## 1- Account Table Column Descriptions

| Column Name | Description |
| --- | --- |
| Account Fax | Fax number associated with the account |
| Account ID | Unique identifier for each account |
| Account Name | The name of the account |
| Account Number | A unique number assigned to the account |
| Account Rating | Rating assigned to the account based on some criteria |
| Account Site | Location or site associated with the account |
| Account Type | Type or category of the account |
| Application | Application associated with the account |
| Billing City | City for billing purposes |
| Billing Country | Country for billing purposes |
| Billing Geocode Accuracy | Accuracy level of the geocode associated with billing information |
| Billing State/Province | State or province for billing purposes |
| Create in Zendesk | Indicates whether the account was created in Zendesk |
| Created By ID | Unique identifier of the user who created the account |
| Created Date | Date and time when the account was created |
| Created Updated Flag | Flag indicating whether the record was created or updated |
| Deleted | Indicates whether the account is deleted |
| Domain Mapping | Mapping of the domain associated with the account |
| Industry | Industry type associated with the account |
| Is Demo Center | Indicates whether the account is a demo center |
| Jigsaw Company ID | Identifier associated with the Jigsaw company |
| Last Activity | Date of the last activity associated with the account |
| Last Modified By ID | Unique identifier of the user who last modified the account |
| Last Modified Date | Date and time when the account was last modified |
| Last Referenced Date | Date when the account was last referenced |
| Last Sync Date | Date of the last synchronization |
| Last Sync Status | Status of the last synchronization |
| Last Viewed Date | Date when the account was last viewed |
| Lead Type | Type of lead associated with the account |
| Life Science KeyAccount | Indicates whether the account is a key account in life sciences |

## 2-Lead Table Descriptions

| Column | Description |
|---|---|
| Alyssa has been Notified | Indicates whether Alyssa has been notified |
| Auto Convert All Leads From This Company | Automatically convert all leads from this company |
| Bio Reactors used | Information about the bio reactors used |
| Cell Culture Media | Type of cell culture media used |
| Cell Type | Type of cell |
| City | City of the lead or account |
| Companion Lead | Indicates if it's a companion lead |
| Converted | Indicates if the lead has been converted |
| Converted Account ID | ID of the converted account |
| Converted Opportunity ID | ID of the converted opportunity |
| Country | Country of the lead or account |
| Create in Zendesk | Indicates whether the lead was created in Zendesk |
| Created By eContacts | User who created the lead in eContacts |
| Created Date | Date and time when the lead was created |
| Dead Reason | Reason for marking the lead as dead |
| Email Opt Out | Indicates if the lead has opted out of email communications |
| Google Analytics Campaign | Campaign information from Google Analytics |
| Google Analytics Content | Content information from Google Analytics |
| Google Analytics Medium | Medium information from Google Analytics |
| Google Analytics Source | Source information from Google Analytics |
| Google Analytics Term | Term information from Google Analytics |
| Incompatible MS Details | Details about compatibility with Microsoft |
| Industry | Industry associated with the lead |
| isCreatedUpdatedFlag | Flag indicating if the lead has been created or updated |
| Key Account | Indicates if the lead is a key account |
| Last Status Change | Date of the last status change for the lead |
| Last Sync Date | Date of the last synchronization |
| Last Sync Status | Status of the last synchronization |
| Lead Application | Application associated with the lead |
| Lead ID | Unique identifier for each lead |
| Lead Source | Source through which the lead was acquired |
| Lead Status at Conversion | Lead status at the time of conversion |
| Lead Status Automation Override | Override for lead status automation |
| Lead Type | Type or category of the lead |

| | |
|---|---|
| LeadConSource | Source of the lead conversion |
| LeadRecordType | Record type associated with the lead |
| Location Text | Textual description of the location |
| LS Other Research Area | Other research area in life sciences |
| LS Research Area | Research area in life sciences |
| LS Team Notified | Indicates whether the life sciences team has been notified |
| Marketing Segmentation | Segmentation information for marketing purposes |
| Mass Spec Manufacturer | Manufacturer of the mass spectrometer |
| Mass Spec Type | Type of mass spectrometer |
| Media Provider | Provider of the media |
| Needs Score Synced | Indicates if the score needs to be synced |
| Next_Step__c (Leads) | Next step in the lead process |
| Notes | Additional notes or comments |
| Opted Out of Email | Indicates if the lead has opted out of email communications |
| Organization | Organization associated with the lead |
| Other Application | Other application associated with the lead |
| Other Dead Reason | Other reason for marking the lead as dead |
| Other Mass Spec Type | Other type of mass spectrometer |
| Other Research Area | Other research area |
| Pardot Conversion Date | Date of conversion in Pardot |
| Pardot Conversion Object Type | Object type of conversion in Pardot |
| Pardot Created Date | Date when the lead was created in Pardot |
| Pardot First Activity | Date of the first activity recorded in Pardot |
| Pardot First Referrer Query | Referrer query for the first visit in Pardot |
| Pardot First Referrer Type | Referrer type for the first visit in Pardot |
| Pardot Grade | Grade assigned in Pardot |
| Pardot Hard Bounced | Indicates if the lead has hard bounced in Pardot |
| Pardot Last Activity | Date of the last activity recorded in Pardot |
| Pardot Last Scored At | Date when the lead was last scored in Pardot |
| Pre-Act-on Working Lead | Indicates if the lead is a pre-Act-on working lead |
| Primary Application | Primary application associated with the lead |
| Product Category | Category of the product |
| Record Type ID | Unique identifier for the record type |
| Region | Region associated with the lead |
| Research Area | Main research area of interest |
| Secondary Application | Secondary application associated with the lead |
| Secondary Email | Secondary email address |
| SS Team Notified | Indicates whether the social sciences team has been notified |

