Mast	ers \[Lead Management Opp	ourtunities \Sale	Order Sales In	voice	
Орри	ırtunity	Status Industry Catego	ory Product Ca	tegory Sales C	Order Status Ref	eference Couriers Vendor Category Ref Group
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1	SI	Status	Enable/disable	Sort Order		1
	1	Prospecting	Ø	1	Edi De	
	2	Analysis	Ā	2	Edi De	
	3	Presentation		3	Edi De	
	4	Samples Provided	वववव	4	Edi De	
	5	Samples Approved	N N	5	Edi De	
	6	Negotiation To Pilot	N N	6	Edi De	
	7	Pilot Lot Order	Ø	7	. Edi . De	
	8	Quoted	Ø	8	Edi De	il en
	9	Final Review	Ø	9	Edi De	
- 1	10	Hold/Postpone	Ō	10	. Edi . De	
- 1	11	Closed/Won	Ø	11	Edi De	
١	12	Closed/Lost	Ø	12	Edi De	
l	13	Others	Ø	13	Edi De	1

	Masters Lead Management Oppurtunities Sale Order Sales Invoice	
	Oppurtunity Status Industry Category Product Category Sales Order Status Reference Couriers Vendor Category Ref Group	
Г		
	Industry Category Add	
	SI No Industry	
	1 Nursing Edi De	
l	2 Mall Edi De 3 Hospital Edi De	

$oldsymbol{\bot}$	lasters Lead Management Oppurtunities Sale Order Sales Invoice	
╚	ppurtunity Status Industry Category Product Category Sales Order Status Reference Couriers Vendor Category Ref Group	
Γ		
	Category	
	SI No Product Category	
	1 Drivers Edi De	
	2 Luminous Edi De	

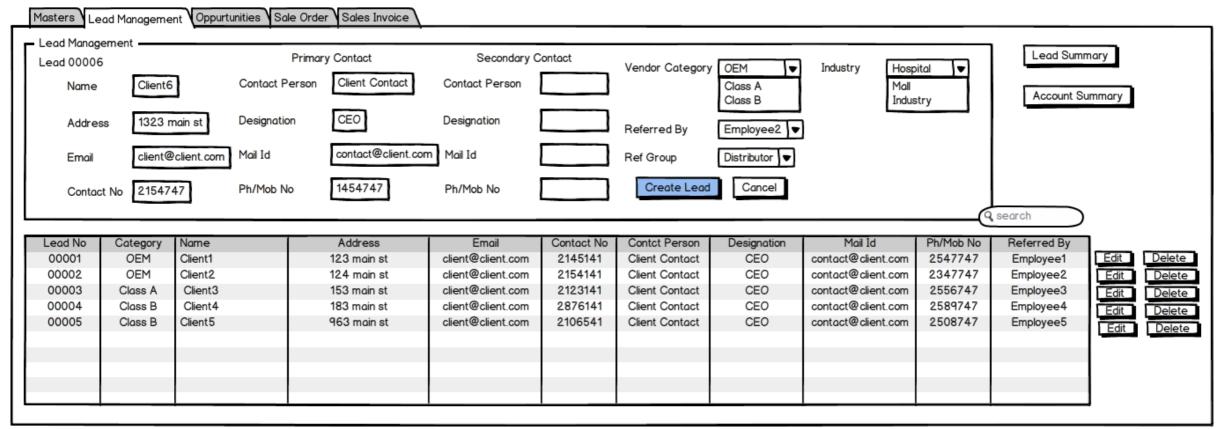
\Box	Masters	Lead Manager	ment Oppurtunities	Sale Order \Sal	es Invoice					
	Oppurtunit	y Status \Indu	stry Category Produc	t Category Sc	ales Order Status Ref	erence Couriers	Vendor Category	Ref Group		
Г		_	•	_						
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ı	1 2	8	In Progress Waiting For Approval	2	Edi De					
l	3	A AA	Hold/No Stock	3	Edi De					
l	4	<u> </u>	Testing Packed/Delivered	4 5	Edi De					
ı	1	₩	racked/Delivered	3	Edi De					
	<u> </u>									

