

Sheet1

UNIQUE_ID,C,	CTIME,C,	ETIME,C,	MTIME,C,	USER,C,	12	CONTACTID,	GROUPID,C,	12SL	PROPID,C,	12
KZ!F WJ*0W	W!&<Q	W0*K8	W6#+4	K)%	>#6W	#/5M	'?T/W		0 3Q&%	5+#6W
I79F 72*0W	W!#"_	W0*2?	W6#+4	K)%	>#6W	*B3I	&?T/W		0 *'+%	7+#6W
Z59F 72*0W	W!# G	WCJ+D	W6#+4	K)%	>#6W	*B3I	&?T/W		1 *'+%	7+#6W
MD=F Y*0W	W"1U9	W0*1.	W6#+4	K)%	>#6W	DQ3I	&?T/W		0 +H*%	7+#6W
*1\$F ,O*0W	VTABQ	WCJ,H	W6#+4	K)%	>#6W	F75I	,?T/W		1 R<)%	8+#6W
8_#F @I*0W	W"1Z'	W0*IH	W6#+4	K)%	>#6W	D%7I	'?T/W		0 +H*%	7+#6W
Q15F 15*0W	W"1V^	W0*59	W6#+4	K)%	>#6W	=@9I	&?T/W		0 +H*%	7+#6W
68XE < +0W	VTAF"	W0+!-	W6#+4	K)%	>#6W	%;4I	,?T/W		0 *'+%	7+#6W
C6XE < +0W	W!5U	W0+!	W6#+4	K)%	>#6W	%;4I	,?T/W		0 R<)%	8+#6W
"V,F 5H*0W	W"1WU	W0*H>	W6#+4	K)%	>#6W	HC7I	'?T/W		0 +H*%	7+#6W
P@2F V3*0W	W"1V8	W0*4A	W6#+4	K)%	>#6W	[G9I	&?T/W		0 +H*%	7+#6W
#F0F 67*0W	W!4YE	W0*:B	W6#+4	K)%	>#6W	B'9I	'?T/W		0 +H*%	7+#6W
Q1(F]H*0W	W"1Y(	W0*I&	W6#+4	K)%	>#6W	&-7I	'?T/W		0 +H*%	7+#6W
V5^F &J*0W	W!&+I	W0*JS	W6#+4	K)%	>#6W	^?6I	'?T/W		0 3Q&%	5+#6W
,W^E 5V*0W	VTACL	W0*W(	W6#+4	K)%	>#6W	\$05I	,?T/W		0 3Q&%	5+#6W
8U^E 5V*0W	W!\$:	WCJ-%	W6#+4	K)%	>#6W	\$05I	,?T/W		1 3Q&%	5+#6W
?J-F 8A*0W	W,-.7	W6\$3U	W6#+4	K)%	>#6W	G88I	'?T/W		0 3Q&%	5+#6W
LH-F 8A*0W	W!%H<	W6\$3P	W6#+4	K)%	>#6W	G88I	'?T/W		0 3Q&%	5+#6W
]VWE D#+0W	VTAGA	WCJ-T	W6#+4	K)%	>#6W	&F3I	,?T/W		1 R<)%	8+#6W
VG0F 67*0W	W!4[\$	W0*82	W6#+4	K)%	>#6W	B'9I	'?T/W	MN2I C?T/W	0 +H*%	7+#6W
P^PE ^\$+0W	W!1L0	W0+%;	W6#+4	K)%	>#6W	&73I	,?T/W	:>8I E?T/W	0 R<)%	8+#6W
BLXE UI!+0W	VTAFV	W0+"J	W6#+4	K)%	>#6W	G+4I	,?T/W	\$>1I D?T/W	0 3Q&%	5+#6W
4)^E EY*0W	W!"0B	W0*Z"	W6#+4	K)%	>#6W	BY4I	,?T/W	,K1I D?T/W	0 +H*%	7+#6W
H*^E 8X*0W	VTAE.	W0+2]	W6#+4	K)%	>#6W	\$!5I	,?T/W	J^1I D?T/W	0 +H*%	7+#6W
\%PE _\$+0W	W!1J^	WCJ.!	W6#+4	K)%	>#6W	&73I	,?T/W	KT8I E?T/W	1 R<)%	8+#6W
?WB-& V!+0W	W!4QE	W0+"X	W6#+4	K)%	>#6W	G+4I	,?T/W	\$>1I D?T/W	0 +H*%	7+#6W
GXWE D#+0W	W!YM	W0+#\	W6#+4	K)%	>#6W	&F3I	,?T/W	TE8I E?T/W	0 +H*%	7+#6W
&3\$F ,O*0W	W!&[	W0*TE	W6#+4	K)%	>#6W	F75I	,?T/W	NQ1I D?T/W	0 3Q&%	5+#6W
]4\$F ,O*0W	W!&'	W0*T7	W6#+4	K)%	>#6W	F75I	,?T/W	NQ1I D?T/W	0 +H*%	7+#6W
TX!F WJ*0W	W!&;B	WCJ,1	W6#+4	K)%	>#6W	#/5M	'?T/W	,X1I D?T/W	1 3Q&%	5+#6W
DD-F 9A*0W	W!%J2	WCJ+#	W6#+4	K)%	>#6W	G88I	'?T/W	#22I C?T/W	1 3Q&%	5+#6W
LF-F 8A*0W	W!%F4	WCJ*+	W6#+4	K)%	>#6W	G88I	'?T/W	#22I C?T/W	1 3Q&%	5+#6W
6NXE UI!+0W	W!4OQ	W0+"6	W6#+4	K)%	>#6W	G+4I	,?T/W	\$>1I D?T/W	0 +H*%	7+#6W

