Mas	sters \[	_ead Management \Opp	ourtunities Sale	Order Sales In	voice					
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	6	Negotiation To Pilot	N N	6	Edi De					
	7	Pilot Lot Order	X	7	Edi De					
	8	Quoted	×	8	Edi De					
	9	Final Review	X	9	Edi De					
	10	Hold/Postpone		10	Edi De					
	11	Closed/Won	Ø	11	Edi De					
	12	Closed/Lost	Ø	12	Edi De					
	13	Others	<u> </u>	13	Edi De					

	Masters Lead N	1anagement	Oppurtunities	Sale Order Sa	ales Invoice							
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Masters Lead Management Oppurtunities Sale Order Sales Invoice
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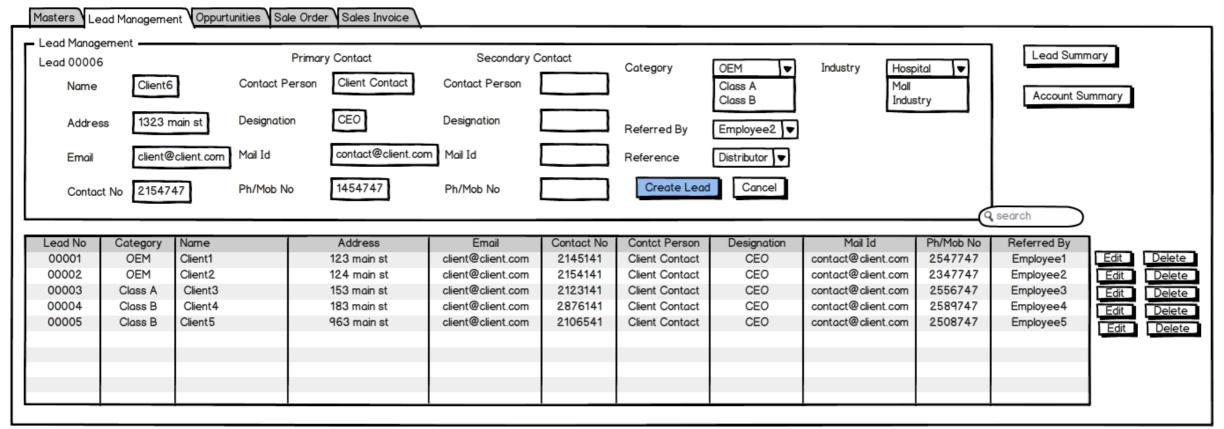
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	Oppurtunit	y Status \Indus	stry Product Categor	y Sales Order	Status Reference	Couriers Vendor Categ	ory Ref Group	\		
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sters Lead Management	Oppurtunities Sale Order Sales Invoice			
	Product Category Sales Order Status Reference Courie	rs Vendor Category Ref Group		
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Reference Name	Address			
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Mobile Number		<del></del>		
		Add		
SI No	Name	Mobile Number	Address	
1	Employee1	2547874	123 main st Edi De	
2	Employee2	2547874	133 main st Fdi De	
3	Employee3	2547874	153 main st Edi De	I
4	Employee4	2547874	143 main st Edi De	l
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	Oppurtunity Status	Industry Product Category Sales Orde	r Status . Reference Cou	riers Vendor Category Ref Group		
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	Couriers	Add				
