Μ	asters	Lead Management Opp	ourtunities Sale	Order Sales In	voice							
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	SI	Status	Enable/disable	Sort Order								
	1	Prospecting	Ø	1	Edi De							
	2	Analysis	N N	2	Edi De							
	3	Presentation	Ø	3	Edi De							
	4	Samples Provided	Ø	4	Edi De							
	5	Samples Approved	ব্ বব্ ব্ ব্	5	Edi De							
	6	Negotiation To Pilot	Ø	6	Edi De							
	7	Pilot Lot Order	Ø	7	Edi De							
	8	Quoted	Ø	8	Edi De							
	9	Final Review	Ø	9	Edi De							
	10	Hold/Postpone	Ō	10	Edi De							
	11	Closed/Won	Ø	11	Edi De							
	12	Closed/Lost	Ø	12	Edi De							
	13	Others	☑	13	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	
Industry Cottonson	
Industry Category Add	
SI No Industry	
1 Nursing Edi De	
2 Mall Edi De 3 Hospital Edi De	

\sqcup	Masters Lead Management Oppurtunities Sale Order Sales Invoice	
	Oppurtunity Status Industry Category Product Category Sales Order Status Reference Couriers Vendor Category Ref Group	
Г		
	Category	
	SI No Product Category	
	1 Drivers Edi De	
	2 Luminous Edi De	

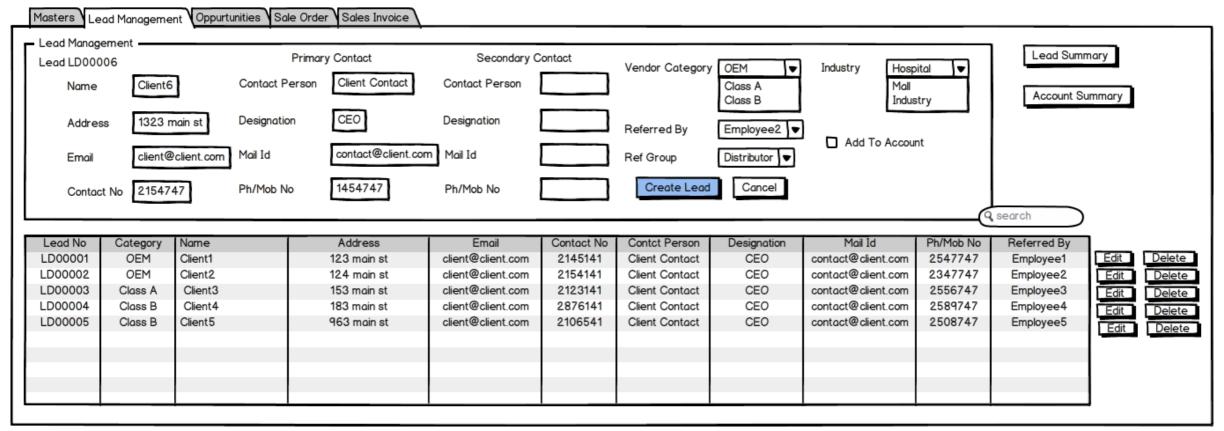
\Box	Masters	Lead Manager	ment Oppurtunities	Sale Order \Sal	les Invoice						
	Oppurtunity	y Status \Indus	stry Category Produc	t Category \Sc	ales Order Status Ref	erence Couriers	Vendor Category	Ref Group			
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l	1 2	Ø	In Progress	1 2	Edi De						
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	4	বেব	Testing	4	Edi De						
1	5	Ø	Packed/Delivered	5	Edi De						
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Masters Lead Manage	ement Oppurtunities Sale Order Sales Invoice			
Oppurtunity Status \Ind	ustry Category Product Category Sales Order Status Reference	Couriers Vendor Category Ref Gro	quo	
Reference Name Mobile Number		Ado	_	
SI No	Name	Mobile Number	Address	1
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	3
4	Employee4	2547874	143 main st Edi De	3
				1

