

Q4 2026 weighted forecast: DKK 6.53m from 27 open deals

DKK 6.53m

Weighted Q4 revenue (stage probabilities)

DKK 14.79m

Unweighted value of the same 27 deals

27

Open deals with close date 1 Oct to 31 Dec 2026

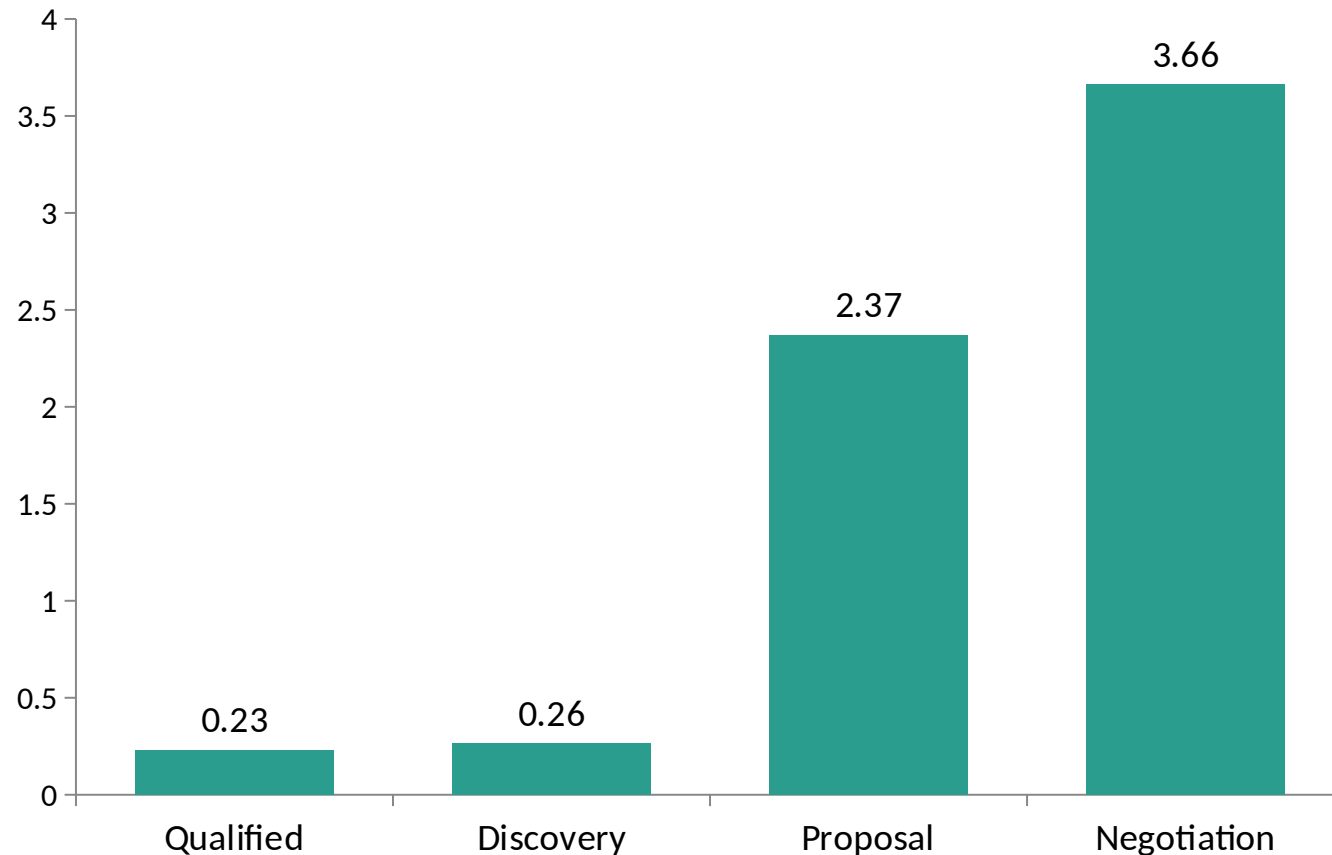
Negotiation carries 56% of the weighted number: DKK 3.66m from 9 deals.

Dec holds 15 of 27 deals and DKK 3.37m weighted. The quarter is back-loaded.

The number excludes 4 deals without a close date, 5 with stale dates and 3 probable duplicates.

Negotiation and Proposal drive 92% of the forecast

Weighted DKK m by stage



Stage / prob / deals / weighted

Negotiation: 70%, 9 deals, DKK 3.66m

Proposal: 40%, 11 deals, DKK 2.37m

Discovery: 20%, 3 deals, DKK 0.26m

Qualified: 10%, 4 deals, DKK 0.23m

By month: Oct 1.39m, Nov 1.77m, Dec 3.37m

The data needed real cleaning before it could be trusted

61 records exported. None dropped. All are kept in the Clean data sheet.

Fixed: 12 inconsistent stage names, 4 Danish-format amounts, 2 euro amounts with no currency, 1 amount with an extra zero, 3 wrong probabilities.

Excluded from forecast: 4 open deals with no close date, 5 open deals with close dates already passed, 3 probable duplicates, 6 closed deals.

CRM probability column was ignored. Board stage probabilities were used.

What could move the number

Upside, DKK 0.30m weighted: D-1059 and D-1061 are old-CRM copies. If they are live deals with their Q4 dates, they add to the forecast.

Upside, DKK 0.27m weighted: D-1028 is read as DKK 75,000. If the true value is 750,000 it adds more.

Not counted: D-1037, DKK 135,000 marked Closed Won with a close date of 8 Nov, in the future. Needs checking.

Not counted: 4 open deals with no close date, worth DKK 0.35m weighted if all closed in Q4.

FX: EUR deals use 7.46. They are 3 of the 27 Q4 deals.

Decisions and actions before Q4 starts

1. Owners confirm or fix the flagged deals within one week: dates, duplicates, D-1028, D-1029, D-1037.
2. Sales stops free-text stages and amounts in the CRM. Picklists and numeric fields only.
3. Probability follows stage automatically. Stop manual overrides.
4. Board is shown DKK 6.53m as the forecast, with about DKK 0.6m of identified upside not included.
5. RevOps reruns the forecast when data is fixed, and again at mid-quarter.