

# Sales Pipeline Report

User: FRANK

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
11/14/03	2,995.00	50	CSIS (Ctr for Strategic/Int'l Studies)	Washington	DC		MS HSM NW	Waiting for budget, should be in about 2 weeks.
11/16/03	1,500.00	20	General Dynamics Network Systems	Tallahassee	FL		OSA	
11/16/03	1,500.00	100	General Dynamics Network Systems	Tallahassee	FL			
11/21/03	5,189.25	50	Computer Age	Tampa	FL	Ingram Micro	SBS	No response.
11/21/03	37,470.00	40	Lowe's Companies Inc	North Wilkesboro	NC		MS HSM NW	Will move forward with pilot mid-October.
11/21/03	61,102.50	50	Planet Technology	Gaithersburg	MD	Ingram Micro	SBS	Sent new pricing. Waiting to hear back from customer.
11/21/03	1,440.00	80	Qss Group	Arlington	VA		SBS	They have a newacct sys which is delaying the order.
11/21/03	2,200.00	60	UNC P&A	Chapel Hill	NC		SBS	Currently evaluating SBS
11/21/03	2,160.00	80	US Census Bureau	Suitland	MD		SUPPORT	SBS & OSA renewal
11/21/03	1,440.00	50	USDA	Washington	DC		SUPPORT	SBS renewal - Oct.
11/21/03	17,970.00	40	USDA Food and Nutrition Service	Alexandria	VA	CA	MS HSM W2K	
11/21/03	14,975.00	40	W.L. Gore & Associates	Elkton	MD		MS HSM NW	If everything goes well, purchase will be by the end of the year.
11/26/03	31,225.00	30	Health First, Inc.	Rockledge	FL		MS HSM NW	Project has been put on hold until next fiscal year. (October)
11/28/03	5,000.00	50	Dell		MD	Dell	SUPPORT	
11/28/03	24,950.00	50	Dell		MD	Dell	OSA	
11/29/03	29,940.00	60	International Speedway Corporation	Daytona Beach	FL		MS HSM NW	
12/05/03	6,700.00	50	Eagle Bank	Miami	FL	CompuQuip	OSA	Needs to eval OSA 3.0 w/NSS
12/05/03	1,440.00	50	Sbr Inc	Parkersburg	WV		SUPPORT	No response
12/05/03	2,995.00	50	Sbr Inc	Parkersburg	WV		SBS	No response
12/19/03	8,985.00	50	Command Software Systems	Jupiter	FL		MS HSM NW	Has submitted for budget approval, should be 1 to 2 months.
12/19/03	59,970.00	50	Dell Computer Corporation		NC	Dell	OSA	Meeting w/Anthony & Pitt this week.
12/19/03	16,698.00	50	Northampton County School		NC		OSA	New budget starts in October.

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12/23/03	7,995.00	50	Highlands County Clerk Of Court	Sebring	FL		SBS	Won't be able to consider until next year's budget.
12/29/03	4,990.00	30	NBHD				SBS	
12/30/03	12,475.00	20	ISC Motorports	Daytona Beach	FL		MS HSM NW	
01/29/04	54,890.00	20	Dell Computer Corporation		NC	Dell	OSA	
01/30/04	31,225.00	30	Compass Bank	Birmingham	AL		MS HSM NW	Just at the beginning investigative stage.
01/30/04	55,410.00	50	Jabil Circuit Inc	Saint Petersburg	FL	HP	MS HSM W2K	Will start further investigating in January.
01/30/04	2,795.00	80	Nsight Technologies	Tampa	FL		SUPPORT	Purchasing Upgrade and Support.
<b>Sales: 29</b>					<b>Total Sales: 507,624</b>			