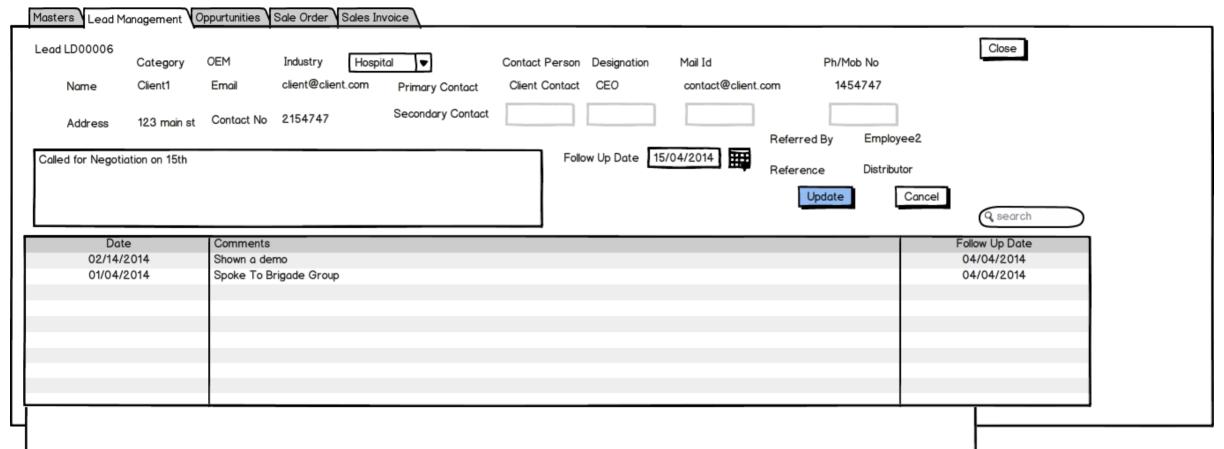
$oldsymbol{\bot}$	Masters	Lead Ma	nagement	Oppurtu	ınities	Sale Order	Sales Ir	nvoice													
Г	Oppurtunit	y Status	Industry C	ategory	Produc	t Category	Sales (Order Statu	s Refere	ence	Couriers	Vendo	r Category	y Ref	Group	\					
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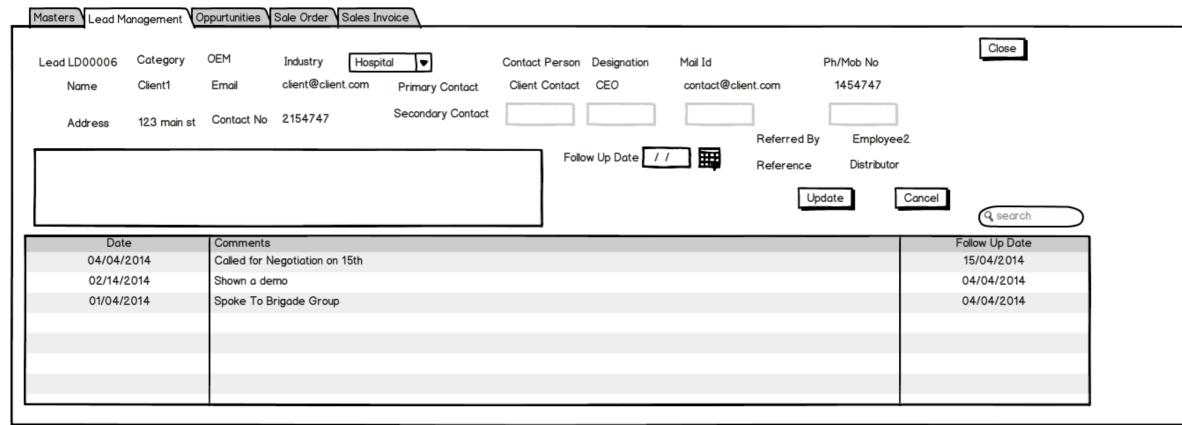
\Box	Masters \[Lead Ma	nagement \	Oppurtun	ities \S	ale Order	Sales Ir	nvoice													
	Oppurtunity	Status	Industry Co	ategory \	Product	Category	Sales (Order Statu	s Refere	ence C	Couriers	Vendo	r Categor	y Ref	Group	\					
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	1					CIGGO D		المستنديها													
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$oldsymbol{\bot}$	Masters Lead	d Management Oppurt	unities Sale Order Sale	es Invoice					
⌈	Oppurtunity Stat	tus VIndustry 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					
l	3		Third Party	Edi De					
l									



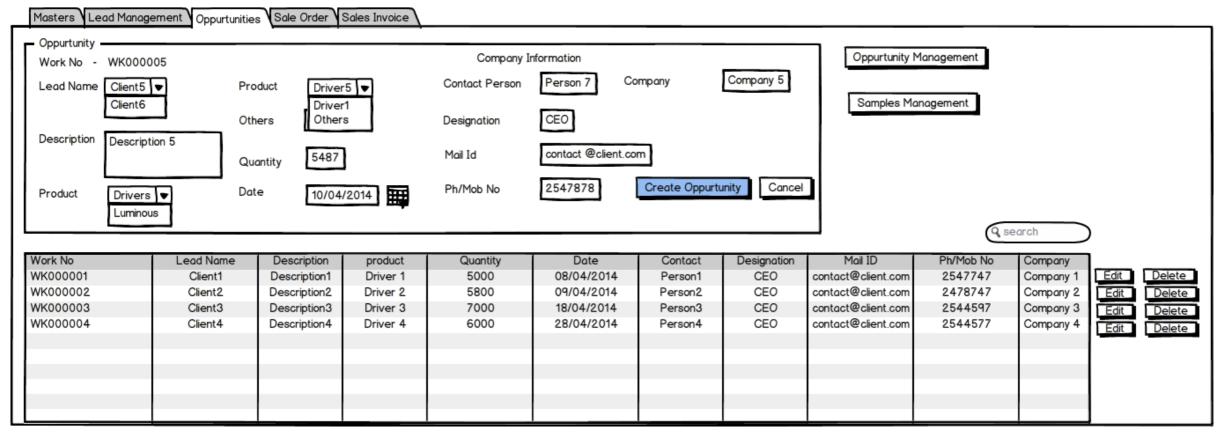
asters λ_{Lead}	l Management	Oppurtunities	Sale Order	Sales Invoice							
									Q sec	arch	Close
Lead No	Category	Name		Address	Email	Contact N	o Contct Perso	on Designation	on Mail Id	Ph/Mob No	Referred By
LD00001	OEM	Client 1		123 main st	client@client.com	2145141	Client Conta	ct CEO	contact@clie	2547747	Employee1
LD00002	OEM	Client2		124 main st	client@client.com	2154141	Client Conta	ct CEO	contact@clie	2347747	Employee2
LD00003	Class A	Client3		153 main st	client@client.com	2123141	Client Conta	ct CEO	contact@clie	2556747	Employee3
LD00004	Class B	Client4		183 main st	client@client.com	2876141	Client Conta	ct CEO	contact@clie	2589747	Employee4
LD00005	Class B	Client5		963 main st	client@client.com	2106541	Client Conta	ct CEO	contact@clie	2508747	Employee5
	<u> </u>										
Follow Ups	for the Week ((2)									
Lead No	Category	Name		Address	Email	Contact No	Contct Person	Designation	Mail Id	Ph/Mob No	Referred By
LD00001	OEM	Client1		123 main st	client@client.com	2145141	Client Contact	CEO	contact@client.com	2547747	Employee1
LD00002	OEM	Client2		124 main st	client@client.com	2154141	Client Contact	CEO	contact@client.com	2347747	Employee2

