Pipeline Review: Northwind Logistics

Open and won opportunities by stage

Stage	Opportunity / Product	Family	Close Date	Qty	Unit Price	Amount
Closed Won	**Northwind - 2026 Platform Renewal** **2 items**		11/12/2026			$49,440.00
	Fleet Telematics Platform - Annual License FTP-LIC-01	Software		1	$42,240.00	$42,240.00
	Premium Support (12 months) SVC-SUP-P	Services		1	$7,200.00	$7,200.00
	Closed Won total (1)					**$49,440.00**
Negotiation/Review	**Northwind - Midwest Fleet Rollout (350 vehicles)** **4 items**		12/15/2026			$141,677.50
	Fleet Telematics Platform - Annual License FTP-LIC-01	Software		1	$43,200.00	$43,200.00
	GPS Tracking Unit (Model T4) HW-GPS-T4	Hardware		350	$160.65	$56,227.50
	On-site Installation (per vehicle) SVC-INST	Services		350	$85.00	$29,750.00
	Implementation & Onboarding SVC-IMPL			1	$12,500.00	$12,500.00
	Negotiation/Review total (1)					**$141,677.50**
Proposal/Price Quote	**Northwind - Fuel Analytics Pilot** **2 items**		12/24/2026			$16,800.00
	Fuel Analytics Add-on MOD-FUEL	Software		1	$9,600.00	$9,600.00
	Premium Support (12 months) SVC-SUP-P	Services		1	$7,200.00	$7,200.00

Stage	Opportunity / Product	Family	Close Date	Qty	Unit Price	Amount
	Northwind - Route Optimization Upgrade **2 items**		1/8/2027			$27,575.00
	Route Optimization Module MOD-ROUTE	Software		1	$17,575.00	$17,575.00
	Implementation & Onboarding SVC-IMPL	Services		1	$10,000.00	$10,000.00
	Proposal/Price Quote total (2)					**$44,375.00**
Qualification	**Northwind - Driver Safety Program** **2 items**		2/7/2027			$91,800.00
	Driver Safety Camera Kit HW-CAM-DS2	Hardware		180	$425.00	$76,500.00
	On-site Installation (per vehicle) SVC-INST	Services		180	$85.00	$15,300.00
	Qualification total (1)					**$91,800.00**
Pipeline total	**5 opportunities**					**$327,292.50**