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	3	FEDEX Professional	Edi De			
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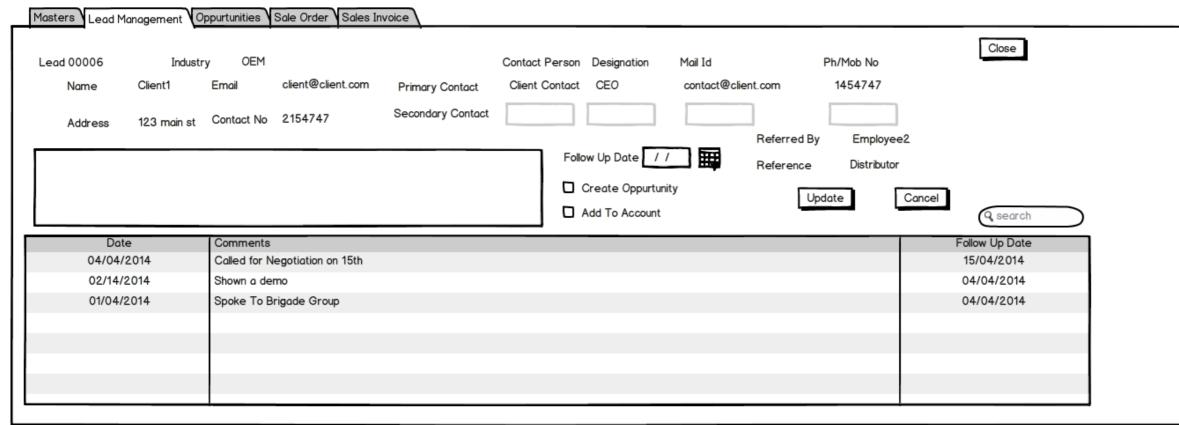
	Masters Lead Man	agement Oppurtunities \Sale Order \Sales Ir	voice		
	Oppurtunity Status	Industry Product Category Sales Order State	us . Reference Couriers Vendor (	ategory Ref Group	
Γ	-	•			
	Category	Add			
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	SI No	Vendor Category			
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	3	Class A Class B	Edi De		
	4	Class B Class D	Edi De		
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$oldsymbol{\bot}$	Masters	Lead Ma	nagement	Oppurt	tunities	Sale Orde	er \ Sale	es Invoic	e								
	Oppurtunit	y Status	Industry	Product	Catego	ry Sales	Order S	Status	Reference	Courier	s Ven	dor Cate	egory	Ref group	<u>`\</u>		
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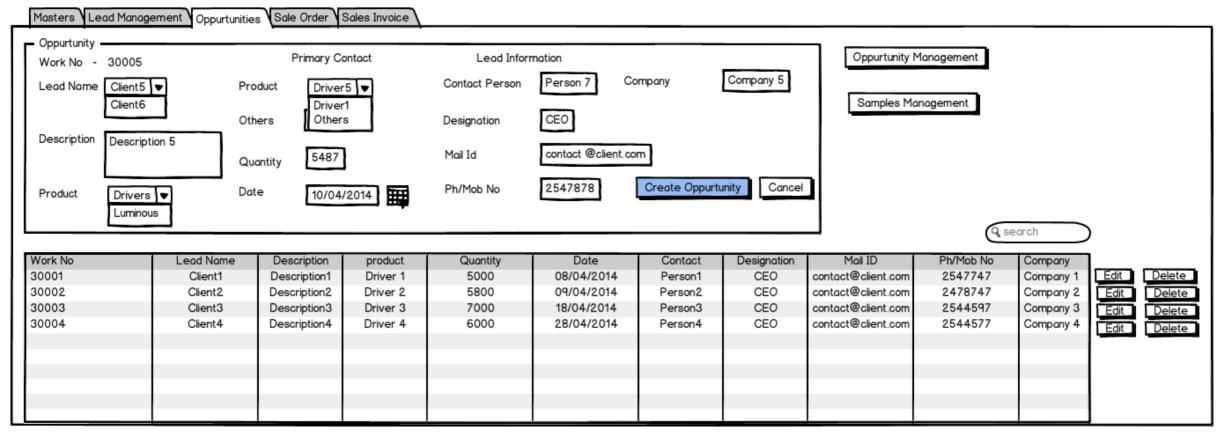
ters \Lead	Management	Oppurtunities Sal	e Order Sales Invoice							
								Q sec	nrch	Close
Lead No	Industry	Name	Address	Email	Contact No	Contct Perso	on Designatio	n Mail Id	Ph/Mob No	Referred By
00001	OEM	Client 1	123 main st	client@client.com	2145141	Client Conta	ct CEO	contact@clie	2547747	Employee1
00002	OEM	Client2	124 main st	client@client.com	2154141	Client Conta	ct CEO	contact@clie	2347747	Employee2
00003	Class A	Client3	153 main st	client@client.com	2123141	Client Conta	ct CEO	contact@clie	2556747	Employee3
00004	Class B	Client4	183 main st	client@client.com	2876141	Client Conta	ct CEO	contact@clie	2589747	Employee4