User: JILL

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
11/07/03	4,990.00	20	Alliance Benefit Group	Peoria	IL	STL Tech Partners	OSA	considering replacing server. Sale depends upon if/when they will replace server. Why protect if replacing?
11/07/03	15,000.00	90	Gillette Company, The	Boston	MA		SUPPORT	10-31 per purchasing mgr. Mike PO in process, will have next week
11/07/03	2,500.00	30	Mony Group	Syracuse	NY		MS HSM NW	10-21 email wants visio drawing and revised quote
11/07/03	1,000.00	30	Mony Group	Syracuse	NY		SUPPORT	
11/14/03	1,440.00	90	Toyota Technical Center	Ann Arbor	MI		SUPPORT	per 10/15 phone con, PO is in the works may take a few weeks. email sent 10-31 for status check
11/17/03	500.00	90	Suny College At Brockport	Brockport	NY		SUPPORT	
11/21/03	2,000.00	80	Western Union International	Montvale	NJ		SUPPORT	
11/28/03	500.00	90	Markarian & Meehan Ltd	Wakefield	RI		SUPPORT	
12/05/03	3,250.00	20	ECM Insurance	Everett	PA	Digital Sunrise	SBS & OSA	evaluating alternatives. Per SI on 9/23, there is no time line, no decision pending at this point.
12/05/03	49,900.00	30	Shiloh Industries	Mansfield	OH	Amos Data	SBS	10-22 emailed revised quote with new pricing. SI will follow up with prospect.
12/05/03	7,485.00	50	Subaru of America Inc.	Cherry Hill	NJ		MS HSM NW	lvm 10/17
12/05/03	4,875.00	20	Wagner-Weber Associates Inc.					

# Sales Pipeline Report

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Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
12/26/03	9,750.00	20	Medford Co-operative Bank	New York	NY	EOS Systems	SBS	project on hold for now per 8/21 TC with Costantine
12/29/03	2,495.00	30	Spicer Group	Saginaw	MI		OSA	Per 1-24 tc, marshall thinks he will get approval to spend \$ in Dec.
12/31/03	24,780.00	70	Blue Cross Blue Shield of IL Corp	Chicago	IL		SUPPORT	
12/31/03	81,100.00	70	Blue Cross Blue Shield of IL Corp	Chicago	IL		MS HSM NW	Per tc with Lawrence on 10-22, eval looks great, pending purchase approval. Expect answer in Nov.
12/31/03	412,500.00	60	JP Morgan Chase	New York	NY		MS HSM NW	demo scheduled for 10-3 in NYC went well. Possible trip to London in 2-3 weeks
12/31/03	19,960.00	40	Port Authority Of NY & NJ	New York	NY		MS HSM NW	next step arrange conf call with Neil & EMC
01/02/04	4,990.00	20	Alticor Corp	Ada	MI		MS HSM NW	long term sale prospect. in budgeting process
01/02/04	415.00	50	Rockefeller Group International (RGI)	New York	NY	AMC Computers	SUPPORT	see AMC computers
01/09/04	2,495.00	20	Bank One Corporation	Columbus	OH		MS HSM NW	LVM 8/25
01/09/04	9,000.00	10	National City Bank (Ohio)	Cleveland	OH		SUPPORT	
01/09/04	32,000.00	10	National City Bank (Ohio)	Cleveland	OH		MS HSM NW	Won't get funding until next year. Just exploring options now, per 9/8 conf call
03/01/04	18,750.00	20	Belden Wire & Cable	Richmond	IN		MS HSM NW	
03/05/04	9,980.00	20	Derse	Milwaukee	WI		MS HSM NW	
03/12/04	2,495.00	20	Bank of New York	Garden City	NY	SHI	SBS	may purchase thru SHI per 9-29 tc with Han 1Q
04/01/04	2,495.00	10	Asplundh	Willow Grove	PA	Integrity Data	SBS	
04/01/04	2,495.00	20	Cintar Inc.	Glenshaw	PA		OSA	
04/01/04	1,625.00	10	Gordon Food Service	Grand Rapids	MI	CPRGR	MS HSM NW	
04/01/04	6,500.00	20	Longaberger Company	Newark	OH	Amos Data	MS HSM NW	Project for 2004. In planning stages
04/01/04	4,990.00	10	National Exchange Carrier Association	Whippany	NJ		MS HSM NW	unresponsive
04/01/04	2,495.00	20	Penn Traffic	Syracuse	NY		MS HSM NW	quiet & unresponsive
04/01/04	4,990.00	10	Port Authority Of NY & NJ					

# Sales Pipeline Report

User: JILL

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
				New York	NY		OSA	
04/01/04	2,495.00	10	Smiths Aerospace	Grand Rapids	MI		MS HSM NW	will start eval in November
04/01/04	1,625.00	20	University Of Cincinnati	Cincinnati	OH	Amos Data	OSA	referred to AMOS data
04/01/04	28,125.00	10	Wyeth	Andover	MA		MS HSM NW	unresponsive
04/02/04	2,495.00	10	Archdiocese of Rockford	Rockford	IL		SBS	
04/02/04	1,625.00	10	CBE Technologies	Boston	MA		OSA	
05/21/04	6,500.00	50	Rainbow Media	Jericho	NY		MS HSM NW	
07/01/04	3,250.00	10	Pharmeco	Ayer	MA	EOS Systems	MS HSM NW	

