

# Products - By Opportunity

## Abbott Ltd.-Phase1

### Abbott Ltd.

Manager:	Lee Hogan	Date Opened:	5/4/2003 12:00:00AM
Potential:	\$2,238,000.00	Est. Close:	6/30/2003 12:00:00AM
Probability of Close:	60%	Actual Close:	6/24/2003 12:00:00AM
<b>Weighted:</b>	\$1,342,800.00	Lead Source:	Trade Show - General
<b>Status:</b>	Closed - Won		

### Products

Product	Family	Quantity	Price	Discou
Toshiba Tecra	Hardware	800	\$2,610.00	\$10.0
Professional Services	Service	1,500	\$100.00	\$10.0

# Products - By Opportunity

## Abbott Ltd.-Phase2

### Abbott Ltd.

Manager:	Lee Hogan	Date Opened:	7/3/2003 12:00:00AM
Potential:	\$199,500.00	Est. Close:	8/30/2003 12:00:00AM
Probability of Close:	10%	Actual Close:	
Weighted:	\$19,950.00	Lead Source:	Trade Show - General
Status:	Open		

### Products

Product	Family	Quantity	Price	Discou
iPAQ Pocket PC	Hardware	500	\$399.00	\$10.0

# Products - By Opportunity

## Abbott WorldWide-Phase1

### Abbott WorldWide

Manager:	Lee Hogan	Date Opened:	7/23/2003 12:00:00AM
Potential:	\$3,915,000.00	Est. Close:	12/31/2003 12:00:00AM
Probability of Close:	10%	Actual Close:	
Weighted:	\$391,500.00	Lead Source:	Word of Mouth / Referral - Gene
Status:	Open		

### Products

Product	Family	Quantity	Price	Discou
Toshiba Tecra	Hardware	1,500	\$2,610.00	\$10.0