Weekly Pipeline Snapshot — FY2027 Q1, Week 6

Corvid Data Systems, Inc. | Data as of Friday, July 10, 2026 | Owner: Revenue Operations (t.brennan@corviddata.com) | Audience: CRO staff

Headline

Qualified pipeline stands at $41.6M against a Q1 new-business target of $11.8M, for 3.5x coverage — above the 3.0x floor but down from 3.8x last week after the Meridian Grocers opportunity ($1.4M) pushed to Q2 and two stage-2 deals were disqualified at discovery. Commit forecast is $9.7M (82% of target) and best case is $12.4M. Weighted pipeline moved up $0.6M on stage progression in EMEA. The biggest watch item remains NA Enterprise, where coverage has been below 3.0x for four consecutive weeks.

Funnel by stage

Stage	Deals	Gross value ($K)	Weighted ($K)	Avg age (days)	Stage conv. (T4Q)
S2 — Discovery complete	64	16,880	2,532	34	38%
S3 — Solution validated	31	12,540	5,016	51	57%
S4 — Proposal issued	18	8,410	5,046	63	71%
S5 — Negotiation / legal	9	3,770	3,016	78	84%
S6 — Verbal / contract out	4	2,010	1,910	92	95%
Total qualified (S2–S6)	126	41,610	17,520	49	—

Coverage by region (Q1 new-business target)

Region / segment	Target ($K)	Qualified pipe ($K)	Coverage	Trend / note
NA Enterprise	4,800	12,960	2.7x	Below floor 4 weeks; SDR blitz on financial services list started July 6
NA Mid-market	3,100	11,470	3.7x	Healthy; watch S4-to-S5 conversion (down 6 pts T4Q)
EMEA	2,600	10,920	4.2x	Strongest region; two S5 deals in German public sector
APAC	1,300	6,260	4.8x	Coverage inflated by two mega-deals; excluding them, 2.9x
Company total	11,800	41,610	3.5x	Floor: 3.0x

Top opportunities (S4+)

Account	Region	Stage	ACV ($K)	Prob.	Close date	Owner	Next step
Helvetia Re	EMEA	S6	820	95%	Jul 24	K. Osei	Contract with client legal; signature ceremony booked Jul 23
TransPacific Air Cargo	APAC	S5	760	80%	Aug 14	M. Tanaka	Security addendum in redline round 2; InfoSec call Jul 15
Brightline Health Network	NA Ent	S5	640	80%	Aug 28	D. Reyes	BAA executed; awaiting CFO sign-off on 3-year ramp pricing
Landesbank Ostfalen	EMEA	S5	590	70%	Sep 11	A. Brandt	Works council consultation underway; procurement frame agreed
Quarry & Steel Holdings	NA Ent	S4	580	60%	Sep 25	D. Reyes	Proposal presented Jul 8; competitive vs. incumbent renewal
Southern Cross Utilities	APAC	S4	540	60%	Sep 18	M. Tanaka	Pilot success criteria met (11 of 12); commercial review Jul 21
Verdant Grocers Co-op	NA MM	S4	410	60%	Aug 21	P. Chalmers	References call completed; ROI workshop with finance Jul 17
Ministry of Transport (Bavaria)	EMEA	S5	390	70%	Sep 30	A. Brandt	Framework award confirmed; call-off order in ministry approval chain

Closed-won this week

- Pinewood Logistics (NA MM) — $185K ACV, 2-year term.
- Aster Chemicals (EMEA) — $240K ACV, displaced incumbent at renewal.
- Kestrel Insurance Services (NA Ent) — $95K ACV land, expansion path scoped.

Slipped or lost this week

- Meridian Grocers ($1.4M) — pushed to Q2; CFO change froze all capex approvals.
- Outrigger Media ($220K) — lost to competitor on native CDP integration.
- Two S2 deals disqualified: no budget authority identified at discovery.

Forecast call

Commit $9.7M / best case $12.4M against an $11.8M target. Path to plan requires Helvetia Re and TransPacific to close as committed plus one of the three NA Enterprise S4 deals to accelerate; deal reviews for all three are on the July 16 CRO call. RevOps will re-run the coverage model after the mid-quarter pipeline scrub scheduled for July 20–22.

Weighted values use standard stage probabilities (S2 15%, S3 40%, S4 60%, S5 80%, S6 95%). T4Q = trailing four quarters. This snapshot is generated from the Friday 06:00 UTC CRM extract; intra-day changes are not reflected.