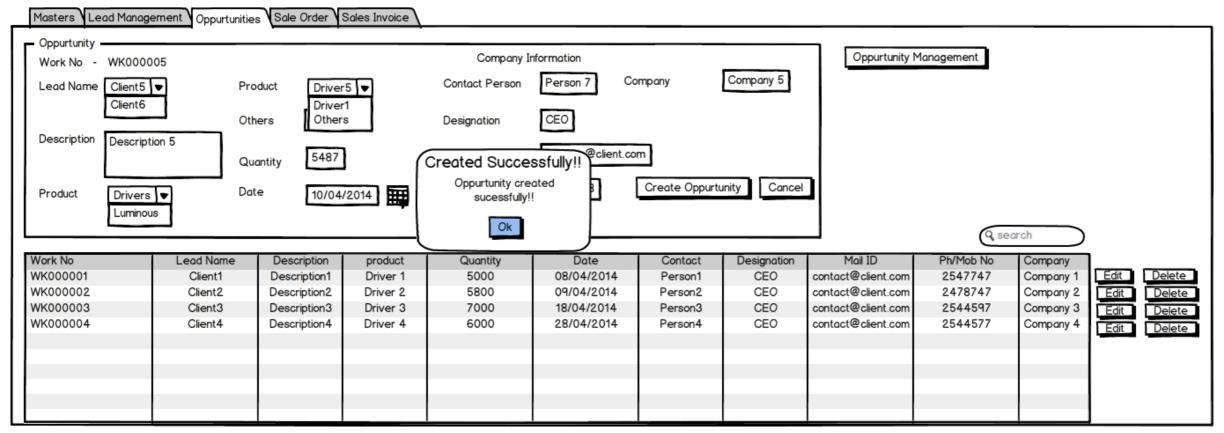


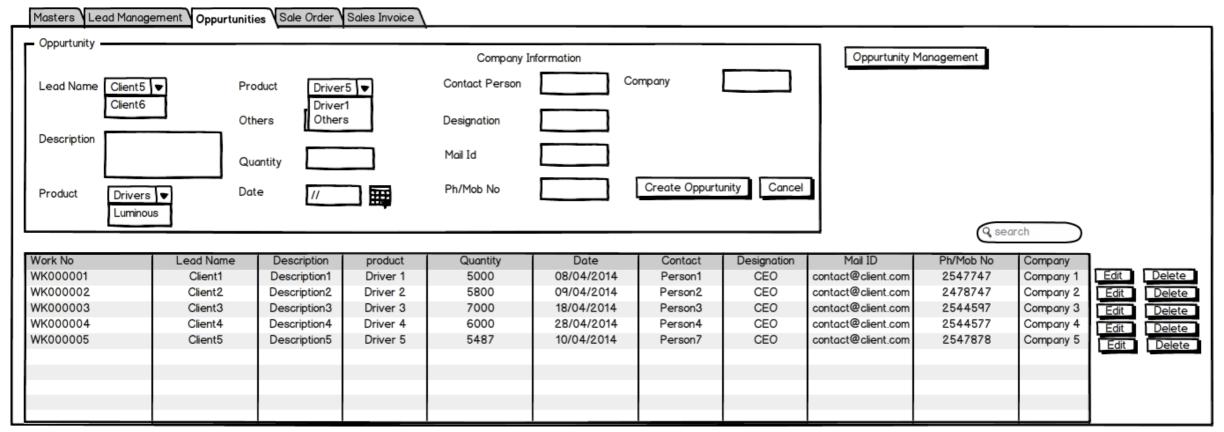


Masters	d Management Oppurt	unities Sale Order Sales Inve	oice \							
Lead Managen	nent	Primary Contact	Sec	ondary Contact	0.		Industria D		Lead Summar	у
Name		Contact Person	Contact Per	son	Category	OEM ▼ Class A Class B	1	Hospital ▼ Mall Industry	Account Sumr	nary
Address		Designation	Designation		Referred B		⊡			
Email		Mail Id	Mail Id		Reference	Distributor •	Add to Acc	ount		
Contact	No	Ph/Mob No	Lead Cre		Create	Lead			Q search	
			Lead Created	d Sucessfully						_
Lead No	Name	Address	Ok		Contct Person	Designation	Mail Id	Ph/Mob No	Referred By	
LD00001	Client1	123 main st	of and Oak and asset	2154141	Client Contact	CEO	contact@client.co	2547747 2347747	Employee1	Edit Delete
LD00002 LD00003	Client2 Client3	124 main st 153 main st	client@client.com client@client.com	2123141	Client Contact Client Contact	CEO CEO	contact@client.co contact@client.co	2556747	Employee2 Employee3	Edit Delete
LD00004	Client4	183 main st	client@client.com	2876141	Client Contact	CEO	contact@client.co	2589747	Employee4	Edit Delete
LD00005	Client5	963 main st	client@client.com	2106541	Client Contact	CEO	contact@client.co	2508747	Employee5	Edit Delete
LD00006	Client6	1323 main st	client@client.com	2154747	Client Contact	CEO	contatc@client.co	1454747	Employee2	<u>Edit</u> <u>Delete</u>

