

# Opportunities by Account

Include Statistics: Yes

Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>Abbott Ltd.</b>							
Account Manager: Lee Hogan		Region: Midwest					
1	New Opportunity	\$0.00	0 %	\$0.00	0		
2	Abbott Ltd.-Phase1	6/30/2003 12:00:00AM	\$2,238,000.00	60 %	\$1,342,800.00	51	Closed - Won
3	Abbott Ltd.-Phase2	8/30/2003 12:00:00AM	\$199,500.00	10 %	\$19,950.00	8	1-Qualified
<b>Statistics For: Abbott Ltd.</b>							
Total No. of Deals:	<b>3</b>	Avg. Close Probability:	<b>23.33 %</b>	Total Sales Potential:	<b>\$2,437,500.00</b>		
Avg. Days in Pipe:	<b>19.67</b>	Avg. Sales Potential:	<b>\$812,500.00</b>	Total Weighted Potential:	<b>\$1,362,750.00</b>		
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>Abbott WorldWide</b>							
Account Manager: Lee Hogan		Region: Midwest					
1	Abbott WorldWide-Phase1	12/31/2003 12:00:00AM	\$3,915,000.00	10 %	\$391,500.00	11	1-Qualified
<b>Statistics For: Abbott WorldWide</b>							
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>10.00 %</b>	Total Sales Potential:	<b>\$3,915,000.00</b>		
Avg. Days in Pipe:	<b>11.00</b>	Avg. Sales Potential:	<b>\$3,915,000.00</b>	Total Weighted Potential:	<b>\$391,500.00</b>		
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>Abi Specialty Group</b>							
Account Manager: Derek Murray		Region: EMEA					
1	Abi Specialty Group-Phase1	7/30/2003 12:00:00AM	\$799,200.00	80 %	\$639,360.00	6	4-Contract Negotiation
<b>Statistics For: Abi Specialty Group</b>							
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>80.00 %</b>	Total Sales Potential:	<b>\$799,200.00</b>		
Avg. Days in Pipe:	<b>6.00</b>	Avg. Sales Potential:	<b>\$799,200.00</b>	Total Weighted Potential:	<b>\$639,360.00</b>		

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<b>Access Industries Co.</b>						
Account Manager: Dan Barret		Region: Northeast				
1 Tango Marketing	9/12/2003 12:00:00AM	\$0.00	10 %	\$0.00	0	1-Qualified
<b>Statistics For: Access Industries Co.</b>						
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>10.00 %</b>	Total Sales Potential:	<b>\$0.00</b>	
Avg. Days in Pipe:	<b>0.00</b>	Avg. Sales Potential:	<b>\$0.00</b>	Total Weighted Potential:	<b>\$0.00</b>	
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage
<b>Account Graphics</b>						
Account Manager: Dan Barret		Region: Northeast				
1 Account Graphics-Phase1	9/30/2003 12:00:00AM	\$783,000.00	30 %	\$234,900.00	6	2-Needs Analysis
<b>Statistics For: Account Graphics</b>						
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>30.00 %</b>	Total Sales Potential:	<b>\$783,000.00</b>	
Avg. Days in Pipe:	<b>6.00</b>	Avg. Sales Potential:	<b>\$783,000.00</b>	Total Weighted Potential:	<b>\$234,900.00</b>	
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage
<b>AD Foods</b>						
Account Manager: Cathy Hughes		Region: Northwest				
1 AD Foods-Phase1	7/30/2003 12:00:00AM	\$1,749,500.00	0 %	\$0.00	29	Closed - Lost
<b>Statistics For: AD Foods</b>						
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>0.00 %</b>	Total Sales Potential:	<b>\$1,749,500.00</b>	
Avg. Days in Pipe:	<b>29.00</b>	Avg. Sales Potential:	<b>\$1,749,500.00</b>	Total Weighted Potential:	<b>\$0.00</b>	
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage
<b>All in One</b>						
Account Manager: Cathy Hughes		Region: Northwest				
1 All in One-Phase1	8/30/2003 12:00:00AM	\$1,049,700.00	50 %	\$524,850.00	26	3-Demonstration
<b>Statistics For: All in One</b>						
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>50.00 %</b>	Total Sales Potential:	<b>\$1,049,700.00</b>	
Avg. Days in Pipe:	<b>26.00</b>	Avg. Sales Potential:	<b>\$1,049,700.00</b>	Total Weighted Potential:	<b>\$524,850.00</b>	

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<b>Altus Outfitters LTD</b>							
Account Manager: Georgine Ekels		Region: Asia/Pac					
1	Altus Outfitters LTD-Phase1	6/30/2003 12:00:00A	\$261,000.00	100 %	\$261,000.00	48	Closed - Won
<b>Statistics For: Altus Outfitters LTD</b>							
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>100.00 %</b>	Total Sales Potential:	<b>\$261,000.00</b>		
Avg. Days in Pipe:	<b>48.00</b>	Avg. Sales Potential:	<b>\$261,000.00</b>	Total Weighted Potential:	<b>\$261,000.00</b>		
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>American Electric Associates</b>							
Account Manager: Dan Barret		Region: Northeast					
1	American Electric Associates-Phase1	10/29/2003 12:00:00A	\$524,850.00	10 %	\$52,485.00	25	1-Qualified
<b>Statistics For: American Electric Associates</b>							
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>10.00 %</b>	Total Sales Potential:	<b>\$524,850.00</b>		
Avg. Days in Pipe:	<b>25.00</b>	Avg. Sales Potential:	<b>\$524,850.00</b>	Total Weighted Potential:	<b>\$52,485.00</b>		
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>American Mixing Company</b>							
Account Manager: Ed Martinez		Region: Southwest					
1	American Mixing Company-Phase1	6/30/2003 12:00:00A	\$783,000.00	100 %	\$783,000.00	50	Closed - Won
<b>Statistics For: American Mixing Company</b>							
Total No. of Deals:	<b>1</b>	Avg. Close Probability:	<b>100.00 %</b>	Total Sales Potential:	<b>\$783,000.00</b>		
Avg. Days in Pipe:	<b>50.00</b>	Avg. Sales Potential:	<b>\$783,000.00</b>	Total Weighted Potential:	<b>\$783,000.00</b>		
Account	Est. Close Date	Sales Potential	Probability	Weighted	Days in Pipe	Sales Stage	
<b>Apex Industrial Washer &amp; Dryer, Inc.</b>							
Account Manager: Dan Barret		Region: Northeast					
1	Apex Industrial Washer & Dryer, Inc.-Phase2	8/30/2003 12:00:00A	\$99,900.00	50 %	\$49,950.00	20	3-Demonstration
2	Apex Industrial Washer & Dryer, Inc.-Phase1	6/30/2003 12:00:00A	\$361,000.00	100 %	\$361,000.00	50	Closed - Won
<b>Statistics For: Apex Industrial Washer &amp; Dryer, Inc.</b>							
Total No. of Deals:	<b>2</b>	Avg. Close Probability:	<b>75.00 %</b>	Total Sales Potential:	<b>\$460,900.00</b>		
Avg. Days in Pipe:	<b>35.00</b>	Avg. Sales Potential:	<b>\$230,450.00</b>	Total Weighted Potential:	<b>\$410,950.00</b>		