

## Monday Pulse

Acme Services Ltd

Monday 2 June

08:00

CASH POSITION

£148k

+£12k on last week

OVERDUE INVOICES

£18.4k

4 over 30 days

OPEN PIPELINE

£92k

9 new leads

WIN RATE (30D)

31%

up 4 points

## ● NEEDS YOUR ATTENTION THIS WEEK

## £18.4k in overdue invoices

Four invoices are now over 30 days old.

→ Chase them today.

## A £24k deal is going quiet

Hartley &amp; Co, no contact in 12 days.

→ Re-engage before it cools.

## A renewal is at risk

Renews in 18 days, with no contact in 3 weeks.

→ Book the call this week.

## ● WORTH A LOOK

## 3 quotes awaiting a reply

Worth £21k combined, sent over a week ago.

## Team capacity at 88% next week

One team is close to full; plan cover.

## A competitor cut its price

And there is 1 live tender that fits you.

## ● ON TRACK

✓ Cash position healthy, ahead of last week

✓ All projects on schedule

✓ Win rate up 4 points to 31%

✓ No complaints raised this week

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