00005	Class B	Client5	963 main st	client@client.com	2106541	Client Conta	ct CEO	contact@clie	2508747	Employee5
Follow Ups f	for the Week (	(2)								
Lead No	Industry	Name	Address	Email	Contact No	Contct Person	Designation	Mail Id	Ph/Mob No	Referred By
00001	OEM	Client1	123 main st	client@client.com	2145141	Client Contact	CEO	contact@client.com	2547747	Employee1
00002	OEM	Client2	124 main st	client@client.com	2154141	Client Contact	CEO	contact@client.com	2347747	Employee2

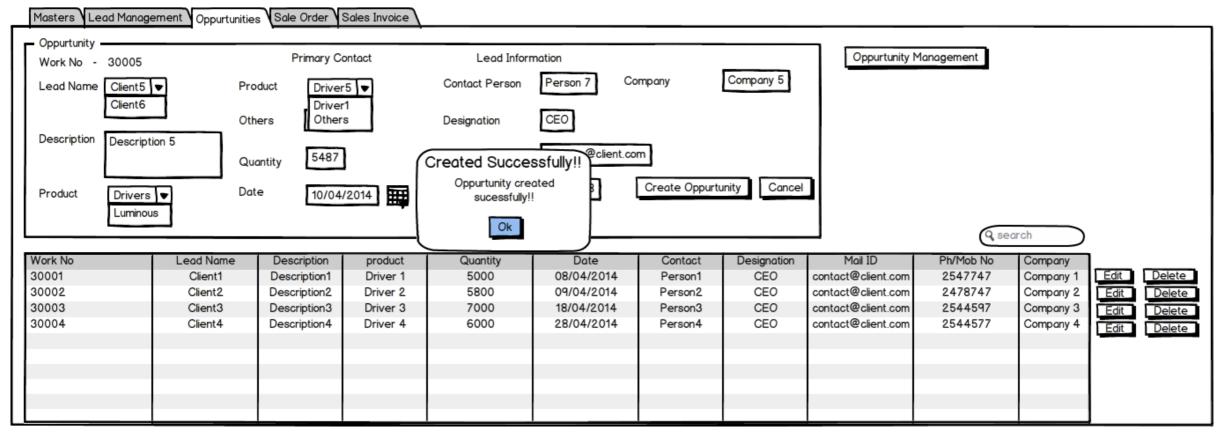
Close	Masters Lead Ma	anagement 0	ppurtunities	Sale Order Sales In	voice							
Address 123 main st Contact No 2154747  Secondary Contact  Follow Up Date 15/04/2014  Cancel  Add To Account  Follow Up Date Cancel  Add To Account  Follow Up Date Comments  Secondary Contact  Follow Up Date 15/04/2014  Add To Account  Follow Up Date Contact No 2154747  Follow Up Date Cancel  Add To Account  Follow Up Date 04/04/2014	Lead 00006	_	•		•	Contact Perso	n Designation	Mail Id	Ph/M	lob No	Close	
Address 123 main st Contact No 2134747    Called for Negotiation on 15th   Follow Up Date   15/04/2014   Reference   Distributor     Create Oppurtunity   Update   Cancel     Add To Account   Follow Up Date     O2/14/2014   Shown a demo   O4/04/2014   Sho	Name	Client1	Email	client@client.com	Primary Contact	Client Contac	t CEO	contact@client	.com 14	54747		
Called for Negotiation on 15th  Follow Up Date 15/04/2014 Reference Distributor  Create Oppurtunity Update Cancel  Add To Account  Follow Up Date 04/04/2014 Reference Distributor  Cancel  Follow Up Date 04/04/2014 Policy Cancel  Cancel  Cancel  Cancel  Add To Account  Follow Up Date 04/04/2014	Address	123 main st	Contact No	2154747	Secondary Contact							
