

Analyze Your Demand Funnel

Disposition	# of requests/projects	Average effort to-date (hours)
Requested	34	5
Declined	2	8
Approved, Waiting	137	10
Started, Cancelled	4	150
Started, Frozen	3	150
In Progress	79	200
Completed	53	1000

Enter your project/request numbers in column C.

Enter the average hours invested in a project at this stage in column D.

Average FTE Cost Rate per Hour \$ 65

