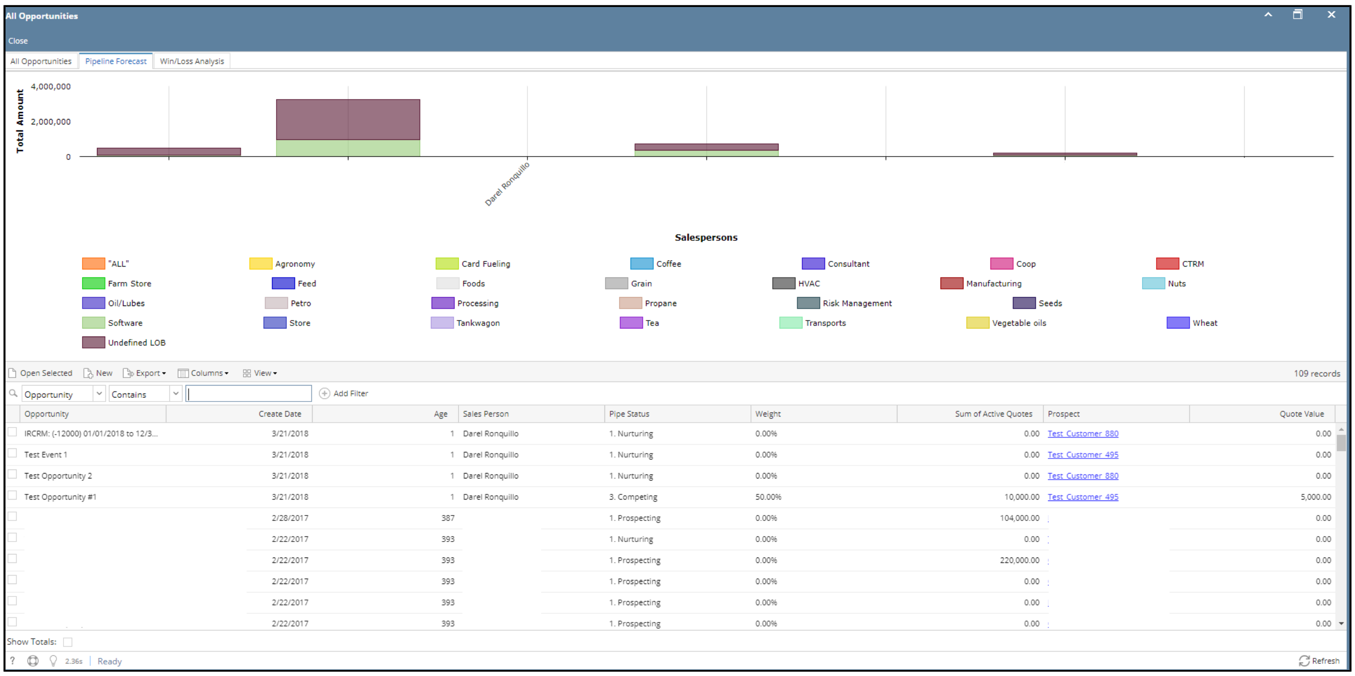
Pipeline Forecast

1. From **CRM** module, click **Opportunities**. All Opportunities search screen will appear. 3 tabs will be available (All Opportunities, Pipeline Forecast, Win /Loss Analysis)

2. Go to Pipeline Forecast tab:



3. User can remove the Line of Business in the graph (Total Amount x Salespersons), click the Line of Business legend to exclude it from the graph.

4. To open opportunity from Pipeline Forecast tab, select the opportunity then click Open Selected button.