Date 02/14/2014         Comments Shown a demo         Follow Up Date 04/04/2014	Called for Negotia	ation on 15th				Fo	bllow Up Date 15	/04/2014				
Date         Comments           02/14/2014         Shown a demo   Follow Up Date 04/04/2014						0	Create Oppurtun	ity	Update	Cancel	]	
02/14/2014 Shown a demo 04/04/2014						0	Add To Account		-		(S search	
	Date	9	Comments								Follow Up Date	
01/04/2014 Spoke To Brigade Group 04/04/2014	02/14/2	2014	Shown a de	mo							04/04/2014	
	01/04/2	2014	Spoke To B	rigade Group							04/04/2014	
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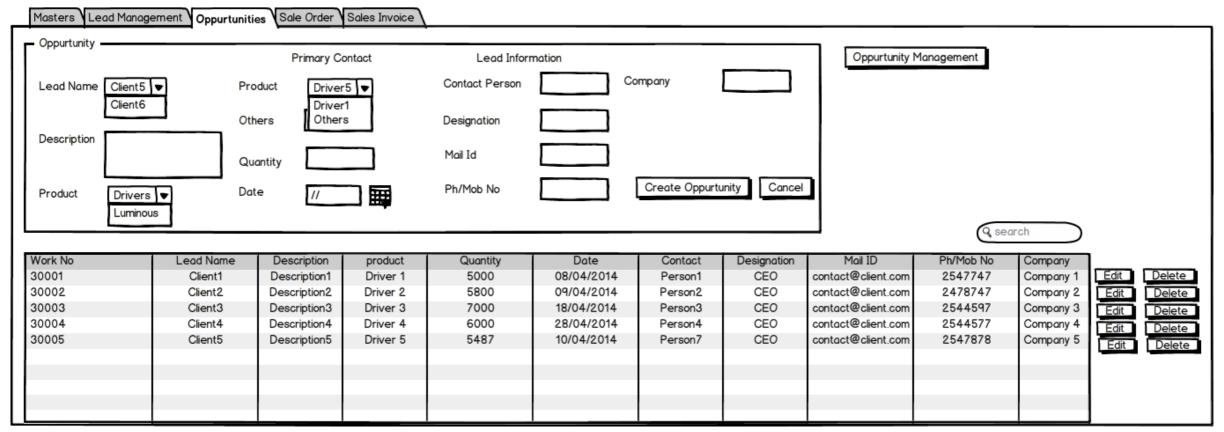


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Lead Manager	nent ———	Primary Contact	Sea	ondary Contact			Lead	Summary			
Name		Contact Person	Contact Per	son	Industry	OEM ▼ Class A Class B	Acco	unt Summary			
Address	;	Designation	Designation		Referred B		<b>ॼ</b> │				
Email		Mail Id	Mail Id		Reference		]				
Contact	No	Ph/Mob No	Lead Cre	eated!!!	Add to				(Q search		
			Lead Created	l Sucessfully						_	
Lead No	Name	Address	Ok	1	Contct Person	Designation	Mail Id	Ph/Mob No	Referred By	احت حت	
00001	Client1	123 main st	0		Client Contact	CEO	contact@client.co	2547747	Employee1	Edit Dele	
00002	Client2	124 main st 153 main st	client@client.com client@client.com	2154141 2123141	Client Contact	CEO	contact@client.co contact@client.co	2347747 2556747	Employee2	Edit Dele	_
00003 00004	Client3 Client4	183 main st	client@client.com	2876141	Client Contact Client Contact	CEO CEO	contact@client.co	2589747	Employee3 Employee4	Edit Dele	