Masters \ Lead Manage	ement Oppurtunities Sale Or	der Sales Invoice	\								
Lead Management —	<u> </u>									_	
	Prim	ary Contact	Second	dary Contact	Category	OEM ▼	Industry III-		Lead Summary	J	
Name	Contact Person	n	Contact Perso	n		Class A Class B	Ma	spital ▼ I ustry	Account Summ	ary	
Address	Designation		Designation		Referred By	Employee2 ▼					
Email	Mail Id		Mail Id		Reference	Distributor ▼	Add to Accoun	nt			
Contact No	Ph/Mob No		Ph/Mob No		Create Lead	Cancel					
									search		
Lead No	Name	Address	Email	Contact No	Contct Person	Designation	Mail Id	Ph/Mob No	Referred By		
LD00001	Client1	123 main st	client@client.c	2145141	Client Contact	CEO	contact@client.	2547747	Employee1	Edit	Delete
LD00002	Client2	124 main st	client@client.c	2154141	Client Contact	CEO	contact@client.	2347747	Employee2	Edit	Delete
LD00003	Client3	153 main st	client@client.c	2123141	Client Contact	CEO	contact@client.	2556747	Employee3	Edit	Delete
LD00004	Client4	183 main st	client@client.c	2876141	Client Contact	CEO	contact@client.	2589747	Employee4	Edit	Delete
LD00005	Client5	963 main st	client@client.c	2106541	Client Contact	CEO	contact@client.	2508747	Employee5	Edit	Delete
LD00006	Client6	1323 main st	client@client.c	2154747	Client Contact	CEO	contatc@client.	1454747	Employee2	Luit	Delete
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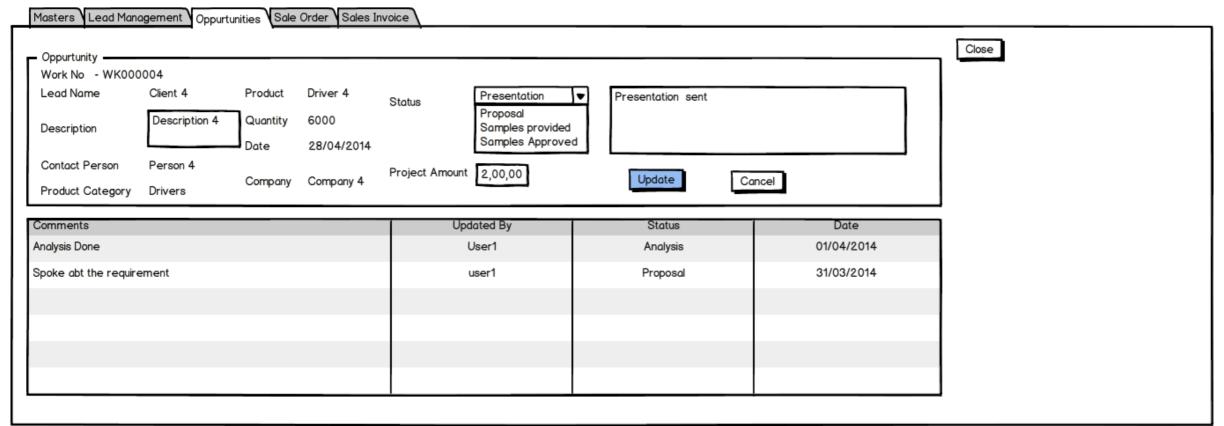