Masters Lead Mar	nagement Oppurtunities Sale Order Sales Invoice			
Oppurtunity Status	Industry Category Product Category Sales Order Status Reference	Couriers Vendor Category Ref Gro	oup	
Reference No Mobile Numbe	Address	Ade		
SI No	Name	Mobile Number	Address	-
1	Employee1	2547874	123 main st Edi De	3
2	Employee2	2547874	133 main st Edi De	3
3	Employee3	2547874	153 main st Edi De	<u> </u>
4	Employee4	2547874	143 main st Edi De	

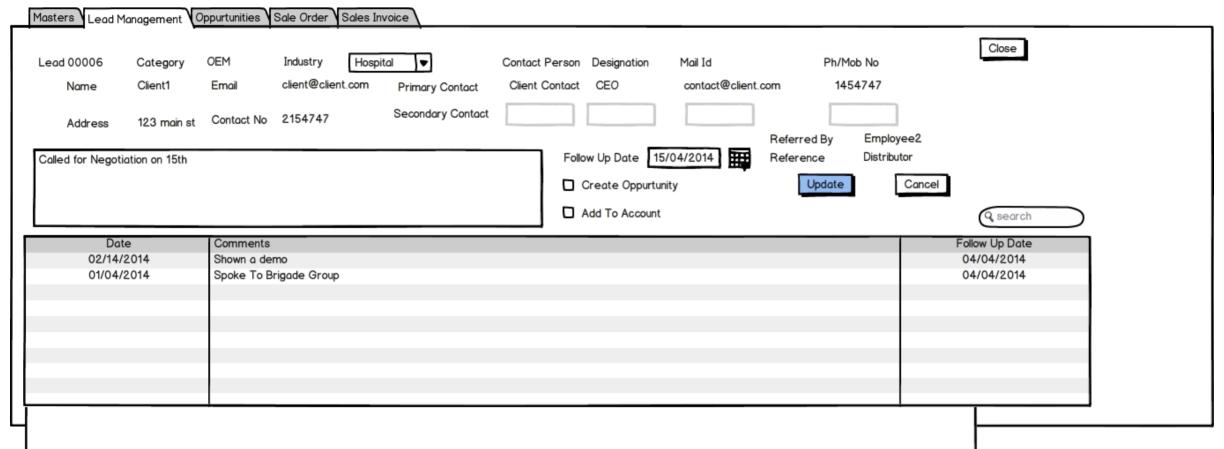
Masters Lead Management Oppurtunities Sale Order Sales Invoice	
Oppurtunity Status \Industry Category \Product Category \Sales Order Status \Reference \Couriers \Vendor Category \Ref Group	
Couriers Add	
SI No Couriers	
1 DTDC Edi De	
2 GATI Edi De	
3 FEDEX Edi De 1	
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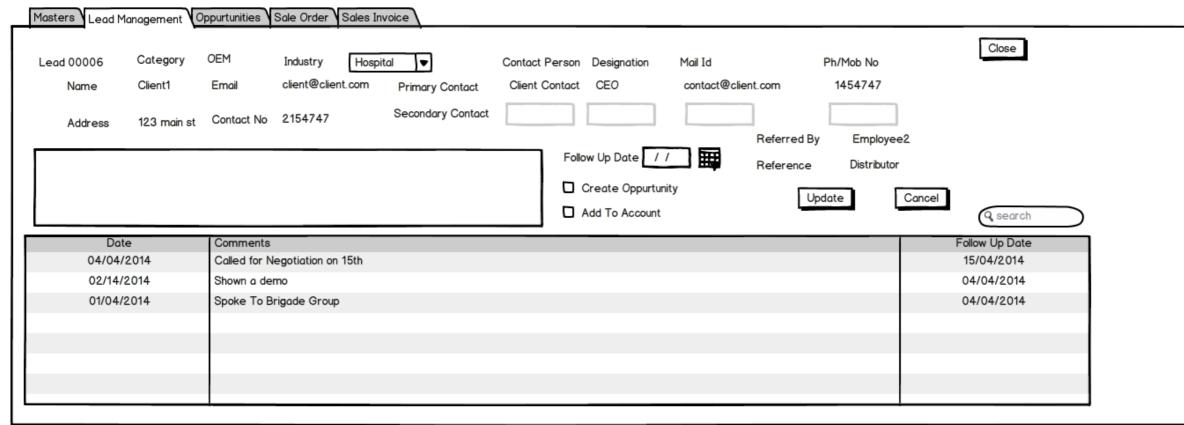
\Box	Masters	Lead Ma	nagement 0	ppurtunities	Sale Order	Sales Invo	pice									
	Oppurtunity	y Status	Industry Cate	egory \Pro	duct Category	Sales Ord	der Status R	eference	Couriers	Vendor Catego	ory Ref Group	p\				
Г				•		•										
l																
l	Categ	gory			Add											
l																
	SI No)			Vendor Categ	jory		1								
l	1				OEM	•	Edi De	il								
l	2				Class A		Edi De	ıl								
l	3				Class B Class D		Edi De	!								
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$oldsymbol{\bot}$	Masters Lead	d Management Oppurt	unities Sale Order Sale	es Invoice					
⌈	Oppurtunity Stat	tus \Industry Category	Product Category Sa	es Order Status Refer	ence Couriers	Vendor Category √	Ref Group		
Γ			-						
	Ref Group		Add						
	SI No		Ref Group						
l	2		Distributor DirectSales	Edi De					
	3		Third Party	Edi De					



