

Forecast by Account Manager

Account Manager	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage
Cathy Hughes		Region: Northwest				
AD Foods						
AD Foods-Phase1	7/30/2003 12:00:00A	\$1,749,500.00	0 %	\$0.00	29	Closed - Lost
All in One						
All in One-Phase1	8/30/2003 12:00:00A	\$1,049,700.00	50 %	\$524,850.00	26	3-Demonstration
BLR Guard						
BLR Guard-Phase1	9/30/2003 12:00:00A	\$1,999,500.00	30 %	\$599,850.00	19	2-Needs Analysis
Claggett Recruiting						
Claggett Recruiting-Phase1	9/30/2003 12:00:00A	\$254,700.00	10 %	\$25,470.00	14	1-Qualified
Coastal Tools						
Coastal Tools-Phase1	10/29/2003 12:00:00A	\$799,800.00	30 %	\$239,940.00	8	2-Needs Analysis
Computer Vacuum						
Computer Vacuum-Phase1	8/30/2003 12:00:00A	\$259,400.00	10 %	\$25,940.00	26	1-Qualified
Dean Associates, Inc.						
Dean Associates, Inc.-Phase1	6/30/2003 12:00:00A	\$2,099,400.00	100 %	\$2,099,400.00	48	Closed - Won
Dean Associates, Inc.-Phase2	7/30/2003 12:00:00A	\$899,700.00	80 %	\$719,760.00	41	4-Contract Negotiator
HealthPlan Telecommunications						
HealthPlan Telecommunications-Phase1	11/30/2003 12:00:00A	\$299,700.00	10 %	\$29,970.00	8	1-Qualified
Lynx Group Corporation						
Lynx Group Corporation-Phase1	8/30/2003 12:00:00A	\$349,900.00	50 %	\$174,950.00	8	3-Demonstration
Northern Vendors Inc.						
Northern Vendors Inc.-Phase2	9/30/2003 12:00:00A	\$799,300.00	30 %	\$239,790.00	42	2-Needs Analysis
Plaza DiMare						
Plaza DiMare-Phase1	12/31/2003 12:00:00A	\$391,500.00	10 %	\$39,150.00	8	1-Qualified
Toolex Peat Engineering						
Toolex Peat Engineering-Phase1	7/30/2003 12:00:00A	\$99,750.00	100 %	\$99,750.00	66	Closed - Won
Statistics For: Cathy Hughes						
Total No. of Deals:	13	Avg. Close Probability:	39.23 %	Total Sales Potential:	\$11,051,850.00	
Avg. Days in Pipe:	26.38	Avg. Sales Potential:	\$850,142.31	Total Weighted Potential:	\$4,818,820.00	

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Account Manager	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage
Dan Barret						
Region: Northeast						
Access Industries Co.						
Tango Marketing	9/12/2003 12:00:00A	\$0.00	10 %	\$0.00	0	1-Qualified
Account Graphics						
Account Graphics-Phase1	9/30/2003 12:00:00A	\$783,000.00	30 %	\$234,900.00	6	2-Needs Analysis
American Electric Associates						
American Electric Associates-Phase1	10/29/2003 12:00:00A	\$524,850.00	10 %	\$52,485.00	25	1-Qualified
Apex Industrial Washer & Dryer, Inc.						
Apex Industrial Washer & Dryer, Inc.-Phase1	6/30/2003 12:00:00A	\$361,000.00	100 %	\$361,000.00	50	Closed - Won
Apex Industrial Washer & Dryer, Inc.-Phase2	8/30/2003 12:00:00A	\$99,900.00	50 %	\$49,950.00	20	3-Demonstration
Aurthur Products						
Aurthur Products-Phase1	6/30/2003 12:00:00A	\$814,500.00	0 %	\$0.00	51	Closed - Lost
Burke Drill Company						
Burke Drill Company-Phase1	10/29/2003 12:00:00A	\$3,499,000.00	10 %	\$349,900.00	22	1-Qualified
Casein Products						
Casein Products-Phase1	8/30/2003 12:00:00A	\$89,800.00	50 %	\$44,900.00	19	3-Demonstration
Consumer West						
Consumer West-Phase1	7/30/2003 12:00:00A	\$783,000.00	80 %	\$626,400.00	54	4-Contract Negotiator
E.F. Inc.						
E.F. Inc.-Phase1	12/31/2003 12:00:00A	\$1,498,500.00	1 %	\$14,985.00	8	5-Decision on Hold
Ernst Products						
Ernst Products-Phase1	9/30/2003 12:00:00A	\$799,800.00	30 %	\$239,940.00	22	2-Needs Analysis
Trans Fryer						
Trans Fryer-Phase1	11/30/2003 12:00:00A	\$999,750.00	10 %	\$99,975.00	27	1-Qualified
Statistics For: Dan Barret						
Total No. of Deals:	12	Avg. Close Probability:	31.75 %	Total Sales Potential:	\$10,253,100.00	
Avg. Days in Pipe:	25.33	Avg. Sales Potential:	\$854,425.00	Total Weighted Potential:	\$2,074,435.00	

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Derek Murray						
Region: EMEA						
Abi Specialty Group						
Abi Specialty Group-Phase1	7/30/2003 12:00:00AM	\$799,200.00	80 %	\$639,360.00	6	4-Contract Negotiator
Berkshire Medical & Dental Supplies						
Berkshire Medical-Phase1	6/30/2003 12:00:00AM	\$600,000.00	100 %	\$600,000.00	51	Closed - Won
Emerald Commercial						
Emerald Commercial-Phase1	8/30/2003 12:00:00AM	\$1,566,000.00	50 %	\$783,000.00	42	3-Demonstration
Graphic Scenes						
Graphic Scenes-Phase1	11/30/2003 12:00:00AM	\$349,900.00	10 %	\$34,990.00	6	1-Qualified
McGintil Ltd.						
McGintil Ltd.-Phase1	6/30/2003 12:00:00AM	\$699,800.00	100 %	\$699,800.00	50	Closed - Won
Newbridge Logic Group						
Newbridge Logic Group-Phase1	10/29/2003 12:00:00AM	\$1,199,700.00	10 %	\$119,970.00	6	1-Qualified
Tourist Services						
Tourist Services-Phase1	9/30/2003 12:00:00AM	\$430,200.00	30 %	\$129,060.00	40	2-Needs Analysis
Statistics For: Derek Murray						
Total No. of Deals:	7	Avg. Close Probability:	54.29 %	Total Sales Potential:	\$5,644,800.00	
Avg. Days in Pipe:	28.71	Avg. Sales Potential:	\$806,400.00	Total Weighted Potential:	\$3,006,180.00	