00005	Client5	963 main st	client@client.com	2106541	Client Contact	CEO	contact@client.co	2508747	Employee5		lete
00006	Client6	1323 main st	client@client.com	2154747	Client Contact	CEO	contatc@client.co	1454747	Employee2	Edit Del	elete
										l	
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Masters \ Lead Manage	ement Oppurtunities Sale Ord	der <b>\</b> Sales Invoice `	\								
Lead Management —						_					
	Prim	ary Contact	Secon	dary Contact	Industry	OEM ▼	Lead Su	mmary			
Name	Contact Person		Contact Perso	on		Class A Class B	Account	Summary			
Address	Designation		Designation		Referred By	Employee2 ▼					
Email	Mail Id		Mail Id		Reference	Distributor ▼					
Contact No	Ph/Mob No		Ph/Mob No		Add to Acc			<u> </u>	earch		
Lead No	Name	Address	Email	Contact No	Contct Person	Designation	Mail Id	Ph/Mob No	Referred By	ı	
00001	Client1	123 main st	client@client.c	2145141	Client Contact	CEO	contact@client.	2547747	Employee1	Edit	Delete
00002	Client2	124 main st	client@client.c	2154141	Client Contact	CEO	contact@client.	2347747	Employee2	Edit	Delete
00003	Client3	153 main st	client@client.c	2123141	Client Contact	CEO	contact@client.	2556747	Employee3	Edit	Delete
00004	Client4	183 main st	client@client.c	2876141	Client Contact	CEO	contact@client.	2589747	Employee4	Edit	Delete
00005	Client5	963 main st	client@client.c	2106541	Client Contact	CEO	contact@client.	2508747	Employee5	Edit	Delete
00006	Client6	1323 main st	client@client.c	2154747	Client Contact	CEO	contatc@client.	1454747	Employee2		
										,	





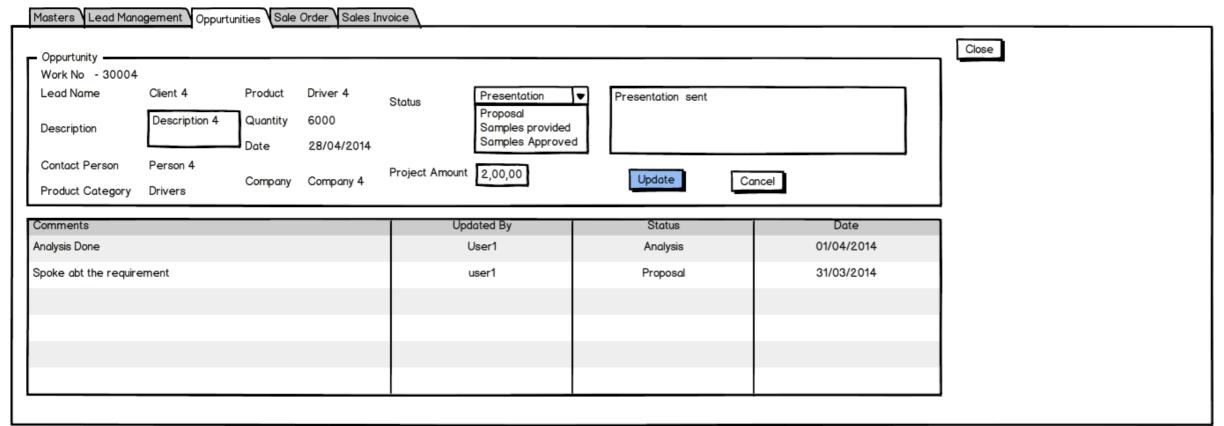