| | |
|---|---|
| State/Province | State or province of the lead or account |
| Status | Current status of the lead |
| Status (Simplified) | Simplified status of the lead |
| Trained | Indicates if the lead has been trained |
| Web Form Applications | Applications from web forms |
| Web Lead Notification Sent | Indicates if a notification has been sent for a web lead |
| Zendesk Result | Result in Zendesk |
| Zendesk User Id | User ID in Zendesk |
| Zendesk_OutofSync | Indicates if the lead is out of sync in Zendesk |
| # Converted Accounts | Number of converted accounts |
| # Converted Opportunities | Number of converted opportunities |
| Campaign Membership Count | Count of campaign memberships |
| Conversion Rate | Rate of lead conversion |
| Lead Score | Score assigned to the lead |
| Lead Score1 | Another score assigned to the lead |
| Location (Latitude) | Latitude of the location |
| Location (Longitude) | Longitude of the location |
| Number of Records | Number of records associated with the lead |
| Pardot Score | Score assigned in Pardot |
| Population Density | Density of the population |
| Total Leads | Total number of leads |

## 3-Opportunity Table Descriptions

| Column Name | Description |
| --- | --- |
| Account ID | Unique identifier for each account |
| Backlog Rev | Backlog revenue for the opportunity |
| Bio Reactors used | Information about the bio reactors used |
| BM Test | Information about the BM test |
| Campaign ID | Identifier for the associated marketing campaign |
| Cell Culture Media | Type of cell culture media used |
| Cell Type | Type of cell |
| Close Date | Date when the opportunity was closed |
| Closed | Indicates if the opportunity is closed |
| Closed Lost Reason | Reason for closing the opportunity as lost |
| Competitive Product Details | Details about competitive products |
| Contact ID | Unique identifier for the associated contact |
| COVID Notes | Notes related to COVID |
| COVID Status | Status related to COVID |
| Created By ID | Unique identifier of the user who created the opportunity |
| Created by Lead Conversion | Indicates if the opportunity was created by lead conversion |
| Created Date | Date and time when the opportunity was created |
| Date Opportunity was Closed | Date when the opportunity was closed |
| Deleted | Indicates if the opportunity is deleted |
| DOR Distributor | Distributor associated with DOR |
| DOR Expiration | Expiration date of DOR distributor |
| Final Quote | Indicates if a final quote is available for the opportunity |
| Fiscal Period | Fiscal period associated with the opportunity |
| Fiscal Quarter | Fiscal quarter associated with the opportunity |
| Fiscal Year | Fiscal year associated with the opportunity |
| Forecast Category | Forecast category for the opportunity |
| Forecast Category1 | Another forecast category for the opportunity |
| Forecast Q Commit | Forecast commitment for the quarter |
| Forecast Q Prior Commit | Prior forecast commitment for the quarter |
| Funding Source | Source of funding for the opportunity |
| Has Line Item | Indicates if the opportunity has a line item |
| Has Open Activity | Indicates if there is an open activity related to the opportunity |
| Has Overdue Task | Indicates if there is an overdue task related to the opportunity |
| Industry | Industry associated with the opportunity |
| Install This Quarter | Indicates if the opportunity is scheduled for installation this quarter |
| Interface Type | Type of interface for the opportunity |
| Internal Forecast | Indicates if the forecast is internal |
| Last Activity | Date of the last activity related to the opportunity |
| Last Modified By ID | Unique identifier of the user who last modified the opportunity |

