

Ecosystem Reports

ECOSYSTEM REPORT	REPORT DESCRIPTION & APPLICATION
Global Overlap	Shows all your accounts that match with all partners you have mapped accounts with. This report helps you see how your partner ecosystem could influence an individual account.
Global Overlap List	Shows a vertical view of your accounts that overlap with partner accounts. This report helps you see each overlapping account alongside every partner that also has it, making it easy to identify which accounts have the most partner coverage across your ecosystem.
Global Unmatched	Shows all your accounts that do not match with any partner in your ecosystem. This report helps you identify accounts where you have no partner coverage, which may represent greenfield opportunities for partner development.
Mutual Prospects	Shows all your prospect accounts that are mutual prospects with any of the partners you have mapped accounts with. This report helps you find which partners you can work with on joint-solutions for new customers.
Help My Partner	Shows all your customer accounts that are prospects of any partner you have mapped accounts with 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.
Potential new logos	Shows all your prospect accounts that are existing customers of any partner you have mapped with. 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.
Mutual Customers	Shows all your customer accounts that are mutual customers with any of the partners you have mapped accounts with. This report helps you find which partners you can work with on expansion deals.
Opps Overlap	Shows all your opportunities and which partners are mapped to each of your accounts with opportunities. 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.
Ecosystem Pipeline	Shows all your accounts with the total \$ACV and total open pipeline for each connected partner that has shared these details. This report helps you see the total spend and open pipeline across your internal CRM orgs and partners for any account.
My Partners	Shows you a list of all your connected partners and the type of information being shared.

Next: [Admin Reports](#)