

Q4 2026 weighted pipeline forecast

Open deals expected to close 1 Oct to 31 Dec 2026, weighted by stage

DKK 6.53m

Weighted Q4 forecast
(stage probability x amount)

27 deals

Open deals with a Q4 close date
after cleaning

DKK 14.79m

Unweighted Q4 pipeline
(best case if every deal closes)

Negotiation-stage deals carry 56% of the forecast: DKK 3.66m from 9 deals.

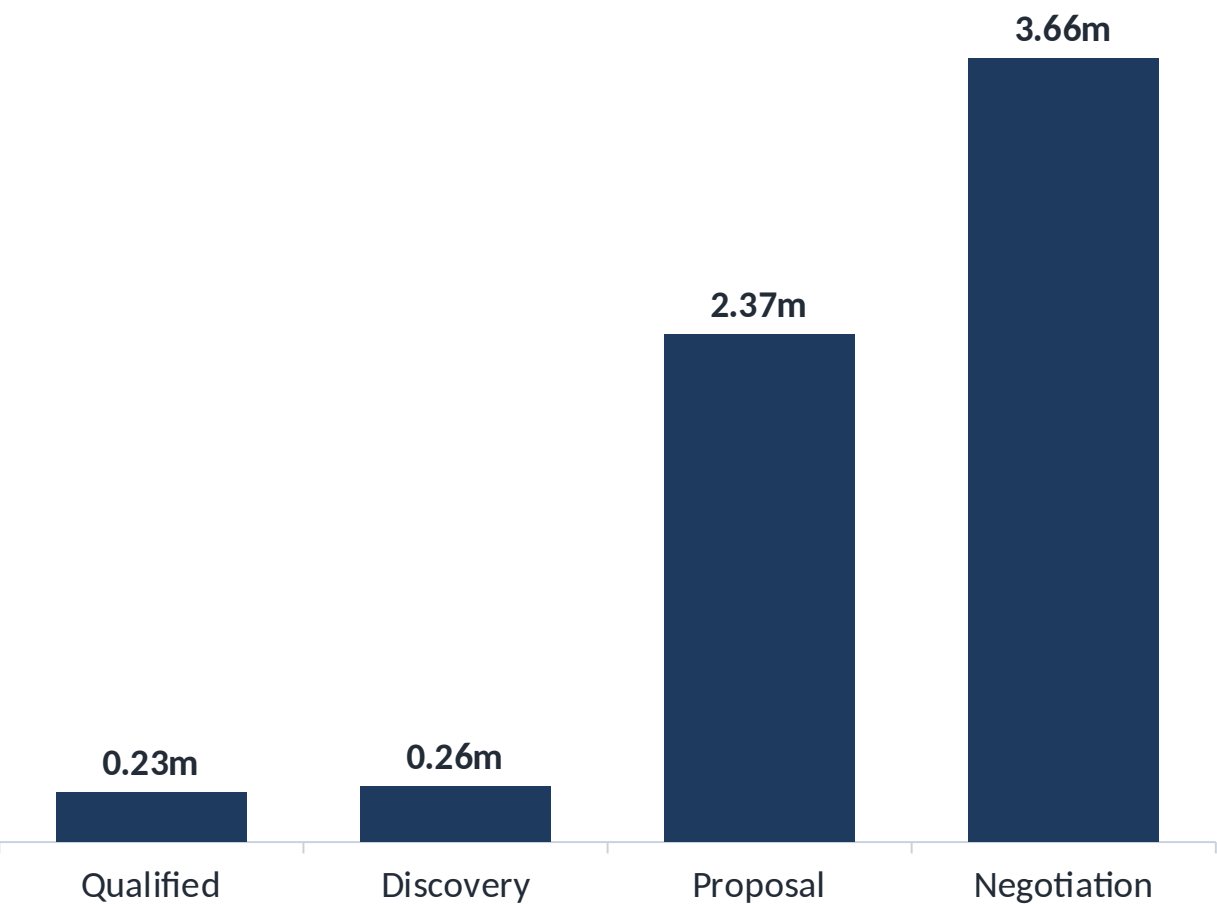
December is back-loaded: 15 of 27 deals and 52% of the weighted value close in the last month.

The CRM export needed cleaning. 37 issues across 9 types. DKK 3.93m of open pipeline has no usable close date and is not counted.

Probabilities: Qualified 10%, Discovery 20%, Proposal 40%, Negotiation 70%. EUR converted at 7.46.