Sales: 40

Total Sales: 795,855

User: LAURA

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
11/14/03	8,242.00	50	SNS Ltd	Staines			MS HSM NW	Evaluation PO has been issued. Has until 11/14 to accept or reject product.
11/21/03	415.00	90	DR FREI, BLUMENAUER & PARTNER	BAD SODEN		Orchestra	SUPPORT	Renewing support through Orchestra
11/21/03	4,400.00	50	Michener Services					
11/21/03	500.00	50	Wolf Tech Ltd	Kingston			SBS	Currently evaluating
12/19/03	9,000.00	50	Canpar	Mississauga	ON		OSA	Routed the sales inquiry to Antonio at Unylogix to Follow up.
12/30/03	719,400.00	10	Airbus Deutschland Gmbh	Hamburg			End User Sale	03/11/2003 has Eval in progress Managed Server - Cluster version sent
12/30/03	671,440.00	10	Standard Life Assurance Co.	Edinburgh			End User Sale	Migrating to SAN Cluster Environment - HP storage Works Cluster 3 @ one site - 2 @ another Wants Migration to Centura 65% Data stale after 30 days Doesn't want tape as has to replace after 4 years Do we have drivers???
12/31/03	12,525.00	20	Currie & Brown	LONDON			UK End User Sales	Client of SNS  Requires Eval copy of GW ARCHIVE when available  Have quoted 5012 licence @ £18.50 per licence

# Sales Pipeline Report

User: LAURA

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
04/01/04	3,600.00	60	Totaltek Solutions Inc.	Mississauga	ON		SBS	One add-on SBS, purchase on hold for now.

Sales: 9

Total Sales: 1,429,522

User: PANKAJ

Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
11/07/03	3,196.00	70	DCCCD	Dallas	TX		OSA	2 node osa sale still pending. will buy in september.
11/12/03	1,653.50	70	Starcrest Computing	Denver	CO		SSS	2 SSS licenses for his EU.
11/13/03	7,500.00	70	City of Fresno	Fresno	CA		MS HSM NW	Order for 2 licenses expected this month under the promotional price.
11/14/03	3,000.00	60	CB Richard Ellis	Roseville	CA		OSA	
11/14/03	3,000.00	70	Maricopa County Public Health		UT		OSA	Wants to protect one critical server and have 10 to 1 SBS config. at this time getting only OSA.
11/14/03	2,037.00	20	Network 2000		HI		SBS	Customer is waiting for project approval, once that is done, they will evaluate and purchase.
11/18/03	16,000.00	50	Academy of Motion Pictures Arts Sciences	Beverly Hills	CA		MS HSM NW	
11/20/03	4,440.00	50	ARS	Fort Collins	CO		SSS	5 SSS nodes
11/20/03	15,000.00	30	Dole Fresh Vegetables	Salinas	CA		SBS/OSA	
11/20/03	20,000.00	60	Entergy-Koch EKLP	Houston	TX		MS HSM W2K	Currently testing HSM, Expecting an order for 7 copies, if the EVAL goes right
11/20/03	2,037.00	70	IQ Systems	Reno	NV		SBS	Client is slow. maybe next month.
11/20/03	70,000.00	70	Kendall Jackson Enterprise	Santa Rosa	CA		OSA	Local Reno Integrator interested in selling one SBS license to his local Reno Client. Order will come thru Ingram Impementation in DEC. Order expected before the end of 2003. Slim chances of coming in this month.
11/20/03	3,000.00	70	Network Design & Management	Spokane	WA		OSA	Order coming thru ingram. Waiting foe OSA 3.0 GA release
12/17/03	9,000.00	60	MUSIC EXPRESS	BURBANK	CA		OSA	Kevin & a shared some visio drawings, we can support the config he is looking for.
01/14/04	25,000.00	40	Scott & White Health Plan	Temple	TX		MS HSM NW	
01/29/04	40,000.00	50	Alegent Health					