| | |
|---|---|
| Last Modified Date | Date and time when the opportunity was last modified |
| Last Referenced Date | Date when the opportunity was last referenced |
| Last Stage Change Date | Date of the last stage change for the opportunity |
| Last Stage Change Date1 | Another date of the last stage change for the opportunity |
| Last Viewed Date | Date when the opportunity was last viewed |
| LDO | LDO associated with the opportunity |
| LDO Priority Level | Priority level of the LDO |
| Lead Application | Application associated with the lead |
| Lead Source | Source through which the lead was acquired |
| LS Other Research Area | Other research area in life sciences |
| LS Research Area | Research area in life sciences |
| Mass Spec Manufacturer | Manufacturer of the mass spectrometer |
| Mass Spec Type | Type of mass spectrometer |
| Media Provider | Provider of the media |
| Opportunity ID | Unique identifier for each opportunity |
| Opportunity Type | Type or category of the opportunity |
| Order Finalized | Indicates if the order is finalized |
| Other Closed Lost Details | Additional details for closed lost opportunities |
| Other Mass Spec Type | Other type of mass spectrometer |
| Other Research Area | Other research area |
| Owner ID | Unique identifier of the owner of the opportunity |
| Price Book ID | Identifier of the associated price book |
| Primary Application | Primary application associated with the opportunity |
| Primary Application (FF) | Another primary application associated with the opportunity |
| Primary Contact | Primary contact associated with the opportunity |
| Product Category | Category of the product |
| Product of Interest | Product of interest for the opportunity |
| Purchase Agent | Agent responsible for the purchase of the opportunity |
| Quote ID | Unique identifier for the associated quote |
| Record Type ID | Unique identifier for the record type of the opportunity |
| Registered Vendor (confirmed) | Indicates if the vendor is confirmed as registered |
| Secondary Application (FF) | Another secondary application associated with the opportunity |
| Ship This Quarter | Indicates if the opportunity is scheduled to ship this quarter |
| Ship This Quarter List | List of opportunities scheduled to ship this quarter |
| Signing Authority | Authority responsible for signing the opportunity |
| Stage | Current stage of the opportunity |
| Standard Application | Standard application associated with the opportunity |
| System Modstamp | Date and time of the last system modification for the opportunity |
| Technical Owner | Technical owner of the opportunity |
| Training Date | Date of training related to the opportunity |
| Validated Customer Needs | Indicates if the customer needs are validated |

| | |
|---|---|
| Won | Indicates if the opportunity is won |
| # Close Date Extensions | Number of times the close date has been extended |
| # Close Date Month Extensions | Number of months the close date has been extended |
| Amount | Amount associated with the opportunity |
| Days Open | Number of days the opportunity has been open |
| Expected Amount | Expected amount for the opportunity |
| Probability (%) | Probability of winning the opportunity |
| Push Count | Count of pushes for the opportunity |

## 4-Opportunity Product Table

| Column Name | Description |
|---|---|
| Created By ID | Unique identifier of the user who created the record |
| Created Date | Date and time when the record was created |
| Date | Date associated with the record |
| Deleted | Indicates if the record is deleted |
| Last Modified By ID | Unique identifier of the user who last modified the record |
| Last Modified Date | Date and time when the record was last modified |
| Last Referenced Date | Date when the record was last referenced |
| Last Viewed Date | Date when the record was last viewed |
| Line Description | Description associated with the line item |
| Line Item ID | Unique identifier for each line item |
| Opportunity ID | Unique identifier for each opportunity |
| Name (Product) | Name of the product associated with the line item |
| Price Book Entry ID | Identifier of the associated price book entry |
| Product Code | Code associated with the product |
| Product ID | Unique identifier for each product |
| System Modstamp | Date and time of the last system modification for the record |
| Discount | Discount applied to the line item |
| List Price | List price of the product |
| Quantity | Quantity of the product in the line item |
| Sales Price | Price at which the product is sold |
| Sort Order | Order in which the line item is sorted |
| Subtotal | Subtotal amount for the line item |
| Total Price | Total price of the line item |

## 5-User Table

| Column Name | Description |
|---|---|
| Active | Indicates whether the user is active |
| Activity Reminders Popup | Enables activity reminders popup for the user |

