

11/20/03 Sales Forecast

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Sales Person	Client	Prospect Rating (0 to 600)	\$K (to put dollars and target score on same scale)	Probability of Close in Quarter As Forecast	\$	\$ Weighted Forecast (\$ x Probability)
Laura	CSF Storage	418	0	0.53		0
JILL	Rockefeller Group International (RGI)	-4	0	-0.01	415	-2
Laura	Dr. Frei, Blumenauer & Partner	-4	0	-0.01	415	-2
JILL	Suny College at Brockport	-4	1	-0.01	500	-3
JILL	Markarian & Meehan Ltd.	-4	1	-0.01	500	-3
Laura	Wolf Tech Ltd.	-4	1	-0.01	500	-3
JILL	Mony Group	-4	1	-0.01	1,000	-5
FRANK	Qss Group	-4	1	-0.01	1,440	-7
FRANK	USDA	-4	1	-0.01	1,440	-7
FRANK	Sbr Inc	-4	1	-0.01	1,440	-7
JILL	Toyota Technical Center	-4	1	-0.01	1,440	-7
FRANK	General Dynamics Network Systems	-4	2	-0.01	1,500	-8
JILL	Tallahassee	-4	2	-0.01	1,625	-8
JILL	Gordon Food Service	-4	2	-0.01	1,625	-8
JILL	University of Cincinnati	-4	2	-0.01	1,625	-8
JILL	CBE Technologies	-4	2	-0.01	1,625	-8
Pankaj	Starcrest Computing	-4	2	-0.01	1,654	-8
JILL	Western Union International	-4	2	-0.01	2,000	-10
Pankaj	Pathfinder LLD	-4	2	-0.01	2,000	-10
Pankaj	First National Bank	-4	2	-0.01	2,000	-10
Pankaj	Network 2000	-4	2	-0.01	2,037	-10
Pankaj	IQ Systems	-4	2	-0.01	2,037	-10
FRANK	US Census Bureau	-4	2	-0.01	2,160	-11
FRANK	UNC P&A	-4	2	-0.01	2,200	-11
JILL	Spicer Group	-4	2	-0.01	2,495	-13
JILL	Bank One Corporation	-4	2	-0.01	2,495	-13
JILL	Bank of New York	-4	2	-0.01	2,495	-13
JILL	Asplundh	-4	2	-0.01	2,495	-13
JILL	Cintar, Inc.	-4	2	-0.01	2,495	-13

JILL	Penn Traffic	-4	2	-0.01	2,495	-13
JILL	Smiths Aerospace	-4	2	-0.01	2,495	-13
JILL	Archdiocese of Rockford	-4	2	-0.01	2,495	-13
JILL	Mony Group	-4	3	-0.01	2,500	-13
FRANK	Nsight Technologies	-4	3	-0.01	2,795	-14
FRANK	Sbr Inc	-4	3	-0.01	2,995	-15
FRANK	CSIS (Ctr for Strategic/Int'l	149	3	0.19	2,995	568
Pankaj	CB Richard Ellis	-4	3	-0.01	3,000	-15
Pankaj	Maricopa County Public Health	-4	3	-0.01	3,000	-15
Pankaj	Network Design & Management	-4	3	-0.01	3,000	-15
Pankaj	Computer Land	-4	3	-0.01	3,000	-15
Pankaj	DCCCD	-4	3	-0.01	3,196	-16
JILL	ECM Insurance	-4	3	-0.01	3,250	-17
JILL	Pharmeco	-4	3	-0.01	3,250	-17
Laura	Totaltek Solutions, Inc.	-4	4	-0.01	3,600	-18
Pankaj	Nintendo of America, Inc.	-4	4	-0.01	4,000	-20
Pankaj	First Bank	-4	4	-0.01	4,000	-20
Laura	Michener Services	-4	4	-0.01	4,400	-22
Pankaj	ARS Wagner-Weber Associates, Inc.	-4	4	-0.01	4,440	-23
JILL	Associates, Inc.	-4	5	-0.01	4,875	-25
FRANK	NBHD	-4	5	-0.01	4,990	-25
JILL	Alliance Benefit Group	-4	5	-0.01	4,990	-25
JILL	Alticor Corp	-4	5	-0.01	4,990	-25
JILL	National Exchange Carrier Association	-4	5	-0.01	4,990	-25
JILL	Port Authority of NY & NJ	-4	5	-0.01	4,990	-25
FRANK	Dell	-4	5	-0.01	5,000	-25
Pankaj	US Court of Appeals - 9th Circuit SF	-4	5	-0.01	5,000	-25
Pankaj	Kimley-Horn & Associates, Inc.	-4	5	-0.01	5,000	-25
FRANK	General Dynamics Network Systems	-4	5	-0.01	5,189	-26
FRANK	Tallahassee	-4	5	-0.01	5,189	-26
Pankaj	Computer Age	-4	5	-0.01	5,189	-26
JILL	Justice Systems Longaberger Company	-4	6	-0.01	6,000	-31
JILL	Rainbow Media	-4	7	-0.01	6,500	-33
FRANK	Eagle Bank	-4	7	-0.01	6,700	-34
Pankaj	Nike, Inc.	-4	7	-0.01	7,000	-36
JILL	Subaru Of America, Inc.	-4	7	-0.01	7,485	-38
Pankaj	City of Fresno	-4	8	-0.01	7,500	-38
FRANK	Highlands County Clerk Of Court	-4	8	-0.01	7,995	-41
Laura	Staines	-4	8	-0.01	8,242	-42