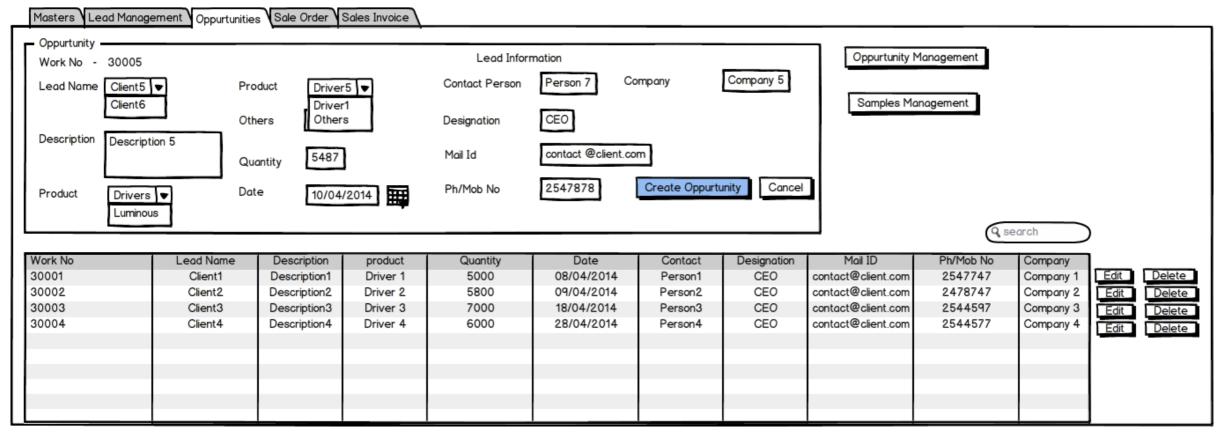
sters \Lead	Management	Oppurtunities Sale	Order Sales Invoice							
								Q sec	arch	Close
Lead No	Category	Name	Address	Email	Contact No	Contct Perso	n Designatio	n Mail Id	Ph/Mob No	Referred By
00001	OEM	Client 1	123 main st	client@client.com	2145141	Client Contac	t CEO	contact@clie	2547747	Employee1
00002	OEM	Client2	124 main st	client@client.com	2154141	Client Contac	t CEO	contact@clie	2347747	Employee2
00003	Class A	Client3	153 main st	client@client.com	2123141	Client Contac	t CEO	contact@clie	2556747	Employee3
00004	Class B	Client4	183 main st	client@client.com	2876141	Client Contac	t CEO	contact@clie	2589747	Employee4
00005	Class B	Client5	963 main st	client@client.com	2106541	Client Contac	t CEO	contact@clie	2508747	Employee5
Follow Ups	for the Week ((2)								
Lead No	Category	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