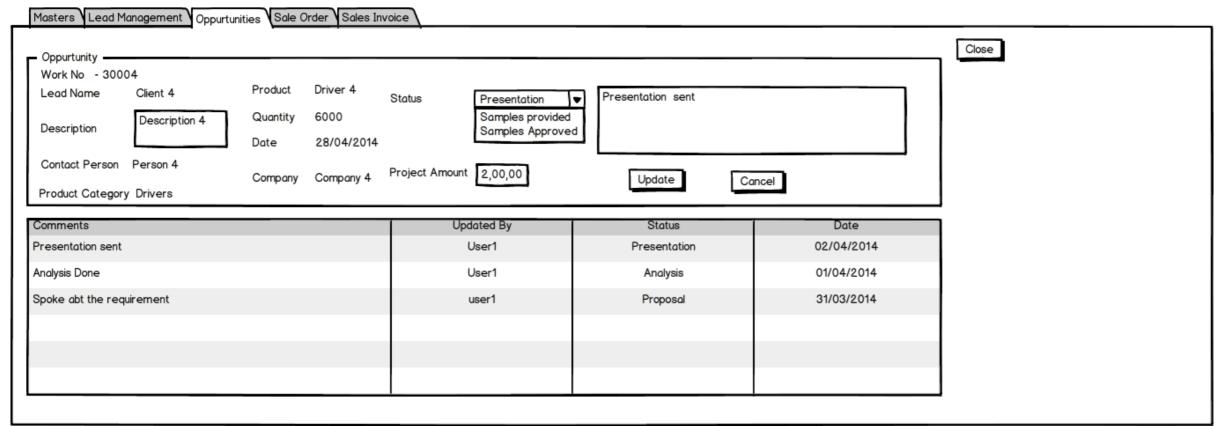
(Q search Close All (4) Prospecting (0) Analysis (1) Presentation (0) Samples Provided (0) Samples Appr (0) Nego to Pilot (0) Pilot Lot Order (0) Quoted (1) Final Review (1) Hold/Postpone(0) Closed/Won (10) Closed/Lost (12) Others (0) Work No Date Mail ID Ph/Mob No Lead Name Description product Quantity Contact Designation Company Status Edit
Edit
Edit 30001 Client1 Description1 Driver 1 5000 08/04/2014 Person1 CEO contact@client.co 2547747 Company 1 Proposal 30002 CEO Client2 Description2 Driver 2 5800 09/04/2014 Person2 contact@client.co 2478747 Company 2 Negotiation 30003 Client3 Description3 Driver 3 7000 18/04/2014 Person3 CEO contact@client.co 2544597 Company 3 Final Review 30004 Description4 6000 28/04/2014 CEO contact@client.co 2544577 Analysis Client4 Driver 4 Person4 Company 4

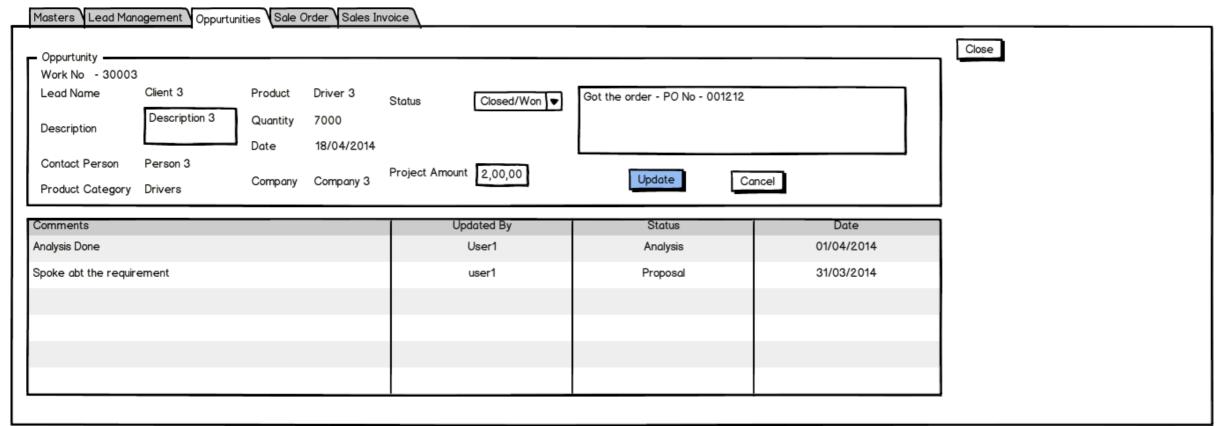
SaleOrder to be Issued (0)

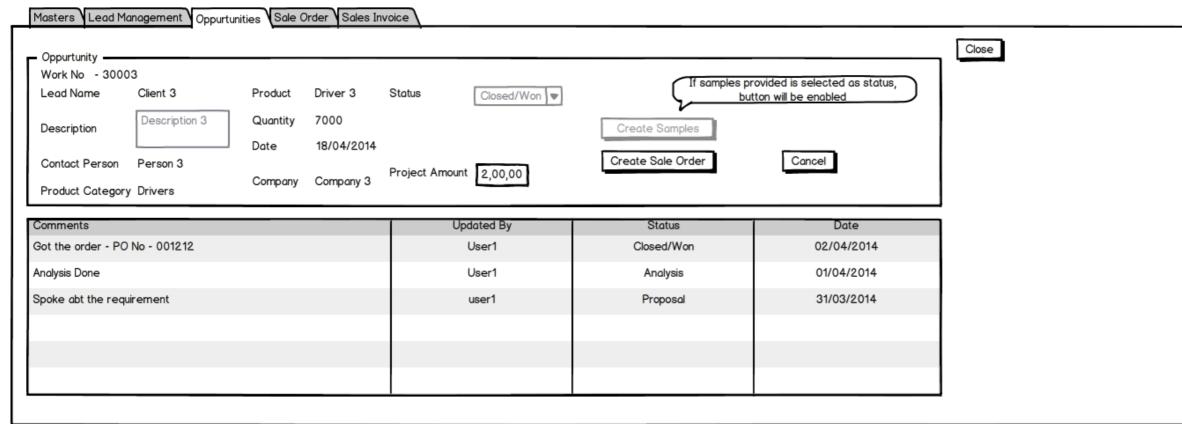
Masters Lead Management Oppurtunities Sale Order Sales Invoice

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All (4) Prospecting Work No 30004	Lead Name Client4	Description  Description	product Driver 4	Quantity 6000	0) Nego to Pilot(0)  Date 28/04/2014	Contact Person4	(0) Quoted (1)  Designation  CEO	Final Review (1) Ho  Mail ID  contact@client.co	Ph/Mob No 2544577	Company	Closed/Lo Status Analysis	
	0.0								20.1.0.7	Company :	, analysis	
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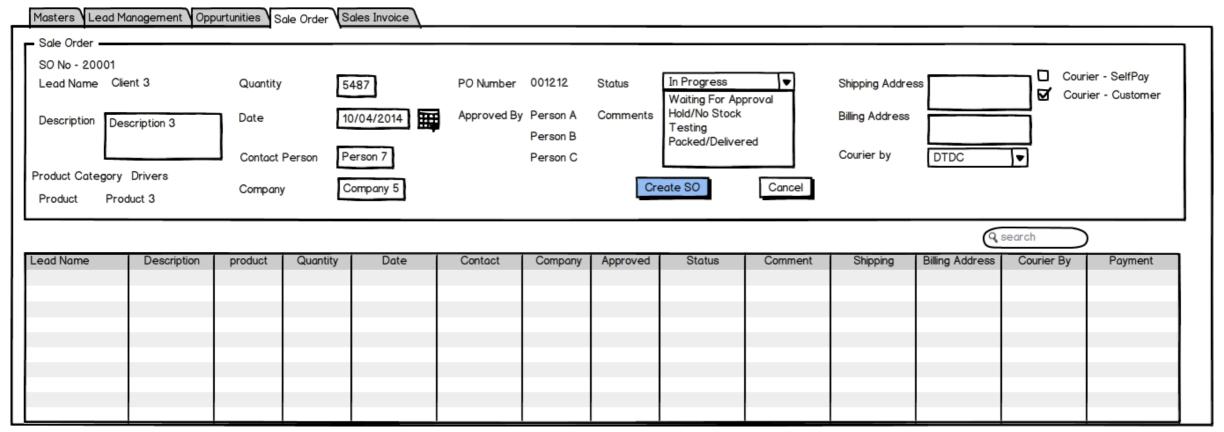


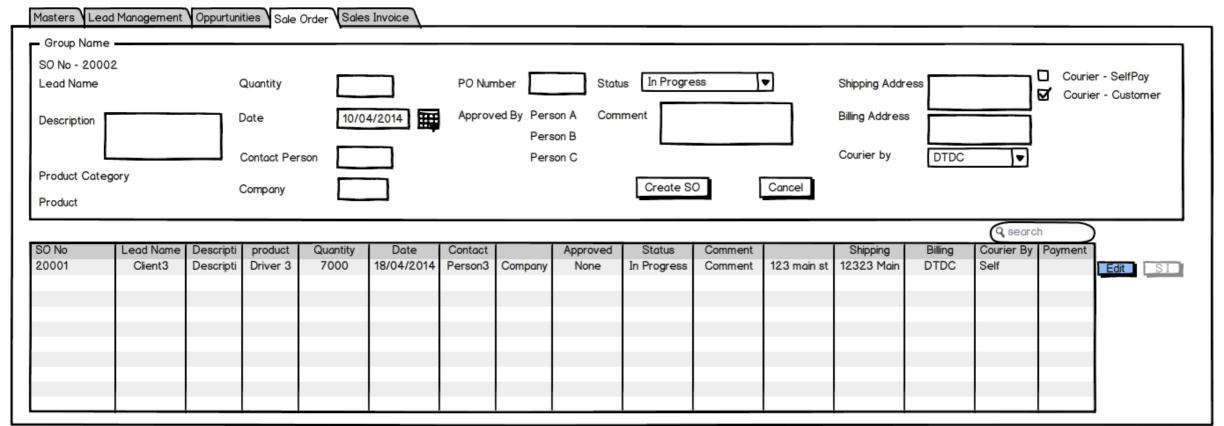


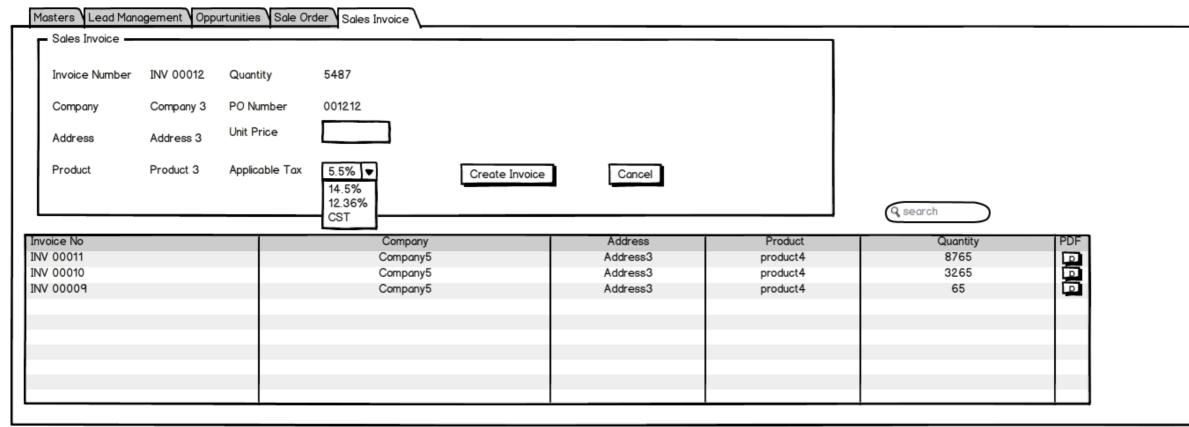