# Sales Pipeline Report

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Date	Forecasted	%	Company	City	State	Reseller	Product	Comments
				Omaha	NE		MS HSM NW	Interested in HSM on all 250 NW servers
01/30/04	12,500.00	50	American Fidelity	Oklahoma City	OK		MS HSM NW	Interested in buying HSM for GW & NW. 12500 is a low number, total sale could be bigger, Total 20 NW servers at his site.
01/30/04	7,000.00	60	Nike Inc	Hillsboro	OR		MS HSM W2K	Considering D2K as well, We have price advantage over them, because of the amount of data they want to manage.
01/30/04	25,000.00	60	Novell - Provo	Provo	UT		MS HSM NW	Currently Evaluating HSM, interested in 300 NW + 300 W2K servers.
01/30/04	5,000.00	30	US COURT OF APPEALS - 9th Circuit SF	San Francisco	CA		SBS	2 SBS licenses
02/18/04	10,500.00	70	Graybar Information Systems	Maryland Heights	MO		MS HSM NW	5 HSM license, with probably Centera interface going thru our SI - ISG technologies.
02/18/04	467,000.00	70	LA-DSS Northrop Grumman IT	Baton Rouge	LA		MS HSM NW & W2K	Quote has been submitted in budget for fiscal year ending July 2004. He sounded positive about buying in Jan 2004.
02/24/04	4,000.00	40	Nintendo of America Inc.	Redmond	WA		MS HSM NW	Possibility of selling one license to archive away the imaging info. Neil has to present a solution.
02/24/04	2,000.00	60	Pathfinder LLD		TX		OSA	1 OSA node thru reseller GDS. Under registration process.
02/25/04	11,000.00	50	Computer Associates				MS HSM W2K	
02/25/04	5,000.00	40	Kimley-Horn & Associates, Inc.	Phoenix	AZ		MS HSM NW	HSM Opportunity reviving.
02/27/04	4,000.00	60	First Bank	Ketchikan	AK		SBS	2 SBS license thru Ingram, reseller is network management and design in WA.
02/27/04	70,000.00	40	Pervasive	Austin	TX		MS HSM W2K	
03/17/04	13,000.00	40	Intermountain Technology Group		ID		OSA	5 OSA node with 3 day installation thru SI, EU is Amersco.
03/19/04	20,000.00	50	Wells Fargo	Plymouth	MN		MS HSM W2K	Wants to buy 6 or more HSM licenses for W2K.
03/30/04	40,000.00	30	Analytical Computer Services	Houston	TX		OSA	70-80 OSA node oppor with State of NM. Expected closure March 2004
03/30/04	20,000.00	50	Iowa Farm Bureau Insurance	West Des Moines	IA		MS HSM NW	10 NW (Candidates) and 250 W2K (few are F&P) servers.
03/31/04	2,000.00	40	First National Bank	Hutchinson	KS		OSA	Interested in 6 Nodes, 4 NW & 2 W2K.
03/31/04	6,000.00	60	Justice Systems	Albuquerque	NM		SBS	Interested in one license of OSA in future, repeat sale.
04/01/04	12,000.00	50	ACS Inc.					2 sbs pair. Mgmt reviewing quote next week. Will know more in 2 weeks. per customer SBS is the ideal solution

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04/01/04	3,000.00	30	Computer Land	Tempe	AZ		OSA	Currently Evaluating OSA 3.0, Intends to buy it thru Unylogix
04/01/04	100,000.00	30	ISG Technology	East Wenatchee	WA		SBS	one SBS pair order thru IngramMicro for End user in WA state. near 98802 Zip code.
04/01/04	10,000.00	10	San Diego Data Processing Corp Inc	San Diego	CA		OSA	61 OSA licenses for a prospect in AK
04/01/04	10,000.00	30	SANZ (StorNet Solutions)	Stafford	TX		MS HSM NW	Interested in global HSM solution.
04/01/04	16,000.00	50	State of Utah	Salt Lake City	UT		OSA	16 NW on a SAN, needs to be replicated at a remote location.  New story- he wants to centralized backup for 4 of his remote servers.
04/01/04	25,000.00	40	University of Utah Hospital	Salt Lake City	UT		MS HSM NW	6/30 Jason still has to discuss the promo with his boss. He assured that they are clear on all technical aspects, now it's a matter of procuring the product. I am not sure what month.

Sales: 41

Total Sales: 1,124,863

Sales: 119

Company Sales: 3,857,864