

# Ecosystem Reports

ECOSYSTEM REPORT	REPORT DESCRIPTION & APPLICATION
Global Overlap	<p>Shows all your accounts that match with all partners you have mapped accounts with.</p> <p>This report helps you see how your partner ecosystem could influence an individual account.</p>
Mutual Prospects	<p>Shows all your prospect accounts that are mutual prospects with any of the partners you have mapped accounts with.</p> <p>This report helps you find which partners you can work with on joint-solutions for new customers.</p>
Help My Partner	<p>Shows all your customer accounts that are prospects of any partner you have mapped accounts with</p> <p>This report helps you find opportunities to help your partners move an account forward with an introduction or other support on accounts you have customer relationships with.</p>
Hot Prospects	<p>Shows all your prospect accounts that are existing customers of any partner you have mapped with.</p> <p>This report helps you find partners that can help you move an account forward with an introduction or other support on accounts they have customer relationships with.</p>
Mutual Customers	<p>Shows all your customer accounts that are mutual customers with any of the partners you have mapped accounts with.</p> <p>This report helps you find which partners you can work with on expansion deals.</p>
My Opps	<p>Shows all your opportunities and which partners are mapped to each of your accounts with opportunities.</p> <p>This report helps you identify partners that have existing customer relationships or that would make a compelling joint solution to help move an opportunity forward.</p>
Sourced Pipeline	<p>Shows all new opportunities created after you matched on an account with a partner.</p> <p>This report helps you track and attribute pipeline sourced by or with a partner.</p>
User Engagement	<p>Shows all users in your PartnerTap org and their usage details.</p> <p>This report helps you see how active each user is and what types of activities they are engaged in (i.e. inviting partners, uploading spreadsheets, chatting).</p>

Pipeline Ecosystem	<p>Shows all your accounts with the total \$ACV and total open pipeline for each connected partner that has shared these details.</p> <p>This report helps you see the total spend and open pipeline across your internal CRM orgs and partners for any account.</p>
My Partners	Shows you a list of all your connected partners and the type of information being shared.
All Partners	Shows you a list of all connected partner connections across all users at your organization.