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All (4) Prospecting (			mples Provided	(U) <u>Samples Appr</u>						Closed/Won (		st (12) Others (0)
Work No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	
30001	Client1	Description1	Driver 1	5000	08/04/2014	Person1	CEO	contact@client.co	2547747	Company 1	Proposal	Edit Edit
30002	Client2	Description2	Driver 2	5800	09/04/2014	Person2	CEO	contact@client.co	2478747	Company 2	Negotiation	Edit
30003	Client3	Description3	Driver 3	7000	18/04/2014	Person3	CEO	contact@client.co	2544597	Company 3	Closed/Won	Edit
30004	Client4	Description4	Driver 4	6000	28/04/2014	Person4	CEO	contact@client.co	2544577	Company 4	Analysis	Edit Edit
												1
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aleOrder to be Issue	d (1)									(Q sec	arch	
Work No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	1
30003	Client3	Description3	Driver 3	7000	18/04/2014	Person3	CEO	contact@client.co	2544597	Company 3	Closed/Won	SO
	Silento	D cooriptions	5.176.	, 555	10/01/2011	1 0100110	020	CONTRACT CONCINC.CO	2011011	oompany o	Cioocai II cii	
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SO No - 20001  Lead Name Client 3 Quantity 5487 PO Number 001212 Status Done ▼ Shipping	Address	
	<b>☑</b> co	ourier - SelfPay ourier - Custome
Description Description 3  Date  10/04/2014  Approved By Person A Comments Person B  Items Packed - Ready for Delivery		
Contact Person 7 Person C Courier  Product Product 3 Company Company 5 Update Cancel	by DTDC ▼	
Product 3 Company Company 5 Update Cancel		
SO No Lead Name   Descriptio   product   Quantity   Date   Contact   Company   Approved By   Status   Comment   Shipping	Q search    Billing   Courier By   Payment	