Proposal and Negotiation make up 92% of the forecast

Weighted Q4 value by stage, DKK millions

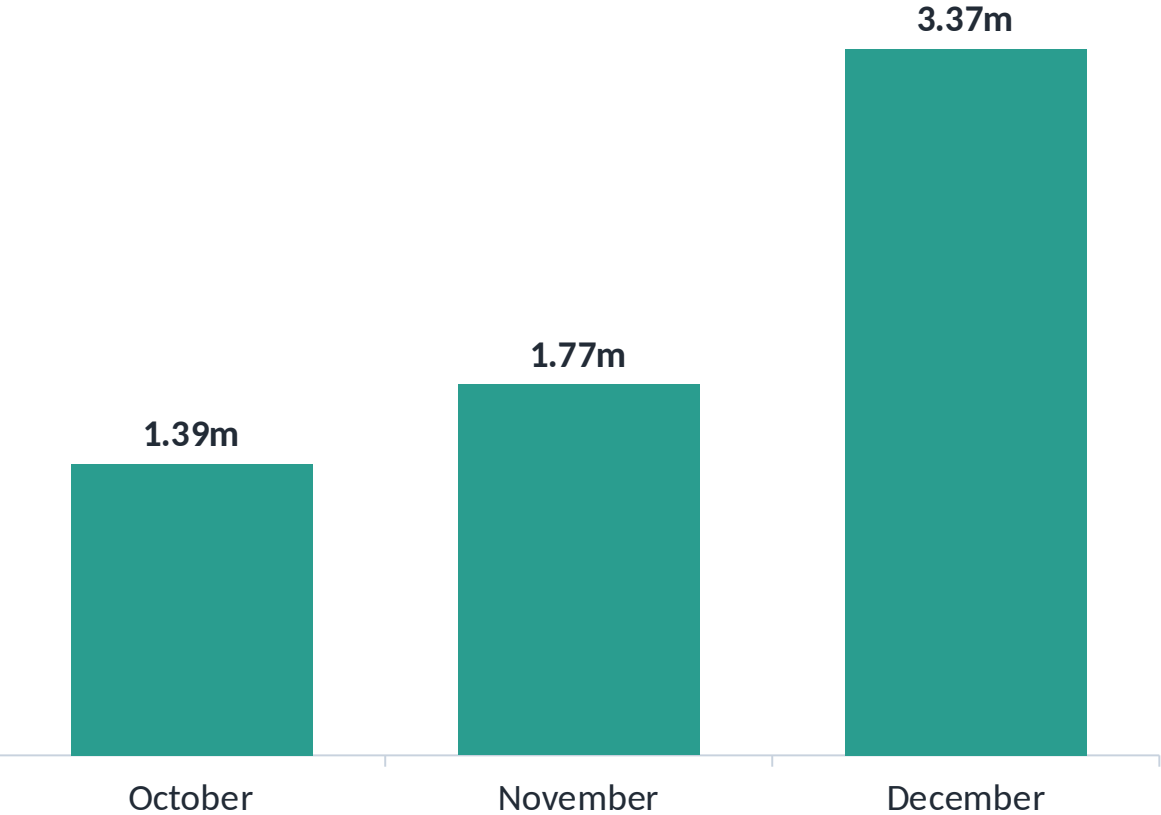


Stage	Prob.	Deals	Pipeline	Weighted
Qualified	10%	4	2.31m	0.23m
Discovery	20%	3	1.32m	0.26m
Proposal	40%	11	5.93m	2.37m
Negotiation	70%	9	5.23m	3.66m
Total		27	14.79m	6.53m

Early-stage deals (Qualified, Discovery) add only DKK 0.49m.
The forecast depends on the 20 late-stage deals converting on time.

December carries half the quarter

Weighted Q4 value by expected close month and by owner, DKK



Owner	Deals	Weighted
Mikkel	7	1.97m
Jonas	8	1.88m
Sofie	6	1.27m
Ida	3	0.94m
Anna	3	0.47m
Total	27	6.53m

Largest single deals: D-1042 870k, D-1020 870k, D-1049 825k.
A December slip moves value into Q1 2027. Review December deals weekly.

What we cleaned before forecasting

37 issues found in 61 CRM rows. Nothing was deleted: every row is in the workbook

Issue	Deals	Treatment
Duplicate deal	3	Excluded, original kept
Amount outlier	1	Corrected to 720k
Missing close date	4	Excluded
Stale close date	5	Excluded
Missing currency	2	Inferred EUR
Amount format	6	Parsed to number
Non-standard stage	12	Mapped to standard
Won deal with future close date	1	Kept out of pipeline
Probability mismatch	3	Ignored, stage % used

DKK 3.93m

open pipeline outside the forecast:
no close date or date already passed

3 duplicates

imported from the old CRM.
2 of them would have double counted Q4

16 fixes

applied to deals inside the forecast

Risks, upside and what sales must fix

Actions before the forecast is refreshed for the next board pack

Forecast risks and upside

Downside: DKK 3.37m weighted closes in December. Any slip lands in Q1 2027.

Upside: D-1002 and D-1004 carry past close dates, but their duplicates D-1059 and D-1061 show Q4 dates. If confirmed, forecast rises by DKK 0.30m.

Unplaced pipeline: 4 open deals (DKK 1.91m) have no close date at all.

D-1037 is marked Closed Won with a November close date (DKK 135k). Confirm it is signed; it is not in the pipeline figure.

Asks to the sales team (by 6 Oct)

1. Merge D-1059, D-1060, D-1061 into their originals and agree the close date.
2. Set close dates on D-1006, D-1008, D-1010, D-1014.
3. Re-date or close D-1001, D-1002, D-1004, D-1012, D-1013.
4. Confirm D-1029 amount (720k per note, 7.2m in CRM).
5. Use standard English stage names and fill currency on every deal.
6. Lock probability to stage and store amounts as plain numbers.