

SAMPLE DATA · FOR DEMONSTRATION ONLY

QUOTE PIPELINE REPORT · LAST 4 WEEKS

## Stellar Build Group Quote Activity by Project Manager

A snapshot of all proposals dated between 18 May 2026 – 15 Jun 2026, organised by the project manager responsible for each opportunity. This is an illustrative report using fictional sample data to demonstrate the Quote Insite product.

NEW QUOTES

22

TOTAL VALUE (EX GST)

\$2,974,100

AVERAGE QUOTE

\$135,186

WON / PENDING / LOST

6 / 13 / 3

WIN RATE

27.3 %

PIPELINE SNAPSHOT

### Where the value sits

Quote distribution across project managers, type of works, lead source, and state, by both volume and dollar value.

#### Value by Project Manager (ex GST)

Marcus Pendleton		\$1,147,300
Olivia Hartwell		\$716,200
Daniel Okafor		\$610,200
Sienna Whitlock		\$500,400

#### Value by Lead Source

Tender		\$886,800
Existing Client		\$705,000
Referral		\$633,800
Architect Referral		\$413,900
Website Enquiry		\$223,200
Direct Approach		\$111,400

TYPE OF WORKS

### Value vs volume by category

Which work types drive the most pipeline dollars, and which appear most often.

## Value by Type of Works (ex GST)



### Quotes by Type of Works (count)



### GEOGRAPHIC SPREAD

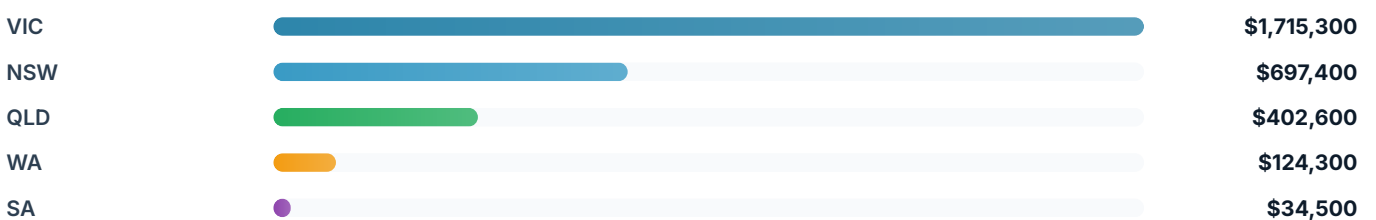
## Quotes by state

Volume of quotes and the dollar value behind them, broken down by state.

### Quotes by State (count)



### Value by State (ex GST)



# Quotes by current stage

## Quotes by Pipeline Stage

Proposal Submitted	10
Won Projects	6
Quoting	3
Lost Projects	3

### WIN CONVERSION

## How quotes are converting

Outcome split for all quotes raised in the window, plus the win rate per project manager calculated against every proposal they submitted.

### Outcome by Quote Count



### Outcome by Quote Value (ex GST)



### Win Rate by Project Manager — wins as a share of all proposals submitted

Daniel Okafor		60.0% (3/5)
Sienna Whitlock		20.0% (1/5)
Marcus Pendleton		16.7% (1/6)
Olivia Hartwell		16.7% (1/6)

#### ACTION PLAN

## Recommendations on proposals submitted

The **Proposal Submitted** bucket holds 10 quotes worth **\$1,337,600** ex GST, the single biggest lever in this period. Every quote here has been issued, costed, and accepted into the workflow. Converting even a fraction of this pipeline materially shifts the quarter.

### 1. Chase the top by value first

These proposals account for the majority of dollars in play. Lock in a follow-up call this week.

