

Account Detail

Abbott Ltd.

4206 North Grand Avenue
Suite 900
Chicago, IL 60643

Main Tel: (312) 555-7854
Misc. Tel: (800) 555-1235
Fax Tel: (312) 555-7545
Toll-free: (800) 555-1234
Time Zone: (GMT-06:00) Central Time (US & Canada)
e-mail:
Web: www.abbott.com
Target Account: Yes

Industry:
Region:
Status:
Credit Rating:
SIC Code:
Employees:
Rev(000's):
Nat'l Account:

Contacts...

John Abbott

4206 North Grand Avenue
Suite 900
Chicago, IL 60643
USA

Contact Details...

Title:	President	Work Tel:	(312) 555-7854	e-mail:	jabbot@abbot.dem
Assistant:	Ms. Jane Smith	Fax Tel:	(312) 555-7545	Web:	www.abbot.com
Department:	Administration	Mobile Tel:	(312) 555-1234	Type:	Decision Maker
Acct. Manager:	Lee Hogan	Home Tel:	(312) 555-3543	Referral:	
Acct. Owner:	Midwest	Pager:	(800) 555-4875	Status:	Active

Lou Balbo

4206 North Grand Avenue
Suite 900
Chicago, IL 60643
USA

Contact Details...

Title:	VP of Sales	Work Tel:	(312) 555-7854	e-mail:	lou@abbot.demo
Assistant:		Fax Tel:	(312) 555-7545	Web:	www.abbot.com
Department:	Sales	Mobile Tel:	(312) 555-6845	Type:	Champion
Acct. Manager:	Lee Hogan	Home Tel:	(312) 568-6541	Referral:	
Acct. Owner:	Midwest	Pager:	(312) 659-8798	Status:	Active

Dean Drew

4206 North Grand Avenue
Suite 900
Chicago, IL 60643
USA

Contact Details...

Title:	VP of Cust Service	Work Tel:	(312) 555-7843	e-mail:	ddrew@abbot.dem
Assistant:		Fax Tel:	(312) 555-7545	Web:	www.abbot.com
Department:	Customer Service	Mobile Tel:	(312) 698-7755	Type:	Champion
Acct. Manager:	Lee Hogan	Home Tel:	(312) 288-6988	Referral:	
Acct. Owner:	Midwest	Pager:	(312) 888-6623	Status:	Active

Account Detail

Mike Velazquez

4206 North Grand Avenue
Suite 900
Chicago, IL 60643
USA

Contact Details...

Title:	VP of Finance	Work Tel:	(312) 555-7854	e-mail:	mvelazquez@abbc
Assistant:	Susan Smith	Fax Tel:	(312) 555-7545	Web:	www.abbot.com
Department:	Finance	Mobile Tel:	(312) 555-8788	Type:	Other
Acct. Manager:	Lee Hogan	Home Tel:	(312) 555-9877	Referral:	
Acct. Owner:	Midwest	Pager:	(312) 654-5645	Status:	Active

Louise Zessner

4206 North Grand Avenue
Suite 900
Chicago, IL 60643
USA

Contact Details...

Title:	CIO	Work Tel:	(312) 555-7854	e-mail:	lzessner@abbot.d
Assistant:	Susan Smith	Fax Tel:	(312) 555-7545	Web:	www.abbot.com
Department:	MIS	Mobile Tel:	(312) 555-7777	Type:	Gate Keeper
Acct. Manager:	Lee Hogan	Home Tel:	(312) 555-7899	Referral:	
Acct. Owner:	Midwest	Pager:	(312) 888-6845	Status:	Active

Activities...

Date/Time	User	Type	Regarding	Category	Duration	Op
John Abbott						
9/18/2003 8:16:30AM	Administrator	Literature Request	Company Data		15	

John Abbott						
7/9/2003 12:00:00AM	Lee Hogan	Phone Call	Status Meeting		15	Ab
Notes: f/u on status of implementation...						
Talked about the status of their implementation. It's going well and they are satisfied and want us to work w/ their parent company Abbott Worldwide! name and number of the Decision Makers over there -- Johnathan Hardy CEO and Pete Scarlata CIO. Will call Jonathan to determine needs and pai						
Also, Abbott Ltd is working on another project w/ our partner Advisory Group (brand new, just signed up). Will call them and see if I can meet w/ them haven't had a chance to meet w/ them yet.						

John Abbott						
7/8/2003 12:00:00AM	Barb Hutchinson	Phone Call	Follow-up - Customer Satisfaction	Follow-up	30	
Notes: Customer Satisfaction follow up call.						

Activity Totals:	No. of Activities:	3	Average Duration:	20	Total Duration:	60

Opportunities...

Opportunity Name	Status	Est. Close Date	Sales Potential	Clo
John Abbott				
Abbott Ltd.-Phase2	Open	8/30/2003 12:00:00AM	\$199,500.00	

Dean Drew				
Abbott Ltd.-Phase1	Closed - Won	6/30/2003 12:00:00AM	\$2,238,000.00	

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New Opportunity Open \$0.00

Opportunity Totals: **Total Opportunities: 3** **Total Potential: \$2,437,500** **Avg. C**

History...

Start Date/Time	End Date/Time	User	Type	Regarding	Category
9/26/2003 3:31:53PM	9/26/2003 3:31:53PM	Administrator	Database Change	Change to Type, Subtype	Database Change
Notes:	Type: Customer Old Value: Partner Subtype: Type A Old Value: Distributor				
9/26/2003 3:06:24PM	9/26/2003 3:06:24PM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: AA2EK0013031 Old Value:				
John Abbott					
7/18/2003 12:00:00AM	9/17/2003 11:48:13AM	Administrator	Meeting	Dinner meeting	
Notes:	Birthday Dinner				
9/17/2003 9:36:49AM	9/17/2003 9:36:49AM	Administrator	Database Change	Change to Createdate	Database Change
Notes:	Createdate: 9/17/2003 Old Value: 9/17/2003				
9/10/2003 2:26:45PM	9/10/2003 2:26:45PM	Administrator	Database Change	Change to Closeprobability	Database Change
Notes:	Closeprobability: 60 Old Value: 100				
8/13/2003 4:15:37PM	8/13/2003 4:15:37PM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: Old Value: AA2EK0013031				
8/13/2003 2:12:27PM	8/13/2003 2:12:27PM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: AA2EK0013031 Old Value:				
8/13/2003 1:42:23PM	8/13/2003 1:42:23PM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: Old Value: AA2EK0013031				
8/12/2003 9:47:55AM	8/12/2003 9:47:55AM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: AA2EK0013031 Old Value:				
8/11/2003 6:16:52PM	8/11/2003 6:16:52PM	Administrator	Database Change	Change to Parentid	Database Change
Notes:	Parentid: Old Value: AA2EK0013031				