stage, Owner Name, Expected Conversion Month & Expected Revenue.

	A	B	C	D	E
	Opportunity Name	Current Stage	Owner Name	Expected Conversion Month	Expected Revenue
	Opp 1	Value Proposition	Delphi Mirketa	17-Nov	10116.3
	Opp 16	Proposal/Price Quote	User Demo	17-Nov	195173.5
	Opp 6	Value Proposition	User Demo	17-Nov	60365.91
	Opp 2	Proposal/Price Quote	User Demo	17-Nov	113536.23

Top 20 Opportunities

The **Top 20 Opportunities** graph shows the top 20 opportunities that are going to be completed for the selected time period.

In this graph, user have the option of selecting the time period as individual month wise, 12 months & 24 months.

User can hover over a bar to see the opportunities details that are going to be completed in the selected time period.

User can also **export** all the data in an excel and save it for their use.
The exported data in excel shows Opportunity name, Current Stage, Owner Name & Expected Revenue.

Opportunity Name	Current Stage	Owner name	Expected Revenue
Opp 17	Proposal/Price Quote	User Demo	$224,286.29
Opp 16	Proposal/Price Quote	User Demo	$195,173.50
Opp 3	Value Proposition	Delphi Mirketa	$169,014.06
Opp 2	Proposal/Price Quote	User Demo	$113,536.23
Opp 10	Value Proposition	User Demo	$111,585.20

Top 10 Accounts

Top 10 Accounts graph shows the forecasted value of top 10 accounts by aggregating all the opportunities corresponding to the accounts.

User can hover over a bar to see the name & aggregated value of the account.

User can also **export** all the data in an excel and save it for their use.
The exported data in excel shows Account Name & Expected Revenue.

Account Name	Expected Revenue
Account 2	$431,463.18
Account 1	$265,655.71
Account 3	$177,565.91

Bottom 10 Accounts

Bottom 10 Accounts graph shows the forecasted value of bottom 10 accounts by aggregating all the opportunities corresponding to those bottom 10 accounts.

User can hover over a bar to see the name & aggregated value of the account.

User can also **export** all the data in an excel and save it for their use.
The exported data in excel shows Account Name & Expected Revenue.

	A	B
	Account Name	**Expected Revenue**
	Account 4	$36,322.05
	Account 5	$152,498.84
	Account 3	$177,565.91

Note: The bottom 10 Accounts graph doesn't take into consideration the Accounts which are having or are going to have zero forecasted revenue. It shows the bottom 10 accounts having forecasted revenues greater than zero.

Top 10 Performers

Top 10 Performers shows the top 10 sales representatives which are likely to generate maximum sales revenue as per the algorithm.

User can hover over a bar to see the name of the sales representative & the aggregated values of the opportunities related to that sales rep.

User can also **export** all the data in an excel and save it for their use.
The exported data in excel shows Owner Name & Expected Revenue.

	A	B
	Owner Name	**Expected Revenue**
	User Demo	$790,734.67
	Delphi Mirketa	$272,771.02