

Tern Client Services

Fictional operating report | 2026-09-08

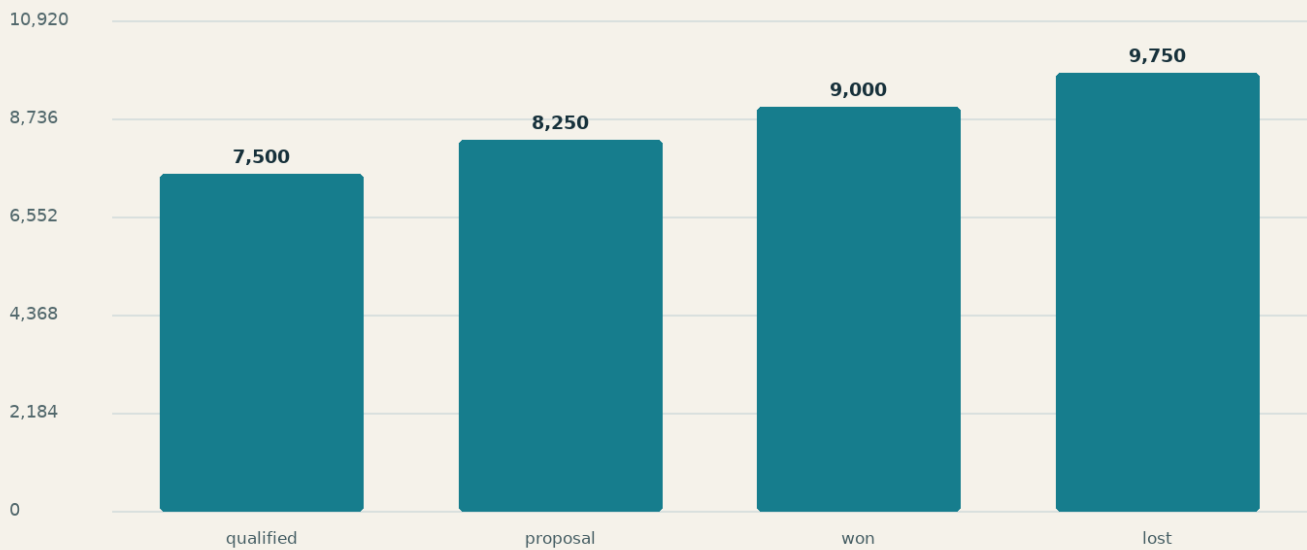
A linked company/contact/deal/activity pipeline with stage probabilities and a contact-import profile.

Metric	Value	Unit
Total deal value	34,500.00	USD
Weighted deal value	15,825.00	USD
Recorded activity time	720.00	minutes

NOVUS EXAMPLES / FICTIONAL OPERATING DATA

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Pipeline by stage (USD)



Source: included operating-model.json. Fixed snapshot 2026-09-08.

Files and expected behavior

The workbook, chart and result assertions are derived from the same linked records. operating-model.json carries every source table. Schema validation covers field types; declared relational rules check uniqueness and references.

Source table	Records	Primary key
companies	4	company_id
contacts	8	contact_id
deals	12	deal_id
activities	24	activity_id
leads	8	lead_id
quotes	12	quote_id
projects	3	project_id
timesheets	24	time_id
invoices	3	invoice_id

Using the example

Blank input tables

blank-input-tables.zip contains a header-only CSV for every source table and a setup guide. Start with those files when you need a reusable empty template. Keep identifiers consistent across tables; the paired JSON Schema describes the data types.

Use guide.md for the import sequence and expected-results.json for exact numeric assertions. Negative test records are intentionally invalid and belong in a validation harness.