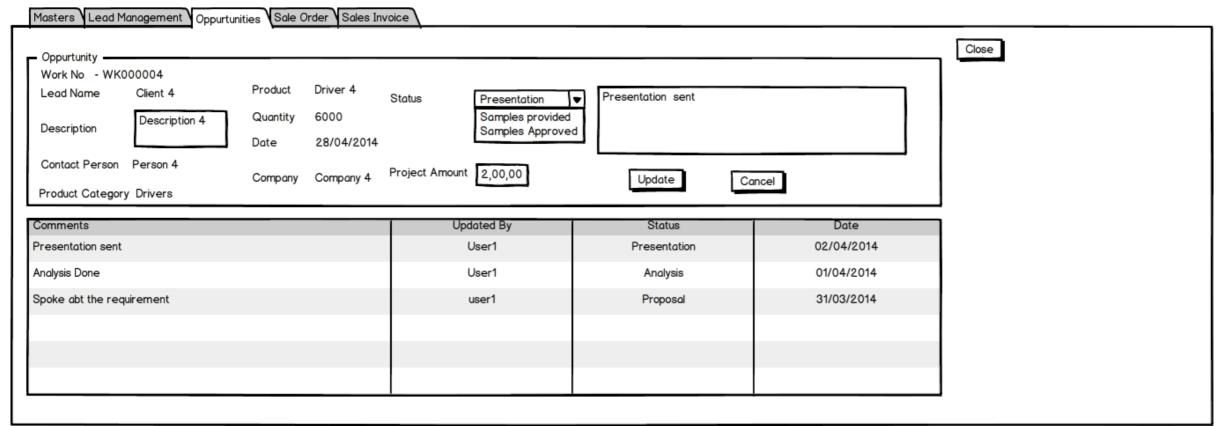
Q search Close All (4) Prospecting (0) Analysis (1) Presentation (0) Samples Provided (0) Samples Appr (0) Nego to Pilot (0) Pilot Lot Order (0) Quoted (1) Final Review (1) Hold/Postpone(0) Closed/Won (10) Closed/Lost (12) Others (0) Work No Date Mail ID Ph/Mob No Lead Name Description product Quantity Contact Designation Company Status Edit
Edit
Edit WK000001 Client1 Description1 Driver 1 5000 08/04/2014 Person1 CEO contact@client.co 2547747 Company 1 Proposal CEO WK000002 Client2 Description2 Driver 2 5800 09/04/2014 Person2 contact@client.co 2478747 Company 2 Negotiation WK000003 Client3 Description3 Driver 3 7000 18/04/2014 Person3 CEO contact@client.co 2544597 Company 3 Final Review WK000004 Description4 6000 28/04/2014 CEO contact@client.co 2544577 Client4 Driver 4 Person4 Company 4 Analysis

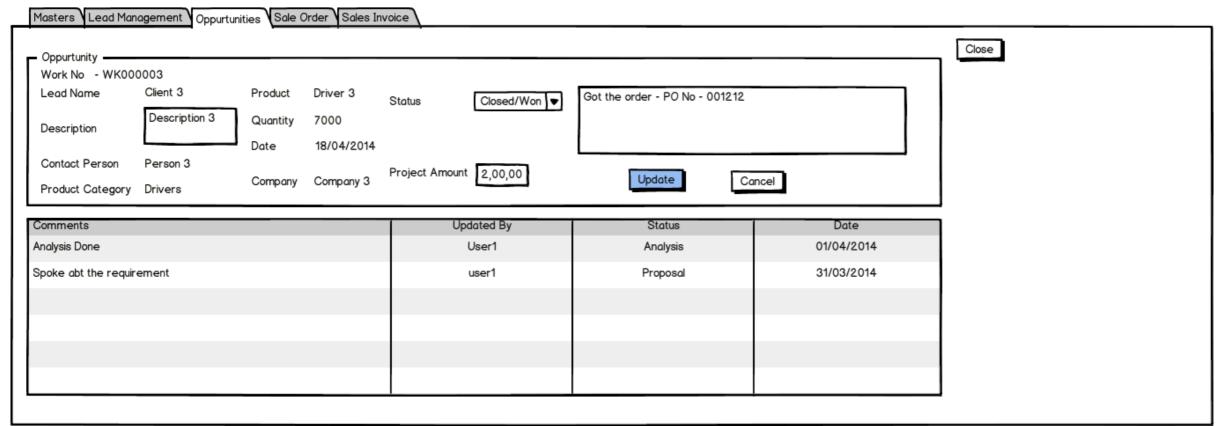
SaleOrder to be Issued (0)

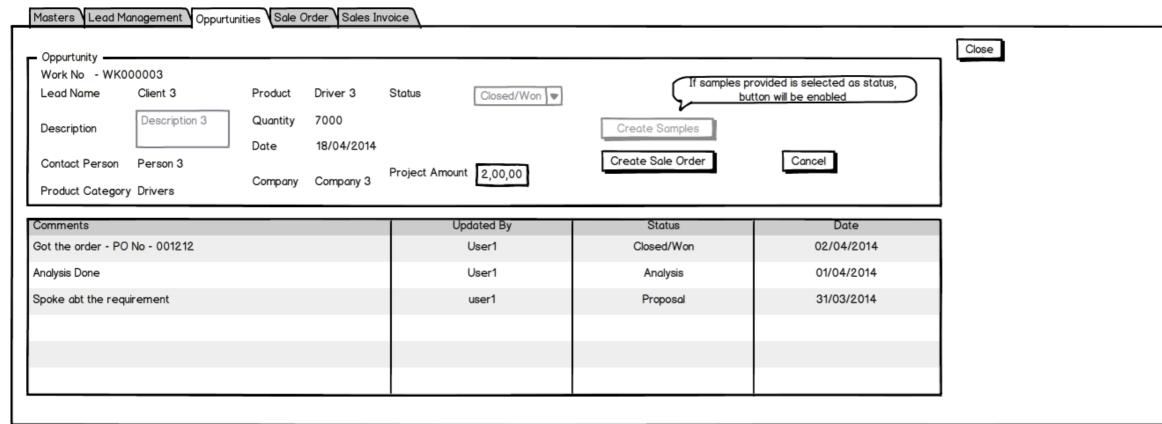
Masters Lead Management Oppurtunities Sale Order Sales Invoice