- **Mornington Shire Council** — \$312,500 · Civil Construction · 21 days since quote, Marcus Pendleton
- **Mosaic Developments** — \$286,500 · Civil Construction · 12 days since quote, Olivia Hartwell
- **Eastpoint Holdings** — \$142,000 · Commercial Fit-out · 16 days since quote, Daniel Okafor
- **Westhaven Distribution** — \$124,300 · Industrial Flooring · 9 days since quote, Sienna Whitlock
- **Seaview OC Committee** — \$112,700 · Remediation · 25 days since quote, Olivia Hartwell
- **Veridian Logistics** — \$96,800 · Commercial Fit-out · 3 days since quote, Sienna Whitlock

### 2. Escalate proposals $\geq 14$ days old

Aged proposals lose momentum fast, every day past two weeks materially reduces win probability. Push these for a yes/no decision.

- **Seaview OC Committee** — 25 days · \$112,700 · Olivia Hartwell
- **Highpoint Properties** — 22 days · \$73,800 · Marcus Pendleton
- **Mornington Shire Council** — 21 days · \$312,500 · Marcus Pendleton
- **City of Whitehorse** — 19 days · \$89,400 · Marcus Pendleton
- **Eastpoint Holdings** — 16 days · \$142,000 · Daniel Okafor

### 3. Project manager workload

Distribute follow-up effort across the team. Re-balance or pair on the largest deals where one PM is carrying disproportionate load.

- **Marcus Pendleton** — 4 proposals out, \$516,900 in play, **3 aged  $\geq 14$  days**
- **Olivia Hartwell** — 3 proposals out, \$457,600 in play, **1 aged  $\geq 14$  days**
- **Sienna Whitlock** — 2 proposals out, \$221,100 in play
- **Daniel Okafor** — 1 proposals out, \$142,000 in play, **1 aged  $\geq 14$  days**

#### 4. Focus on the strategic vertical

**Civil Construction** is the highest-value type this period at \$1,649,300. Treat this work type as a strategic vertical: prepare a one-page case-study sheet for any open proposal, and offer a stakeholder presentation rather than email-only follow-up.

#### 5. Pricing discipline on small jobs

Small-ticket proposals (under \$7,500) risk low conversion ROI if chased the same way as a \$30k+ pursuit. Set a 7-day follow-up SLA with a template email, then move them to Not Won if silent at 21 days.

#### 6. Resolve pending quotes weekly

13 of 22 quotes in this window are still unresolved (Won/Lost not set). Ask each PM to update the Won/Lost column at end of week, a clean status column is what makes this report and the next fortnightly compare apples-to-apples.

### PROJECT MANAGER BREAKDOWN

## Quotes grouped by project manager

Every quote dated in the reporting window, attributed to the project manager listed on the Stellar Build Group pipeline. Sorted by total pipeline value, then by quote date within each manager.

MP Marcus Pendleton						
QUOTES	VALUE	WON	PENDING			
6	\$1,147,300	1 (\$432,000)	4			
QUOTE DATE	PROJECT / CLIENT	TYPE OF WORKS	SOURCE	PIPELINE STAGE	STATUS	VALUE (EX GST)
10 Jun	<b>Northbridge Industrial Estate Stage 3</b> Argent Holdings Pty Ltd · SBG-2411	Civil Construction	Existing Client	Won Projects	WON	\$432,000
09 Jun	<b>Northstar Industrial Park Carpark Seal</b> Northstar Industrial · SBG-2423	Civil Construction	Existing Client	Proposal Submitted	PENDING	\$41,200
29 May	<b>Brightwood Town Centre Drainage</b> Brightwood Council · SBG-2430	Civil Construction	Tender	Lost Projects	LOST	\$198,400
27 May	<b>Henderson Park Drainage Upgrade</b> City of Whitehorse · SBG-2418	Civil Construction	Tender	Proposal Submitted	PENDING	\$89,400
25 May	<b>Mornington Council Pavilion</b> Mornington Shire Council · SBG-2415	Civil Construction	Tender	Proposal Submitted	PENDING	\$312,500
24 May	<b>Highpoint Plaza Loading Dock</b> Highpoint Properties · SBG-2426	Industrial Flooring	Website Enquiry	Proposal Submitted	PENDING	\$73,800

OH

Olivia Hartwell

QUOTES

6

VALUE

\$716,200

WON

1 (\$187,500)

