FICTIONAL DEMONSTRATION · Illustrative data, not actual business results.

REVENUE OPERATIONS / PIPELINE REVIEW

Less chasing. More moving.

Northstar Studio · Give every opportunity a clear next step.

SNAPSHOT / 2026-09-30

10

Open conversations.

Open pipeline

$278,000

10 open deals · selected owner

Weighted scenario

$140,000

User-supplied stage assumptions · not a forecast

Stalled ≥ 14 days

4

Days in the current stage

Overdue actions

4

Due before 2026-09-30

01 / THE WORK IN MOTION

A pipeline. Not a guessing game.

10 visible deals · snapshot, not conversion rates

01 / Discovery

$52,000

3 deals · 15.0% assumption

D-100 — Action overdue

Forma Collective

$24,000.00

Confirm decision criteria

Maya Chen — Due 09-28

Expected close 2026-10-08 · assumption

02 / Qualified

$68,000

3 deals · 35.0% assumption

D-101 — 6d in stage

Aperture Labs

$18,000.00

Schedule technical review

Noah Ellis — Due 10-03

Expected close 2026-10-20 · assumption

D-104 6d in stage

Orbit Works

$12,000.00

Confirm decision criteria

Noah Ellis Due 10-03

Expected close 2026-10-08 · assumption

D-105 6d in stage

Field House

$28,000.00

Schedule technical review

Riley Park Due 10-03

Expected close 2026-10-20 · assumption

D-108 6d in stage

Kindred

$16,000.00

Confirm decision criteria

Riley Park Due 10-03

Expected close 2026-10-08 · assumption

D-109 Action overdue

Arc Systems

$22,000.00

Schedule technical review

Maya Chen Due 09-28

Expected close 2026-10-20 · assumption

03 / Proposal

$90,000

2 deals · 60.0% assumption

D-102 6d in stage

Grove Supply

$42,000.00

Send revised scope

Riley Park Due 10-03

Expected close 2026-10-08 · assumption

04 / Negotiation

$68,000

2 deals · 80.0% assumption

D-103 Action overdue

Stillwater

$36,000.00

Confirm procurement owner

Maya Chen Due 09-28

Expected close 2026-10-20 · assumption

D-106

Action overdue

Lumen Health

$48,000.00

Send revised scope

Maya Chen

Due 09-28

Expected close 2026-10-08 · assumption

D-107

6d in stage

Morrow Goods

$32,000.00

Confirm procurement owner

Noah Ellis

Due 10-03

Expected close 2026-10-20 · assumption

02 / OPEN DEAL LEDGER

Same owner and attention filters as the board

Nothing falls between the stages.

Company	Owner	Stage	Value	Stage age	Next action / due
Forma Collective	Maya Chen	Discovery	$24,000.00	22 days	Confirm decision criteria 2026-09-28
Aperture Labs	Noah Ellis	Qualified	$18,000.00	6 days	Schedule technical review 2026-10-03
Grove Supply	Riley Park	Proposal	$42,000.00	6 days	Send revised scope 2026-10-03
Stillwater	Maya Chen	Negotiation	$36,000.00	22 days	Confirm procurement owner 2026-09-28
Orbit Works	Noah Ellis	Discovery	$12,000.00	6 days	Confirm decision criteria 2026-10-03
Field House	Riley Park	Qualified	$28,000.00	6 days	Schedule technical review 2026-10-03
Lumen Health	Maya Chen	Proposal	$48,000.00	22 days	Send revised scope 2026-09-28
Morrow Goods	Noah Ellis	Negotiation	$32,000.00	6 days	Confirm procurement owner 2026-10-03
Kindred	Riley Park	Discovery	$16,000.00	6 days	Confirm decision criteria 2026-10-03
Arc Systems	Maya Chen	Qualified	$22,000.00	22 days	Schedule technical review 2026-09-28

Closed won/lost deals remain in the exported source but do not enter open totals. “Needs attention” filters the board and ledger; KPI cards continue to show all open deals for the selected owner. Weighted values are scenarios, not committed revenue.

SOURCE & SCOPE

Skilly fictional demonstration ledger, prepared 2026-10-22. Not real company or customer results.

Local editable HTML · USD · Currency values rounded on cards; exact amounts in the ledger and source export. Import JSON to change report context; CSV replaces rows only.

SKILLY

Made for the work.