| | |
|---|---|
| Admin Info Emails | Receives admin information emails |
| Allow Forecasting | Permission to use forecasting |
| Apex Pages Developer Mode | Developer mode for Apex pages |
| Auto Bcc | Automatically includes the user in Bcc |
| Auto Bcc Stay In Touch | Auto Bcc for Stay In Touch emails |
| Auto-login To Call Center | Automatically logs in to the Call Center |
| Cache Diagnostics | Diagnostics for cache |
| Call Center ID | ID of the associated Call Center |
| Can View Not Assigned Prospects | Can view prospects not assigned to them |
| Chatter Answers User | Chatter Answers user |
| Chatter Email Highlights Frequency | Frequency of Chatter email highlights |
| City | City of the user |
| Country | Country of the user |
| Create LEX Apps WT Shown | Work together shown in Lightning Experience Apps |
| Created By ID | Unique identifier of the user who created the record |
| Created Date | Date and time when the record was created |
| Default Notification Frequency when Joining Groups | Default notification frequency when joining groups |
| Delegated Approver ID | ID of the delegated approver |
| Department | Department of the user |
| Dis Comment After Like Email | Disable comment after like email notification |
| Dis Mentions Comment Email | Disable mentions comment email notification |
| Dis Prof Post Comment Email | Disable profile post comment email notification |
| Disable All Feeds Email | Disable all feeds email notification |
| Disable Bookmark Email | Disable bookmark email notification |
| Disable Change Comment Email | Disable change comment email notification |
| Disable Endorsement Email | Disable endorsement email notification |
| Disable File Share Notifications For Api | Disable file share notifications for API |
| Disable Followers Email | Disable followers email notification |
| Disable Later Comment Email | Disable later comment email notification |
| Disable Like Email | Disable like email notification |
| Disable Mentions Post Email | Disable mentions post email notification |
| Disable Message Email | Disable message email notification |
| Disable Profile Post Email | Disable profile post email notification |
| Disable Share Post Email | Disable share post email notification |
| Enable Auto Sub For Feeds | Enable auto subscribe for feeds |
| Event Reminders Checkbox Default | Default for event reminders checkbox |
| Exclude Mail App Attachments | Exclude mail app attachments |
| Extension | Extension of the user |
| Favorites Show Top Favorites | Show top favorites in favorites |
| Favorites WT Shown | Work together shown in favorites |
| Flow User | User with flow access |

| | |
|---|---|
| Full Name | Full name of the user |
| Geocode Accuracy | Accuracy of the geocode |
| Global Nav Bar WT Shown | Work together shown in global navigation bar |
| Global Nav Grid Menu WT Shown | Work together shown in global navigation grid menu |
| Has Celebration Badge | Indicates whether the user has a celebration badge |
| Has Profile Photo | Indicates whether the user has a profile photo |
| Hide Bigger Photo Callout | Hide bigger photo callout |
| Hide Browse Product Redirect Confirmation | Hide browse product redirect confirmation |
| Hide Chatter Onboarding Splash | Hide Chatter onboarding splash |
| Hide CSN Desktop Task | Hide CSN desktop task |
| Hide CSN Get Chatter Mobile Task | Hide CSN get Chatter mobile task |
| Hide End User Onboarding Assistant Modal | Hide end user onboarding assistant modal |
| Hide Invoices Redirect Confirmation | Hide invoices redirect confirmation |
| Hide Lightning Migration Modal | Hide Lightning migration modal |
| Hide Online Sales App Welcome Mat | Hide online sales app welcome mat |
| Hide Second Chatter Onboarding Splash | Hide second Chatter onboarding splash |
| Hide Sfx Welcome Mat | Hide Sfx welcome mat |
| Hide Statements Redirect Confirmation | Hide statements redirect confirmation |
| HideS1BrowserUI | Hide S1 browser UI |
| Individual ID | Unique identifier of the individual |
| Info Emails | Receives informational emails |
| Is Approver | Indicates whether the user is an approver |
| Language | Language preference of the user |
| Last Login | Date and time of the last login |
| Last Modified By ID | Unique identifier of the user who last modified the record |
| Last Modified Date | Date and time when the record was last modified |
| Last Name | Last name of the user |
| Last Referenced Date | Date when the record was last referenced |
| Last Viewed Date | Date when the record was last viewed |
| Lightning Experience Preferred | Indicates whether Lightning Experience is preferred |
| Locale | Locale preference of the user |
| Manage Escalated Assets | Manages escalated assets |
| Manager ID | Unique identifier of the user's manager |
| Marketing User | Indicates whether the user is a marketing user |
| Native Email Client | Uses the native email client |
| NetSuite User ID | User ID in NetSuite |
| New Lightning Report Run Page Enabled | Enable new Lightning report run page |
| Nickname | Nickname of the user |
| Offline Edition Trial Expiration Date | Expiration date of the offline edition trial |
| Offline User | Indicates whether the user is an offline user |
| Out of office message | Out of office message |

| | |
|---|---|
| Pardot Api Key | API key for Pardot |
| Pardot Api Version | API version for Pardot |
| Pardot User Id | User ID in Pardot |
| Pardot User Key | User key in Pardot |
| Path Assistant Collapsed | Path assistant collapsed |
| Preview Custom Theme | Preview custom theme |
| Preview Lightning | Preview Lightning |
| Profile ID | Unique identifier of the user's profile |
| Receive No Notifications As Approver | Does not receive notifications as an approver |
| Receive Notifications As Delegated Approver | Receives notifications as a delegated approver |
| Record Home Reserved WT Shown | Work together shown in record home reserved |
| Record Home Section Collapse WT Shown | Work together shown in record home section collapse |
| Reminder Sound Off | Sound for reminders |
| Reverse Open | |
| Continue generating | |
| | |
| | |