PENDING

5

QUOTE DATE	PROJECT / CLIENT	TYPE OF WORKS	SOURCE	PIPELINE STAGE	STATUS	VALUE (EX GST)
14 Jun	<b>Riverbank Tower Facade Inspection</b> Riverbank Body Corporate · SBG-2421	Remediation	Direct Approach	Quoting	PENDING	\$18,500
13 Jun	<b>Riverside Apartments - Civil Works</b> Kingfisher Property Trust · SBG-2410	Civil Construction	Referral	Won Projects	WON	\$187,500
11 Jun	<b>Solace Hotel Lobby Refurb</b> Solace Hospitality Group · SBG-2419	Commercial Fit-out	Website Enquiry	Quoting	PENDING	\$52,600
07 Jun	<b>Glenfern Tower Concrete Remediation</b> Hartley Tower Strata · SBG-2413	Remediation	Direct Approach	Proposal Submitted	PENDING	\$58,400
03 Jun	<b>Mosaic Apartments Underground Carpark</b> Mosaic Developments · SBG-2427	Civil Construction	Tender	Proposal Submitted	PENDING	\$286,500
21 May	<b>Seaview Apartments Balcony Remediation</b> Seaview OC Committee · SBG-2431	Remediation	Referral	Proposal Submitted	PENDING	\$112,700

DO

Daniel Okafor

QUOTES

5

VALUE

\$610,200

WON

3 (\$220,200)

PENDING

1

QUOTE DATE	PROJECT / CLIENT	TYPE OF WORKS	SOURCE	PIPELINE STAGE	STATUS	VALUE (EX GST)
08 Jun	<b>Ferncroft School Sports Court</b> Ferncroft Grammar School · SBG-2425	Civil Construction	Referral	Won Projects	WON	\$67,300
02 Jun	<b>Bellbrook Aged Care Wing Extension</b> Bellbrook Care Services · SBG-2417	Commercial Fit-out	Architect Referral	Lost Projects	LOST	\$248,000
01 Jun	<b>Tradewinds Office Park - Roof Replacement</b> Tradewinds Property · SBG-2422	Remediation	Existing Client	Won Projects	WON	\$94,700
31 May	<b>Aurora Logistics Slab Repair</b> Aurora Logistics · SBG-2429	Industrial Flooring	Existing Client	Won Projects	WON	\$58,200
30 May	<b>Eastpoint Retail Centre Refresh</b> Eastpoint Holdings · SBG-2414	Commercial Fit-out	Referral	Proposal Submitted	PENDING	\$142,000

SW

Sienna Whitlock

QUOTES	VALUE	WON	PENDING
5	\$500,400	1 (\$78,900)	3

QUOTE DATE	PROJECT / CLIENT	TYPE OF WORKS	SOURCE	PIPELINE STAGE	STATUS	VALUE (EX GST)
12 Jun	<b>Bayfield Logistics Hub Fit-out</b> Veridian Logistics · SBG-2412	Commercial Fit-out	Website Enquiry	Proposal Submitted	PENDING	\$96,800
06 Jun	<b>Westhaven Distribution Warehouse Floor</b> Westhaven Distribution · SBG-2420	Industrial Flooring	Referral	Proposal Submitted	PENDING	\$124,300
05 Jun	<b>Pinegrove Retirement Village Pathways</b> Pinegrove Living · SBG-2428	Civil Construction	Direct Approach	Quoting	PENDING	\$34,500
04 Jun	<b>Quayside Marina Pontoon Replacement</b> Quayside Marina Group · SBG-2416	Marine Works	Existing Client	Won Projects	WON	\$78,900
28 May	<b>Coral Cove Resort Boardwalk</b> Coral Cove Resorts · SBG-2424	Marine Works	Architect Referral	Lost Projects	LOST	\$165,900



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Demo report for Stellar Build Group ([www.stellarbuildgroup.com.au](http://www.stellarbuildgroup.com.au)). All companies, project managers, and figures are fictional and for demonstration only. Window: 18 May 2026 – 15 Jun 2026. Quote values exclude GST unless stated otherwise.