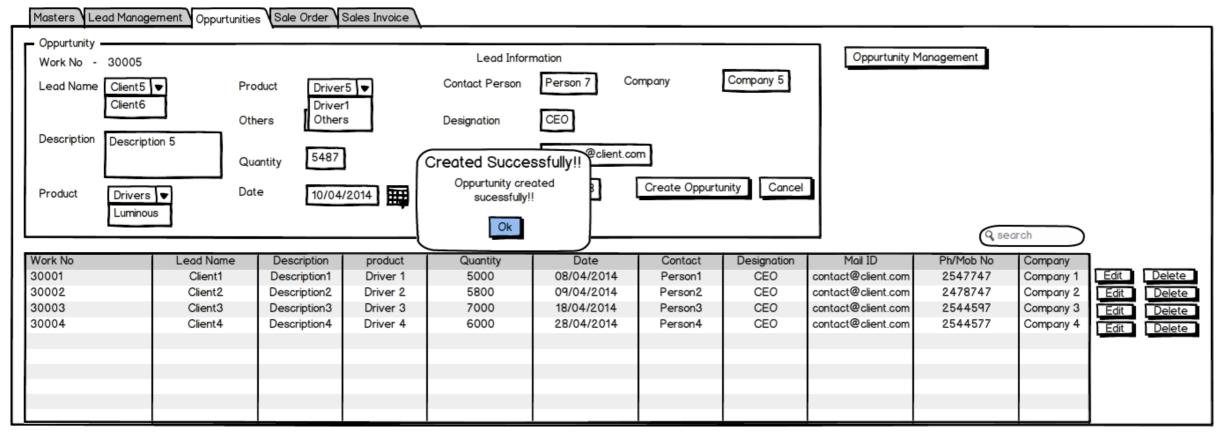


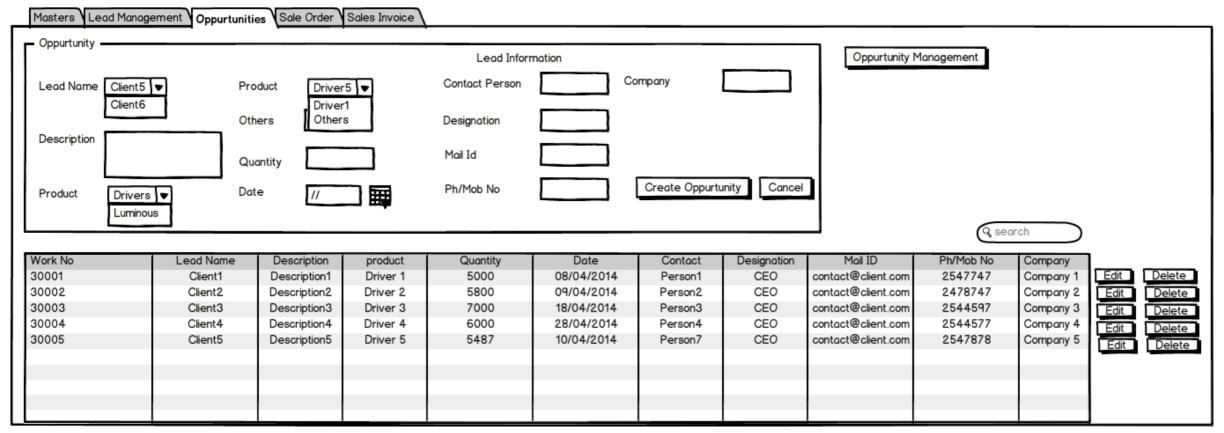


Masters \\Lea	nd Management Oppurt	tunities Sale Order Sales Inv	oice								
Lead Manager	nent ———	Primary Contact	Sea	ondary Contact			Lead	Summary			
Name		Contact Person	Contact Per	son	Category	OEM ▼ Class A Class B	Acco	unt Summary			
Address	;	Designation	Designation		Referred B		ॼ │				
Email		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	حے حے	
00001	Client1	123 main st	0		Client Contact	CEO	contact@client.co	2547747	Employee1		lete
00002	Client2	124 main st 153 main st	client@client.com client@client.com	2154141 2123141	Client Contact Client Contact	CEO	contact@client.co contact@client.co	2347747 2556747	Employee2		lete
00003 00004	Client3 Client4	183 main st	client@client.com	2876141	Client Contact	CEO CEO	contact@client.co	2589747	Employee3 Employee4		lete
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	
										i	