FRANK	Command Software Systems	-4	9	-0.01	8,985	-46
Laura	Canpar	-4	9	-0.01	9,000	-46
Pankaj	Music Express	-4	9	-0.01	9,000	-46
JILL	Medford Co-operative Bank	-4	10	-0.01	9,750	-50
JILL	Derse	-4	10	-0.01	9,980	-51
Pankaj	SANZ (StorNet Solutions)	370	10	0.47	10,000	4,713
Pankaj	San Diego Data Processing Corp., Inc.	572	10	0.73	10,000	7,287
Pankaj	Graybar Information Systems	573	11	0.73	10,500	7,664
Pankaj	Computer Associates, Compass Direct	368	11	0.47	11,000	5,157
FRANK	ISC Motorports	497	12	0.63	12,475	7,898
Pankaj	American Fidelity	474	13	0.60	12,500	7,548
Laura	Currie & Brown	416	13	0.53	12,525	6,638
Pankaj	Intermountain Technology Group	363	13	0.46	13,000	6,012
FRANK	W.L. Gore & Associates	490	15	0.62	14,975	9,348
Pankaj	Dole Fresh Vegetables	379	15	0.48	15,000	7,242
Pankaj	State of Utah Academy of Motion Pictures Arts	277	16	0.35	16,000	5,646
Pankaj	Sciences	468	16	0.60	16,000	9,539
FRANK	Northampton County School	472	17	0.60	16,698	10,040
FRANK	USDA Food and Nutrition Service	379	18	0.48	17,970	8,676
JILL	Belden Wire & Cable	442	19	0.56	18,750	10,558
JILL	Port Authority of NY & NJ	540	20	0.69	19,960	13,731
Pankaj	Iowa Farm Bureau Insurance	515	20	0.66	20,000	13,121
Pankaj	Wells Fargo	529	20	0.67	20,000	13,478
Pankaj	Entergy-Koch EKLP	575	20	0.73	20,000	14,650
FRANK	Dell INS	513	25	0.65	24,950	16,305
Pankaj	Scott & White Health Plan	531	25	0.68	25,000	16,911
Pankaj	Novell - Provo	535	25	0.68	25,000	17,039
Pankaj	University of Utah Hospital	621	25	0.79	25,000	19,777
FRANK	International Speedway Corporation	497	30	0.63	29,940	18,956
FRANK	Health First, Inc.	514	31	0.65	31,225	20,446
FRANK	Compass Bank	516	31	0.66	31,225	20,525
FRANK	Lowes Companies Inc	405	37	0.52	37,470	19,332
Pankaj	Analytical Computer Services, St New Mexico	440	40	0.56	40,000	22,421
Pankaj	Alegent Health	515	40	0.66	40,000	26,243

JILL	National City Bank (Ohio - total)	389	41	0.50	41,000	20,318
JILL	Shiloh Industries	440	50	0.56	49,900	27,971
FRANK	Jabil Circuit Inc	374	55	0.48	55,410	26,401
FRANK	Dell Computer Pitt County	472	60	0.60	59,970	36,060
FRANK	Planet Technology	324	61	0.41	61,103	25,221
Pankaj	Pervasive	538	70	0.69	70,000	47,977
Pankaj	Kendall Jackson Enterprise	580	70	0.74	70,000	51,722
Pankaj	ISG Technology	312	100	0.40	100,000	39,750
JILL	Blue Cross Blue Shield of IL Corp (total)	591	106	0.75	106,000	79,810
Laura	Standard Life Assurance Co.	325	335	0.41	335,440	138,934
Laura	Airbus Deutschland GmbH	330	359	0.42	359,400	151,151
JILL	JP Morgan Chase	555	413	0.71	412,500	291,727
Pankaj	LA-DSS Northrop Grumman IT	557	467	0.71	467,000	331,473

Proactive Target Candidates

Bold Accounts = Top 10 Proac

Weight

Product / Need

SBS

SUPPORT

SUPPORT

SUPPORT

SUPPORT

SBS

SUPPORT

SBS

SUPPORT

SUPPORT

SUPPORT

OSA

MS HSM NW

OSA

OSA

SSS

SUPPORT

OSA

OSA

SBS

SBS

SUPPORT

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OSA

MS HSM NW

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SBS

OSA

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MS HSM NW

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MS HSM NW
SUPPORT
SBS

MS HSM NW
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MS HSM NW
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OSA
SUPPORT

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MS HSM NW
OSA
OSA

SBS
MS HSM NW

MS HSM NW

MS HSM NW

MS HSM NW

MS HSM W2K
MS HSM NW
MS HSM NW
UK End User Sales

OSA

MS HSM NW

SBS/OSA
OSA

MS HSM NW

OSA

MS HSM NW
MS HSM NW

MS HSM NW

MS HSM NW
MW HSM W2K
MS HSM NW
OSA

MS HSM NW
MS HSM NW

MS HSM NW

MS HSM NW
MS HSM NW
MS HSM NW

MS HSM NW

OSA
MS HSM NW

HSM SUPPORT
SBS
MS HSM NW

OSA
SBS
MS HSM W2K

OSA
OSA

HSM SUPPORT

End User Sale

End User Sale
MS HSM NW

MS HSM NW & W2K