

# Contact Detail

**Keith Abbott**  
Full Systems  
P.O. Box 52117  
Elkton, MD 21921  
USA

## Contact Details...

<b>Title:</b>	President	<b>Work Tel:</b>	(410) 555-7250 x226	<b>e-mail:</b>	dt
<b>Assistant:</b>	Dave Calambra	<b>Fax Tel:</b>	(410) 555-7765	<b>Web:</b>	w
<b>Dept:</b>		<b>Mobile Tel:</b>	(410) 555-3571	<b>Type:</b>	O
<b>Acct. Manager:</b>	Dan Barret	<b>Home Tel:</b>		<b>Referral:</b>	
<b>Acct. Owner:</b>	Northeast	<b>Pager:</b>	(410) 555-8866	<b>Status:</b>	A

**Activities...** There are no activities to show for this contact.

**Opportunities...** There are no opportunities for this contact.

**Leadsource...** There are no Leads for this Contact.

## History...

Start Date/Time	End Date/Time	User	Type	Regarding	Category
<b><u>Keith Abbott</u></b>					
9/10/2003 2:24:53PM <b>Notes:</b>	9/10/2003 2:24:53PM Email: dbaker@bakerconsultingllc.com Old Value: Keith@FullSystems.demo	Administrator	Database Change	Change to Email	Database Chang
<b><u>Keith Abbott</u></b>					
9/10/2003 2:23:42PM <b>Notes:</b>	9/10/2003 2:23:42PM Sent letter to keith	Administrator	Document	New Customer Letter	
<b><u>Keith Abbott</u></b>					
7/7/2003 6:14:15PM <b>Notes:</b>	7/7/2003 6:14:15PM Assistant: Dave Calambra Old Value: Dave Calambro	Administrator	Database Change	Change to Assistant	Database Chang
			<b>Total Items: 3</b>	<b>Avg. Duration: 15.00</b>	

# Contact Detail

## John Abbott

Abbott Ltd.  
4206 North Grand Avenue  
Suite 900  
Chicago, IL 60643  
USA

### Contact Details...

<b>Title:</b>	President	<b>Work Tel:</b>	(312) 555-7854	<b>e-mail:</b>	ja
<b>Assistant:</b>	Ms. Jane Smith	<b>Fax Tel:</b>	(312) 555-7545	<b>Web:</b>	w
<b>Dept:</b>	Administration	<b>Mobile Tel:</b>	(312) 555-1234	<b>Type:</b>	D
<b>Acct. Manager:</b>	Lee Hogan	<b>Home Tel:</b>	(312) 555-3543	<b>Referral:</b>	
<b>Acct. Owner:</b>	Midwest	<b>Pager:</b>	(800) 555-4875	<b>Status:</b>	A

### Activities...

Date/Time	User	Type	Regarding	Category	Duration	Opp
<b>John Abbott</b>						
9/18/2003 8:16:30AM	Administrator	Literature Request	Company Data		15	
Notes:						
<b>John Abbott</b>						
7/9/2003 12:00:00AM	Lee Hogan	Phone Call	Status Meeting		15	Abbo
Notes:						
<b>John Abbott</b>						
7/8/2003 12:00:00AM	Barb Hutchinson	Phone Call	Follow-up - Customer Satisfaction	Follow-up	30	
Notes:						
<b>Activity Totals:</b>	<b>Total Duration:</b>	<b>60.00</b>		<b>No. of Activities:</b>	<b>3</b>	

### Opportunities...

Opportunity Name	Status	Est. Close Date	Sales Potential
<b>John Abbott</b>			
Abbott Ltd.-Phase2	Open	8/30/2003 12:00:00AM	\$199,500.00
<b>John Abbott</b>			
Abbott Ltd.-Phase1	Closed - Won	6/30/2003 12:00:00AM	\$2,238,000.00
<b>Opportunity Totals:</b>	<b>Total Opportunities:</b>	<b>2</b>	<b>Total Potential:</b>
			<b>\$2,437,500.00</b>
			<b>Avg. Cl</b>

### Leadsources...

Date/Time	Description	Source Type
	Trade Show - General	Trade Show
<b>Leadsources Totals:</b>		

### History...

Start Date/Time	End Date/Time	User	Type	Regarding	Category
<b>John Abbott</b>					
7/18/2003 12:00:00AM	9/17/2003 11:48:13AM	Administrator	Meeting	Dinner meeting	

# Contact Detail

<b>Notes:</b>	Birthday Dinner					
<b><u>John Abbott</u></b>						
7/2/2003 4:00:00PM	7/2/2003 4:00:00PM	Hogan, Lee	E-Mail	Call Tickets for Abbott Ltd.	E-Mail Sent	
<b>Notes:</b>	TO : John Abbott Subject: Follow up with Abbott Ltd.  John, I just wanted to follow up on several points from today's meeting. First of all, thanks for giving me Jonathon and Pete's contact with them and able to					
<b><u>John Abbott</u></b>						
7/2/2003 11:00:00AM	7/2/2003 11:00:00AM	Hogan, Lee	Meeting	Status Meeting		
<b>Notes:</b>	Talked about the status of their implementation. It's going well and they are satisfied and want us to work w/ their parent company, and number of the Decision Makers over there -- Johnathan Hardy CEO and Pete Scarlat					
<b><u>John Abbott</u></b>						
6/4/2003 11:30:00AM	6/4/2003 11:30:00AM	Hogan, Lee	Phone Call	Won the deal	E-Mail Sent	
<b>Notes:</b>	Had to do some negotiating to get to the price they wanted, but they made the decision to go with us. Will be faxing PO to our Account  Follow up on Proposal....  TO : John Abbott Subject: Proposal for Abbott Ltd.  John, than					
<b><u>John Abbott</u></b>						
5/31/2003 4:35:00PM	5/31/2003 4:35:00PM	Hogan, Lee	E-Mail	Proposal for Abbott Ltd.	E-Mail Sent	
<b>Notes:</b>	TO : John Abbott Subject: Proposal for Abbott Ltd.  John, thanks for giving Phoenix Computers the opportunity to bid for your business. Attached is a proposal for Abbott Ltd. which includes 1. Executive Summary on Pu					
<b><u>John Abbott</u></b>						
5/31/2003 11:38:46AM	5/31/2003 11:38:46AM	Lee Hogan	To-Do	Send proposal		
<b>Notes:</b>	proposal includes pricing and configuration					
<b><u>John Abbott</u></b>						
5/26/2003 12:00:00PM	5/26/2003 12:00:00PM	Pizzutti, Lou	Meeting	Onsite Meeting		
<b>Notes:</b>	Went to the meeting w/ Lee Hogan. They discussed options and pricing. I gave the corporate overview, but Lee ran the rest of the meeting.  Good opp for us and looking to buy pretty quickly.  Also possible in-roads to Abbott Worldwide and other					
<b><u>John Abbott</u></b>						
5/26/2003 11:37:14AM	5/26/2003 11:37:14AM	Lee Hogan	Meeting	Presentation		
<b>Notes:</b>	Presented our product line. Discussed their pains and needs. Looks like they have several IT projects going on but would definitely  Also met Lou and Dean - they will be key influencers in their final decision.					
<b><u>John Abbott</u></b>						