Masters \ Lead Manage	ement Oppurtunities Sale Ord	der \ Sales Invoice	\								
Lead Management —			•								
	Prim	ary Contact	Secon	dary Contact	Category	OEM ▼	Lead Su	mmary			
Name	Contact Person		Contact Perso	pn		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			(O.s.	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		001010
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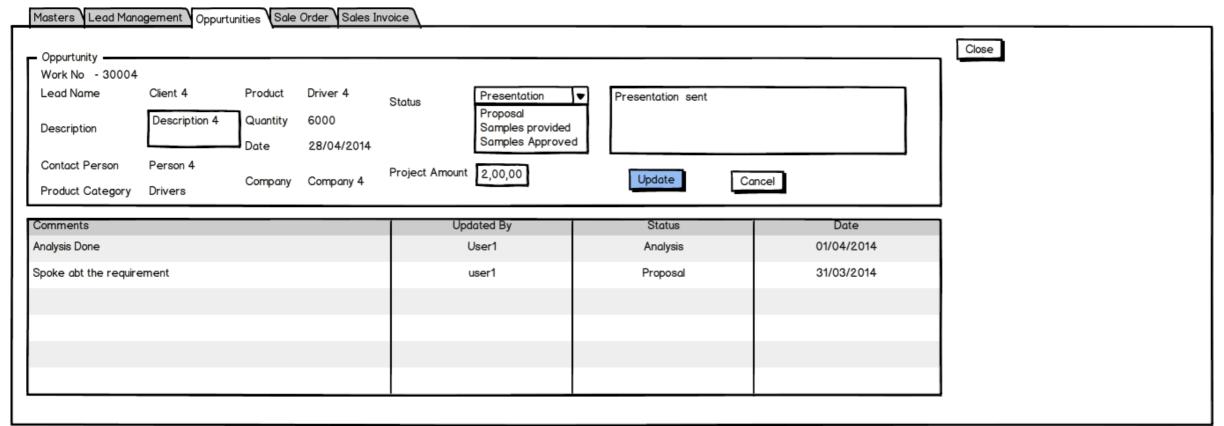


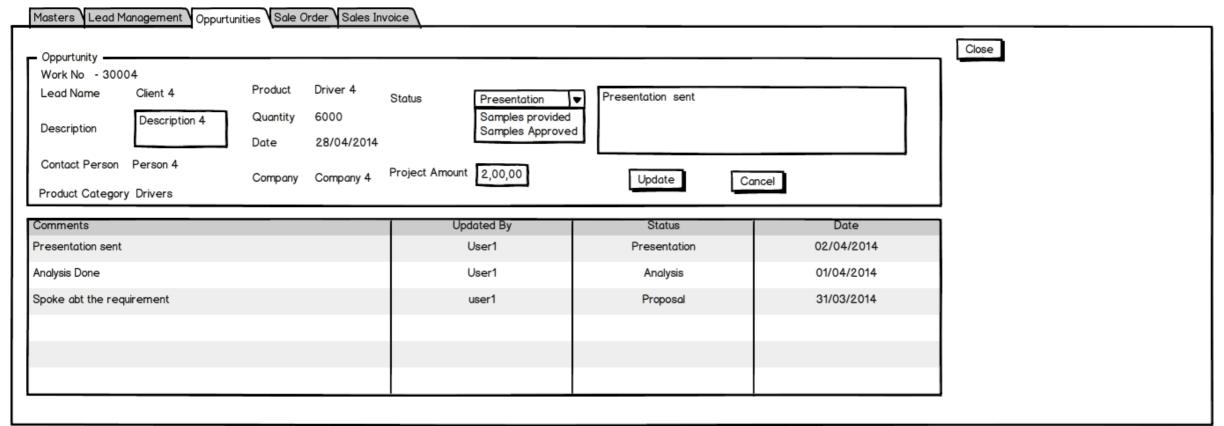
(Q search Close All (4) Prospecting (0) Analysis (1) Presentation (0) Samples Provided (0) Samples Appr (0) Nego to Pilot (0) Pilot Lot Order (0) Quoted (1) Final Review (1) Hold/Postpone(0) Closed/Won (10) Closed/Lost (12) Others (0) Work No Date Mail ID Ph/Mob No Lead Name Description product Quantity 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

