

Opportunity Detail

Chicago Auto Products-Phase 1

Account: Chicago Auto Products

Manager: Lee Hogan

Leadsource: Word of Mouth / Referral - General

Status: Open

Type: New

Step:

Comments:

Potential: \$88,300.00

Probability of Close: 80%

Weighted: \$70,640.00

Actual Amount: \$0.00

Date Opened: 7/1/2003 12:00:00

Est. Close: 8/30/2003 12:00:00

Days Open: 61

Actual Close:

Stage: 4-Contract Negotiation

Contacts...

Mike Majewski , Consultant Engineer			
Department:		Fax: (312) 555-1300	Primary:
Location: Chicago, IL		e-Mail:	Influence:
Phone: (312) 555-7575		Web:	Issues:

Products...

Family	Product	Quantity	Price	Subtotal	Discount
Hardware	Toshiba Tecra	30	\$2,610.00	\$78,300.00	0%
Service	Professional Services	100	\$100.00	\$10,000.00	0%

Competitors...

Name/ Incumbent	Rating	Products	Strengths	Weak
Paradigm Systems				
No	70		Excellent Customer Service Large Stock	Pricir Poor
Competitor Notes:	Position our 3 year warranty on all parts			

Activities...

Start Date/Time	User	Type	Regarding	Contact	C:
7/7/2003 9:00:00AM	Lee Hogan	Phone Call	Follow up	Majewski, Mike	
Activity Notes:					

No. of Activities: 1		Average Time per Activity: 15.00			

History...

Completed Date/Time	User	Type	Regarding	Category	Result
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Opportunity Detail

7/7/2003 1:08:25PM	Administrator	Database Change	Change to Description	Database Change	Update
History Notes:	Description: Chicago Auto Products-Phase 1 Old Value: Chicago Auto Products-Phase I				

No. of Historical Items: 1

Average Time per Item: 15

Opportunity Detail

Farmco Industries-Phase1

Account: Farmco Industries
Manager: Lee Hogan
Leadsource: Word of Mouth / Referral - General
Status: Open
Type: New
Step:
Comments:

Potential: \$300,000.00
Probability of Close: 80%
Weighted: \$240,000.00
Actual Amount: \$0.00

Date Opened: 6/14/2003 12:00:00
Est. Close: 7/30/2003 12:00:00
Days Open: 78
Actual Close:
Stage: 4-Contract Negotiation

Contacts...

Dale Roberts , Buyer			
Department:		Fax: (612) 555-3333	Primary:
Location: Minnetonka, MN		e-Mail:	Influence:
Phone: (612) 555-3300		Web:	Issues:

Products...

Family	Product	Quantity	Price	Subtotal	Discount
Service	Professional Services	3,000	\$100.00	\$300,000.00	0%

Competitors...

Name/ Incumbent	Rating	Products	Strengths	Weak
Mega Motors No	20	Industrial motors	High Quality product Excellent Customer Service On-site repair service	High Long
Competitor Notes:				

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

History...

Completed Date/Time	User	Type	Regarding	Category	Result
7/7/2003 1:09:57PM	Administrator	Database Change	Change to Description	Database Change	Update
History Notes: Description: Farmco Industries-Phase1 Old Value: Farmco Industries-Phase I					