

Potential Sales Opportunities

Stage	Probability	Opportunity Account Name	Close Date	Sales Potential	Weighted
2-Needs Analysis	30	BLR Guard-Phase1 BLR Guard Account Manager: Cathy Hughes	09/30/2003	\$1,999,500.00	\$599,850.00
2-Needs Analysis	30	Northern Vendors Inc.-Phase2 Northern Vendors Inc. Account Manager: Cathy Hughes	09/30/2003	\$799,300.00	\$239,790.00
2-Needs Analysis	30	IMS Strong Financial-Phase1 IMS Strong Financial Account Manager: Rajeev Mitra	10/29/2003	\$1,799,550.00	\$539,865.00
2-Needs Analysis	30	Littleton Robotics-Phase1 Littleton Robotics Account Manager: Linda Walsh	10/29/2003	\$2,099,400.00	\$629,820.00
2-Needs Analysis	30	Coastal Tools-Phase1 Coastal Tools Account Manager: Cathy Hughes	10/29/2003	\$799,800.00	\$239,940.00
2-Needs Analysis	30	Wells Apparel Company-Phase1 Wells Apparel Company Account Manager: Lee Hogan	10/29/2003	\$523,500.00	\$157,050.00
2-Needs Analysis	30	Intrinsic International Capital-Phase1 Intrinsic International Capital Account Manager: Lee Hogan	11/30/2003	\$799,800.00	\$239,940.00
2-Needs Analysis	30	Vegas Vision-Phase1 Vegas Vision Account Manager: Lee Hogan	11/30/2003	\$549,900.00	\$164,970.00
3-Demonstration	50	Lynx Group Corporation-Phase1 Lynx Group Corporation Account Manager: Cathy Hughes	08/30/2003	\$349,900.00	\$174,950.00
3-Demonstration	50	Hackney Air-Phase1 Hackney Air Account Manager: Georgine Ekels	08/30/2003	\$249,500.00	\$124,750.00
3-Demonstration	50	Emerald Commercial-Phase1 Emerald Commercial Account Manager: Derek Murray	08/30/2003	\$1,566,000.00	\$783,000.00
3-Demonstration	50	All in One-Phase1 All in One Account Manager: Cathy Hughes	08/30/2003	\$1,049,700.00	\$524,850.00

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3-Demonstration	50	Apex Industrial Washer & Dryer, Inc.-Phase2 Apex Industrial Washer & Dryer, Inc. Account Manager: Dan Barret	08/30/2003	\$99,900.00	\$49,950.00
3-Demonstration	50	Casein Products-Phase1 Casein Products Account Manager: Dan Barret	08/30/2003	\$89,800.00	\$44,900.00
3-Demonstration	50	Packing Solutions-Phase3 Packing Solutions Account Manager: Kim Lee	09/30/2003	\$499,500.00	\$249,750.00
3-Demonstration	50	Incon Capital-Phase2 Incon Capital Account Manager: Rajeev Mitra	09/30/2003	\$199,500.00	\$99,750.00
3-Demonstration	50	Mobile Relief-Phase1 Mobile Relief Account Manager: Lee Hogan	11/30/2003	\$359,100.00	\$179,550.00
3-Demonstration	50	Tone Industrial Products-Phase1 Tone Industrial Products Account Manager: Linda Walsh	11/30/2003	\$3,999,000.00	\$1,999,500.00
Closed - Won	60	Abbott Ltd.-Phase1 Abbott Ltd. Account Manager: Lee Hogan	06/30/2003	\$2,238,000.00	\$1,342,800.00
4-Contract Negotiation	80	Solar Fluid Systems-Phase1 Solar Fluid Systems Account Manager: Ed Martinez	07/30/2003	\$2,500,000.00	\$2,000,000.00
4-Contract Negotiation	80	Farmco Industries-Phase1 Farmco Industries Account Manager: Lee Hogan	07/30/2003	\$300,000.00	\$240,000.00
4-Contract Negotiation	80	Dean Associates, Inc.-Phase2 Dean Associates, Inc. Account Manager: Cathy Hughes	07/30/2003	\$899,700.00	\$719,760.00
4-Contract Negotiation	80	Consumer West-Phase1 Consumer West Account Manager: Dan Barret	07/30/2003	\$783,000.00	\$626,400.00
4-Contract Negotiation	80	Abi Specialty Group-Phase1 Abi Specialty Group Account Manager: Derek Murray	07/30/2003	\$799,200.00	\$639,360.00

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4-Contract Negotiation	80	Packing Solutions-Phase2 Packing Solutions Account Manager: Kim Lee	07/30/2003	\$499,500.00	\$399,600.00
4-Contract Negotiation	80	Chicago Auto Products-Phase 1 Chicago Auto Products Account Manager: Lee Hogan	08/30/2003	\$88,300.00	\$70,640.00
4-Contract Negotiation	80	Columbus America-Phase1 Columbus America Account Manager: Lee Hogan	08/30/2003	\$1,199,700.00	\$959,760.00
4-Contract Negotiation	80	Fleet Group-Phase1 Fleet Group Account Manager: Lee Hogan	08/30/2003	\$1,199,700.00	\$959,760.00
4-Contract Negotiation	80	Flow Matic-Phase2 Flow Matic Account Manager: Lee Hogan	09/30/2003	\$261,000.00	\$208,800.00
Closed - Won	100	Packing Solutions-Phase1 Packing Solutions Account Manager: Kim Lee	06/30/2003	\$599,400.00	\$599,400.00
Closed - Won	100	Incon Capital-Phase1 Incon Capital Account Manager: Rajeev Mitra	06/30/2003	\$261,000.00	\$261,000.00
Closed - Won	100	McGintil Ltd.-Phase1 McGintil Ltd. Account Manager: Derek Murray	06/30/2003	\$699,800.00	\$699,800.00
Closed - Won	100	Altus Outfitters LTD-Phase1 Altus Outfitters LTD Account Manager: Georgine Ekels	06/30/2003	\$261,000.00	\$261,000.00
Closed - Won	100	Apex Industrial Washer & Dryer, Inc.-Phase1 Apex Industrial Washer & Dryer, Inc. Account Manager: Dan Barret	06/30/2003	\$361,000.00	\$361,000.00
Closed - Won	100	American Mixing Company-Phase1 American Mixing Company Account Manager: Ed Martinez	06/30/2003	\$783,000.00	\$783,000.00
Closed - Won	100	Dean Associates, Inc.-Phase1 Dean Associates, Inc. Account Manager: Cathy Hughes	06/30/2003	\$2,099,400.00	\$2,099,400.00