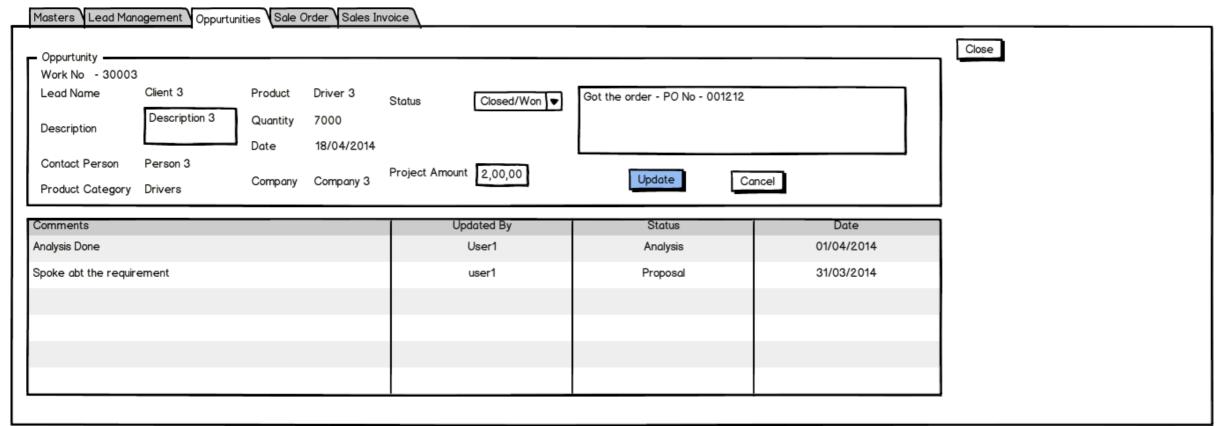
SaleOrder to be Issued (0)

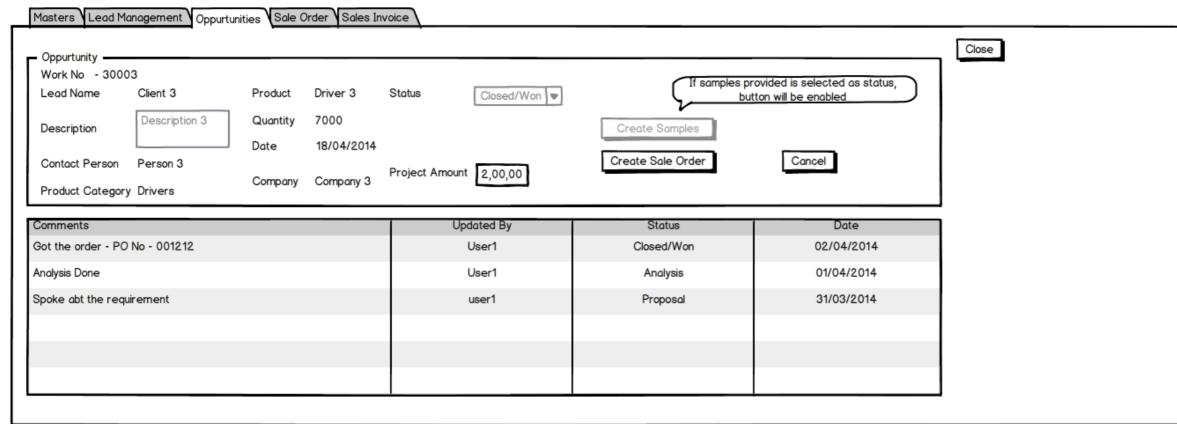
Masters Lead Management Oppurtunities Sale Order Sales Invoice

		•	•	•					•	Close		search
All (4) Prospecting (1) Work No 30004	0) Analysis (1) Pres Lead Name Client4	Description Description	product Driver 4	(0) Samples Appr (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/Los Status Analysis	
	Olem 1	Description	J.III.C. 1		20.0112011	1 0.0011	323	CONTROL CONTINUES	2011077	Company 1	randyolo	
	1											