Ц	Masters \ Lead Manage	ement Oppurtuniti	es Sale Order	Sales Invoice									
										[Close	C	search
	All (4) Prospecting (0) <u>Analysis (1)</u> <u>Pres</u>	sentation (0) Sa	mples Provided	(0) Samples Appr (0) Nego to Pilot(0)	Pilot Lot Order	(0) Quoted (1)	Final Review (1) Ho	old/Postpone(0) Cl	losed/Won (10)	Closed/Lo	st (12) Others (0)
Ιſ	Work No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	
	WK000004	Client4	Description4	Driver 4	6000	28/04/2014	Person4	CEO	contact@client.co		Company 4	Analysis	Edit
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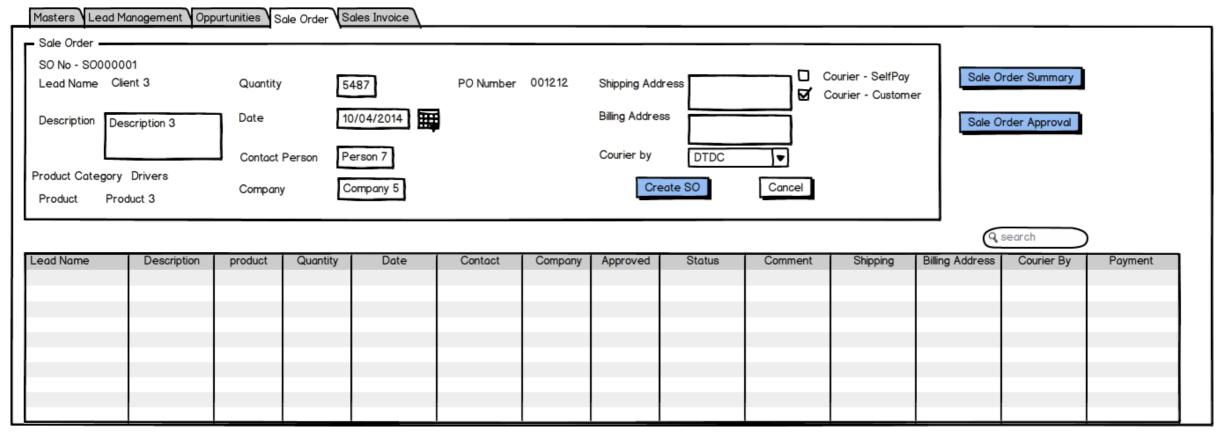