20001 Client3 Descriptio Driver 3 7000 18/04/2014 Person3 Company None In Progress Comment 123 main st	12342 main DTDC Self	

Sale Order	ad Management	Oppurtunitie	es Sale Ord	der Jodes III	voice \										
SO No - 2000 Lead Name		Q	uantity	5487		PO Number	001212	Status D	one	•	Shipping Addr	ess			
Description	Description 3	Do	nte	10/04/2	.014	Approved By	Person A	Comments	Items Pack Ready for D		Billing Addres	s			
		c	ontact Person	n Person 7	7		Person C				Courier by	DTDC	₩		
Product	Product 3	Co	ompany	Compan	y 5			C	reat S I	Cancel	)				
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30 No	Lead Name	Descriptio	product	Quantity	Date	Contact	Company	Approved By	Status	Comment	Shipping	Billing	Q sear		
	Lead Name	Descriptio Descriptio		Quantity 7000	Date 18/04/2014	Contact Person3	Company Company	Approved By None	Status Done	Comment Items	Shipping 123 main st	Billing 12343 main		Payment Self	
													Courier By	Payment	
													Courier By	Payment	
													Courier By	Payment	
													Courier By	Payment	
SO No 20001													Courier By	Payment	

Masters Lead Manageme	ent Oppurtunities Sale Or	der Sales Invoice				
Sales Invoice						
Invoice Number	Quantity					
Company	PO Number					
Address	Unit Price					
Product	Applicable Tax	5.5% ▼ Create Invo	ce Cancel			
			ou ou			
					(a search	
Invoice No		Company	Address	Product	Quantity	PDF
INV 00012		Company3	Address3	Product3	5487	9999
INV 00011		Company5	Address3	product4	8765	D
INV 00010		Company5	Address3	product4	3265	D
INV 00009		Company5	Address3	product4	65	D
I						