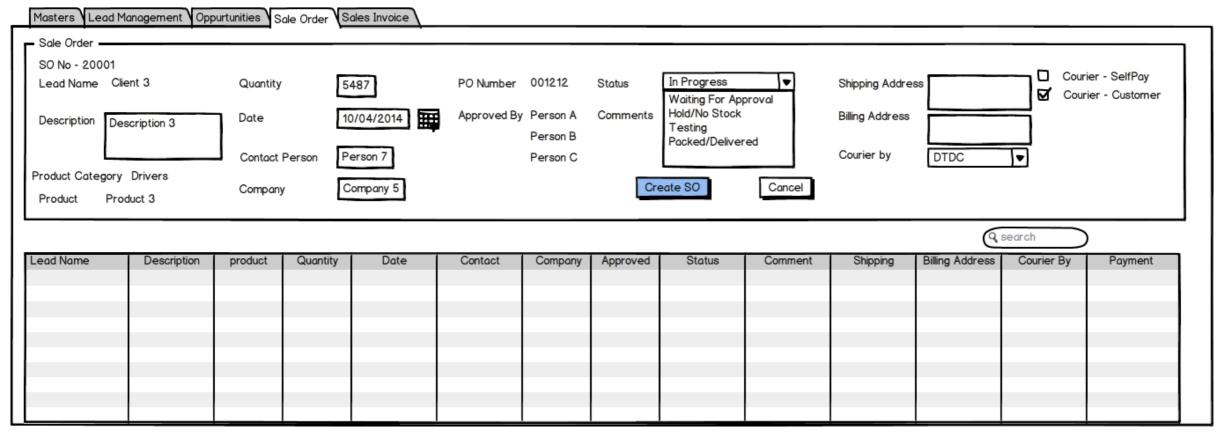


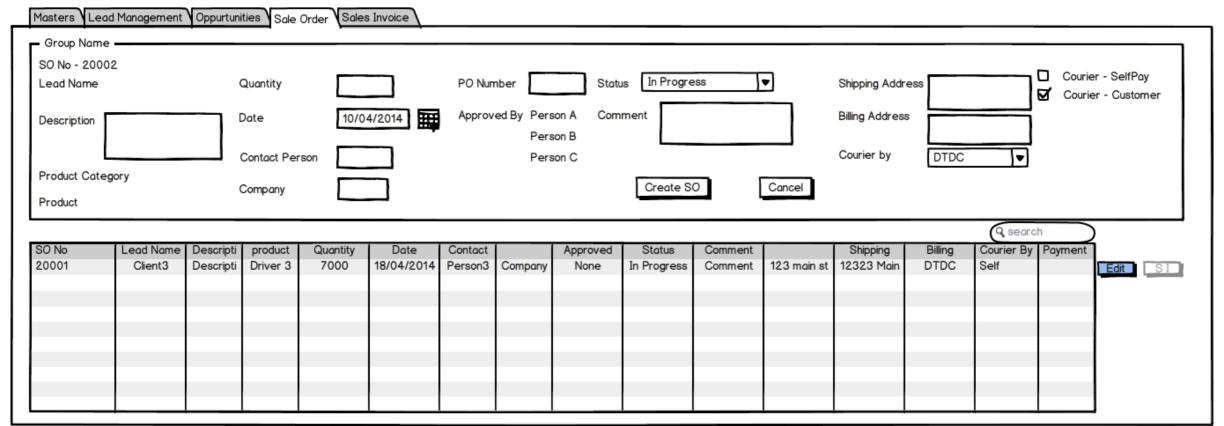


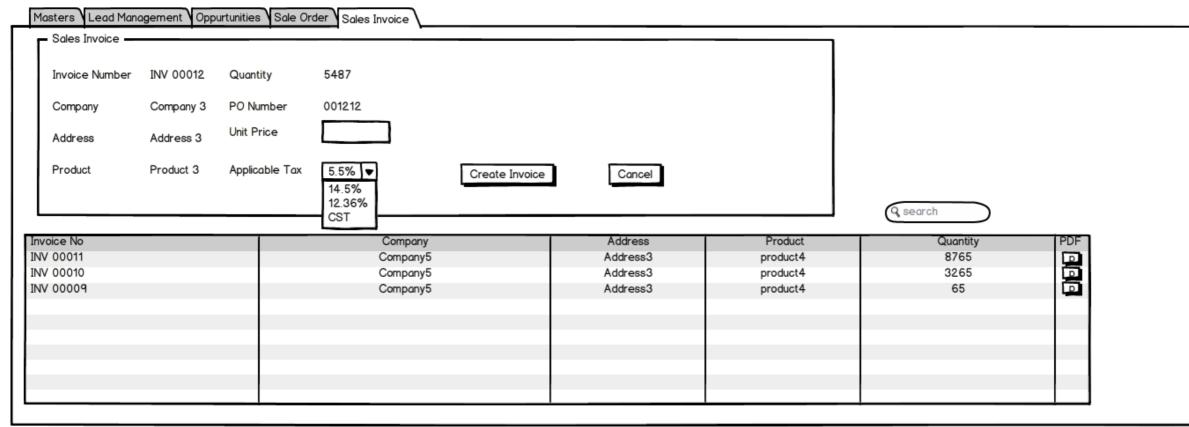




Lead I la	agement Oppurtun	itles Joue Orde	odles Invoid									
										Close	(k search
(4) Prospecting	(0) Analysis (1) Pre	esentation (0) Sa	mples Provided	l (0) Samples Appr	(0) Nego to Pilot(0) Pilot Lot Orde	er (0) Quoted (1) Final Review (1)	Hold/Postpone(0)	Closed/Won (10) Closed/Los	st (12) Others (
Vork No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	<u> </u>
0001	Client1	Description1	Driver 1	5000	08/04/2014	Person1	CEO	contact@client.co	2547747	Company 1	Proposal	Edit
0002	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 Edit
30004	Client4	Description4	Driver 4	6000	28/04/2014	Person4	CEO	contact@client.co	2544577	Company 4	Analysis	Edit
		·									,	Lak
												l
aleOrder to be Issu	ed (1)									Q sec	rch	
Work No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	- 00
30003	Client3	Description3	Driver 3	7000	18/04/2014	Person3	CEO	contact@client.co	2544597	Company 3	Closed/Won	SO







- Sale Order -		оррагеати.	Sale Ord	ler Sales Invoid											
SO No - 2000 Lead Name		Q	uantity	5487	F	PO Number	001212	Status D	one	•	Shipping	Address		I .	- SelfPa
Description	Description 3	Do	ate	10/04/2014	4 🚃	Approved By	Person A Person B	Comments	Items Packe Ready for D		Billing Ad	ddress		์ โ	
l		с	ontact Person	Person 7			Person C				Courier	by DTD	OC V	Ī	
Product F	Product 3	Co	ompany	Company 5]			Up	odate	Cancel)				
20 N-	I I I N	D		O	Data	0	0	A1 B1	Status	Comment	Objection	Billing	Q sear		