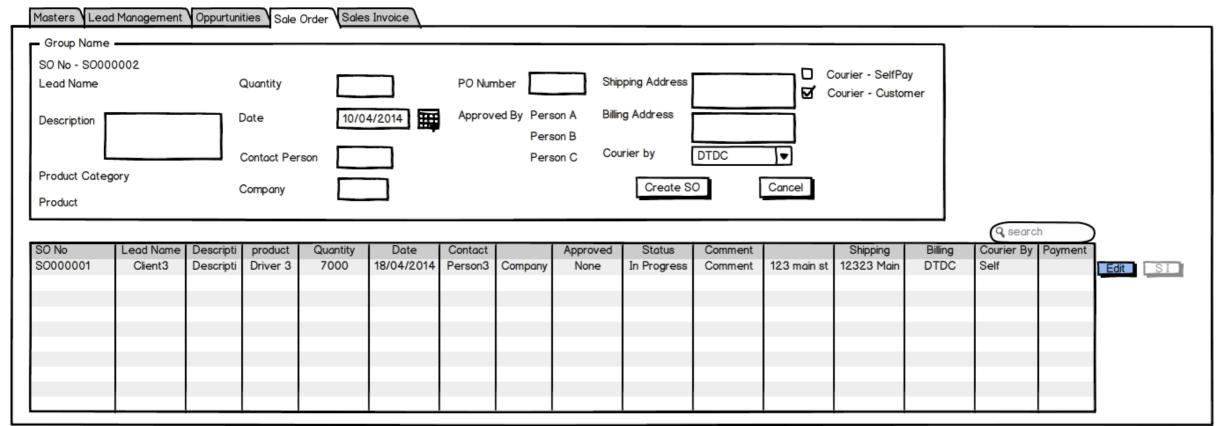


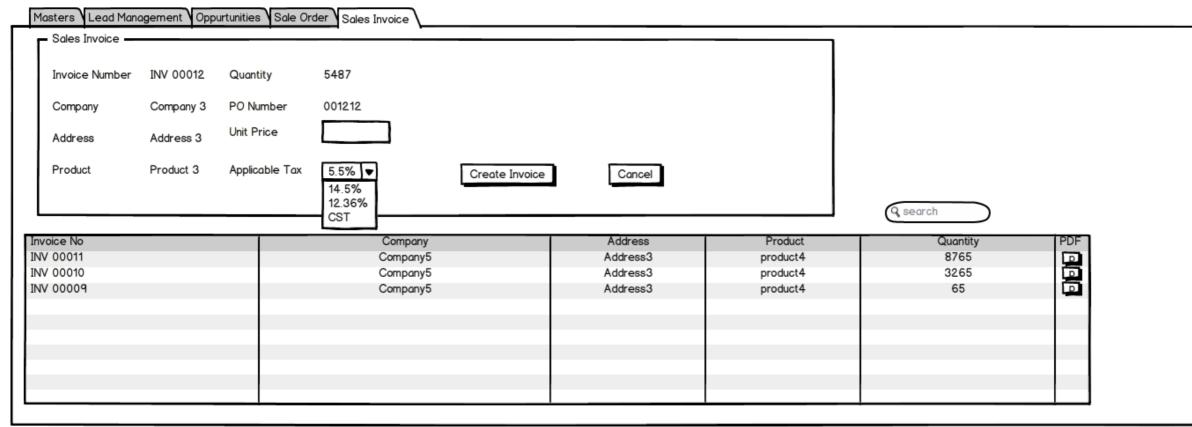


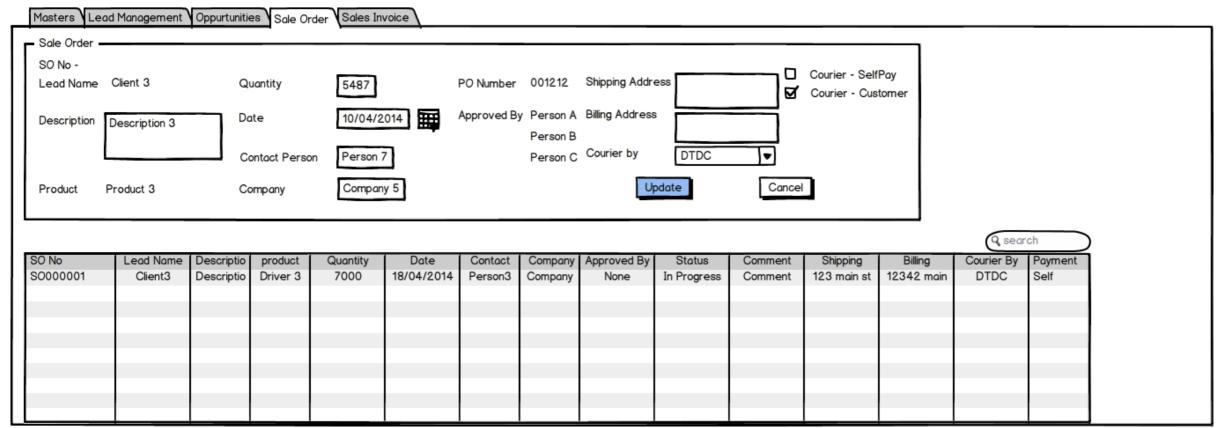


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										Close	0	search
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(4) Prospecting	(0) <u>Analysis (1) Pre</u>	sentation (0) Sa	mples Provided	l (0) <u>Samples Appr</u>	(0) Nego to Pilot(0) <u>Pilot Lot Orde</u>	er (0) Quoted (1) Final Review (1)	Hold/Postpone(0)	Closed/Won (10) Closed/Los	t (12) Others (0
/ork No	Lead Name	Description	product	Quantity	Date	Contact	Designation	Mail ID	Ph/Mob No	Company	Status	
/K000001	Client1	Description1	Driver 1	5000	08/04/2014	Person1	CEO	contact@client.co	2547747	Company 1	Proposal	Edit Edit Edit
K000002	Client2	Description2	Driver 2	5800	09/04/2014	Person2	CEO	contact@client.co	2478747	Company 2	Negotiation	Edit
/K000003	Client3	Description3	Driver 3	7000	18/04/2014	Person3	CEO	contact@client.co	2544597	Company 3	Closed/Won	Edit
/K000004	Client4	Description4	Driver 4	6000	28/04/2014	Person4	CEO	contact@client.co	2544577	Company 4	Analysis	Edit
leOrder to be Issue	ed (1)									Q sea	nrch	
Vork No	Lead Name	Description	product	Ougantitus	Date	Contact	Designation	Mail ID	Ph/Mob No	Compony	Ctatus	ı
VK000003	Client3	Description Description3	product Driver 3	Quantity 7000	18/04/2014	Person3	Designation CEO	contact@client.co	2544597	Company 3	Status Closed/Won	SO
VK000003	Cilento	Descriptions	Driver 3	7000	16/04/2014	reisono	CEO	contact@cilent.co	234431/	Company 3	Closed/ Woll	00





