Customer Name	Project	Probability	Product	Number	Fee	MRR	DGs
		100%	Digital Maintenance	144	150	–	21,600
		100%	Digital Maintenance	50	150	–	7,500
		100%	Digital Maintenance	180	175	–	31,500
		100%	Digital Maintenance	67	175	–	11,725
		100%	Digital Maintenance	45	175	–	7,875
		100%	Digital Maintenance	45	175	–	7,875
		100%	Digital Maintenance	364	100	–	36,400
		100%	Digital Maintenance	364	100	–	36,400
		100%	Digital Maintenance	213	100	–	21,300
		100%	Digital Maintenance	213	100	–	21,300
		100%	Digital Maintenance	213	100	–	21,300
		100%	Digital Maintenance	213	100	–	21,300
		100%	Digital Maintenance	178	100	–	17,800
		100%	Digital Maintenance	178	100	–	17,800
		100%	Digital Maintenance	213	100	–	21,300

Summary

Number of …
Digital Maintenance
Licenses
Projects
API
RSVP
...

MRR
Licenses
Projects
API
RSVP
...

Digital Maintenance

Geographies	Years	Years	Probability	Number	Number	Fee	Billing	
Canada	1	New	40%	1	Digital Maintenance		Monthly	
US	2	Renew	50%	2	Licenses		Quarterly	
Europe	3	Addition	60%	3	Projects		Annually	
	4		70%	4	API			
	5		80%	5	RSVP			
	6		90%	6	...			
			100%	7				
				8				
				9				
				10				
				11				
				12				
				13				
				14				
				15				
				16				
				17				
				18				
				19				
				20				