Sheet1

SLTYPE,C,12	PROISDATE,C,&	SUNITSSPRICE,N,	SAMOUNT,N,	STARTDATNOTESCOMPETID,C
ZN&% 5+#6W	100 19991117	400	1.39000	556.00000 19990517 "W
P8B% 7+#6W	80 19991011	400	4.99000	1996.00000 19991001 #F
P8B% 7+#6W	100 19990524	200	4.99000	998.00000 19990622 #G
ZN&% 5+#6W	40 20000131	1000	9.99000	9990.00000 19990405 #H
	90 19990414	14000	2.29000	32060.00000 19990222 #_
ZN&% 5+#6W	30 19991004	600	9.99000	5994.00000 19990405 \$\$
ZN&% 5+#6W	40 20000405	1000	9.99000	9990.00000 19990405 \$4
QP&% 9+#6W	90 20000531	800	4.78000	3824.00000 19990405 \$9
QP&% 9+#6W	90 19991230	1000	2.29000	2290.00000 19990503 \$:
ZN&% 5+#6W	40 20000221	1200	9.49000	11388.00000 19990405 \$J
ZN&% 5+#6W	40 20000315	1000	9.99000	9990.00000 19990405 \$Q
ZN&% 5+#6W	90 19991201	600	8.99000	5394.00000 19990902 %&
ZN&% 5+#6W	40 20000405	400	9.99000	3996.00000 19990405 %4
QP&% 9+#6W	90 19991101	40000	0.69000	27600.00000 19990413 %A
ZN&% 5+#6W	80 20000131	2900	1.75000	5075.00000 19990222 &!
ZN&% 5+#6W	100 19990421	1200	1.89000	2268.00000 19990401 &"
QP&% 9+#6W	70 19991201	14400	1.78000	25632.00000 19990505 &'
QP&% 9+#6W	90 19990919	9200	1.88000	17296.00000 19990702 &(
QP&% 9+#6W	90 19990621	600	2.50000	1500.00000 19990222 &.
ZN&% 5+#6W	60 20000222	200	9.99000	1998.00000 19990902)9
QP&% 9+#6W	70 19991201	800	2.50000	2000.00000 19990602):
ZN&% 5+#6W	90 19991206	5000	1.49000	7450.00000 19990222);
ZN&% 5+#6W	70 19991029	200	12.96000	2592.00000 19990701)<
ZN&% 5+#6W	80 20000312	1000	4.99000	4990.00000 19990922)=
QP&% 9+#6W	100 19990630	600	2.50000	1500.00000 19990402)>
QP&% 9+#6W	90 19991130	400	8.99000	3596.00000 19990702)?
ZN&% 5+#6W	90 19991001	800	7.99000	6392.00000 19990602)@
ZN&% 5+#6W	70 19991004	600	1.49000	894.00000 19990501)A
ZN&% 5+#6W	60 19991115	100	9.99000	999.00000 19990901)B
ZN&% 5+#6W	100 19990510	200	2.49000	498.00000 19990401)C
QP&% 9+#6W	100 19990531	8800	1.68000	14784.00000 19990816)D
QP&% 9+#6W	100 19990715	4400	1.98000	8712.00000 19990503)E
QP&% 9+#6W	60 20000131	400	7.98000	3192.00000 19990802)F

REASON,C,65 SALESSTAGE,C,40
Solution Presentation
Opportunity Analysis
Liked sample Closed/Won
New Opportunity
Closed/Won
Pre-Approach
Pre-Approach
Follow-up
Initial Communication
New Opportunity
New Opportunity
Solution Development
New Opportunity
Commitment to Buy
Negotiation
Closed/Won
Solution Presentation
Negotiation
Closed/Won
Initial Communication
Solution Presentation
Pre-Approach
First Interview
Opportunity Analysis
Closed/Won
Solution Development
First Interview
Customer Evaluation
Solution Development
Closed/Won
Closed/Won
Closed/Won
New Opportunity