SO No		Descriptio	product	Quantity	Date	Contact	Company	Approved By	Status	Comment		Hilling			
20001	Client3	Descriptio	Driver 3	7000 18	8/04/2014	Person3	Company	None	In Progress	Comment	Shipping 123 main st	12342 main	Courier By DTDC	Payment Self	
.0001	Client3	Descriptio	Driver 3	7000 18	8/04/2014	Person3	Company								
.0001	Client3	Descriptio	Driver 3	7000 18	8/04/2014	Person3	Company								
20001	Client3	Descriptio	Driver 3	7000 18	8/04/2014	Person3	Company								
20001	Client3	Descriptio	Driver 3	7000 18	8/04/2014	Person3	Company								

Sale Order SO No - 20001 Lead Name		Q	uantity	5487		PO Number	001212	Status [)one	•	Shipping Addr	ess			
Description	escription 3		nte	10/04/2	_ 	Approved By	Person B		Items Pack Ready for D		Billing Address				
Product Pr	oduct 3		ontact Person	Person 7			Person C	_	reat S I	Cance	_	DTDC	Q sear	rch	
SO No	Lead Name	Descriptio	product	Quantity	Date	Contact	Company	Approved By	Status	Comment	Shipping	Billing	Courier By	Payment	
20001	Client3	Descriptio	Driver 3	7000	18/04/2014	Person3	Company	None	Done	Items	123 main st	12343 main	DTDC	Self	

Masters Lead Management	Oppurtunities Sale Ord	er Sales Invoice				
- Sales Invoice -						
Invoice Number	Quantity					
Company	PO Number					
Address	Unit Price					
Product	Applicable Tax	5.5% ▼ Create Invo	ice Cancel			
			ou ou			
					(a search	
Invoice No		Company	Address	Product	Quantity	PDF
INV 00012		Company3	Address3	Product3	5487	
INV 00011		Company5	Address3	product4	8765	D
INV 00010		Company5	Address3	product4	3265	
INV 00009		Company5	Address3	product4	65	D