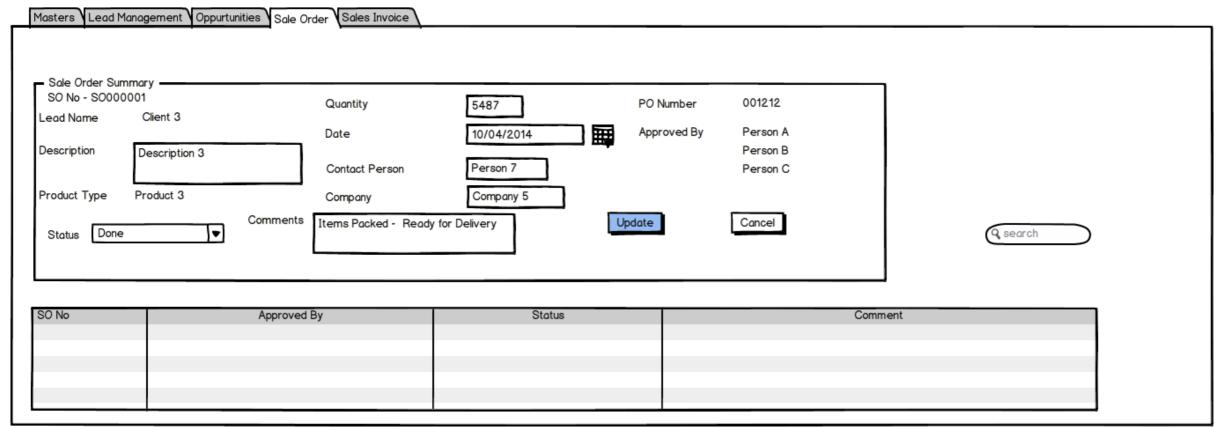


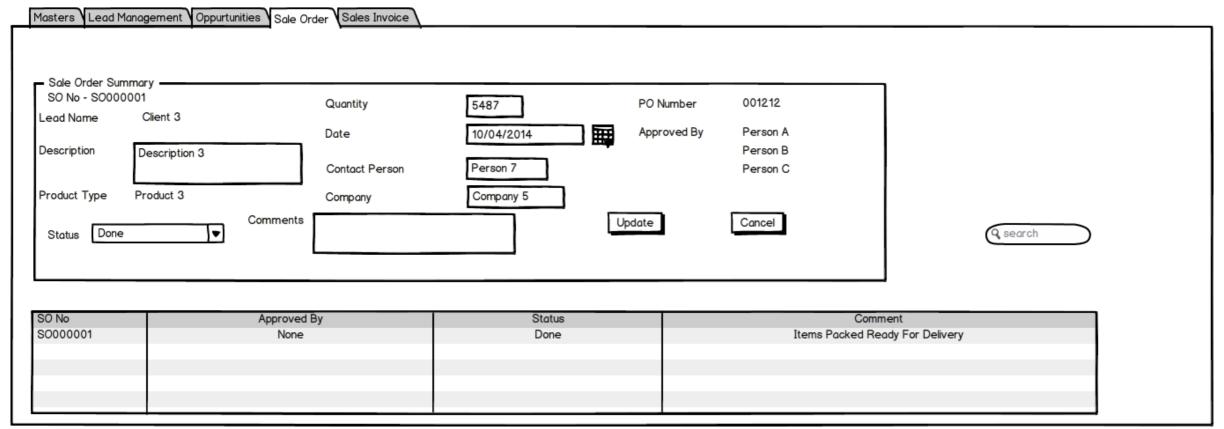


Sale Order — SO No - 2000 Lead Name		Q	uantity	5487		PO Number	001212	Status D	one	•	Shipping Addr	ess			
Description	Description 3		te	10/04/20	- map	Approved By	Person B		Items Pack Ready for D		Billing Addres				
Product P	Product 3		ontact Persor ompany	Person 7 Company	_		Person C	_	reat S I	Cance	_	DTDC			
													(S sear	rch	
		Descriptio		Quantity	Date	Contact		Approved By	Status	Comment	Shipping	Billing	Courier By	Payment	
		Descriptio Descriptio		Quantity 7000	Date 18/04/2014		Company Company	Approved By None	Status Done	Comment Items	Shipping 123 main st	Billing 12343 main			
				_									Courier By	Payment	
				_									Courier By	Payment	
				_									Courier By	Payment	
SO No 20001				_									Courier By	Payment	

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															Close
														(a sear	rch
SOI	No	Lead Name	Descriptio	product	Quantity	Date	Contact	Company	Approved By	Status	Comment	Shipping	Billing	Courier By	Payment
S00	000001	Client3	Descriptio	Driver 3	7000	18/04/2014	Person3	Company		Done	Items	123 main st	12343 main	DTDC	Self
Sale	Order to be	Approved (1)													
SO 1		Lead Name	Descriptio	product	Quantity	Date	Contact	Company	Approved By	Status	Comment	Shipping	Billing	Courier By	Payment
	000001	Client3	Descriptio	Driver 3	7000	18/04/2014	Person3	Company	Approved by	Done	Items	123 main st	12343 main	DTDC	Self
300	700001	Circino	Debonpao	Dilver	7000	10/04/2014	1 6100110	Company		Done	10110	120 mair st	12040 1110111	0.00	OCII

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O No	Lead		product	Quantity	Date	Contact	Company	Status	Comment	Shipping	Billing	Courier By				
SO000001	Client3	Descrip	Driver 3	7000	18/04/201	Person3	Company	Done	Items	123 main	12343	DTDC	Self	Approval 1	Approval 2	Approval 3
														•		
30 No							Approv	ed By			Ď	ate		1		
30000001							Appro					5/2014		l		
SO000001							Appro					5/2014		1		
S0000001							Appro	val 1			01/0	5/2014		l		
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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	ce Cancel			
			oc canon			
					Q 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

