



Weekly Status Report - March 18, 2014

<u>Stage</u>	<u>Account Name</u>	<u>Type</u>	<u>Sum of Amount</u>	<u>Record Count</u>
Qualification	-----	-----	\$160,000.00	2
Qualification	Local Media	-----	\$100,000.00	1
Qualification	Local Media	-	\$100,000.00	1
Qualification	SOMA	-----	\$60,000.00	1
Qualification	SOMA	-	\$60,000.00	1



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<u>Stage</u>	<u>Account Name</u>	<u>Type</u>	<u>Sum of Amount</u>	<u>Record Count</u>
Needs Analysis	-----	-----	\$413,000.00	2
Needs Analysis	Acme	-----	\$68,000.00	1
Needs Analysis	Acme	Prospect	\$68,000.00	1
Needs Analysis	Rincon Hill inc	-----	\$345,000.00	1
Needs Analysis	Rincon Hill inc	-	\$345,000.00	1



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<u>Stage</u>	<u>Account Name</u>	<u>Type</u>	<u>Sum of Amount</u>	<u>Record Count</u>
Value Proposition	-----	-----	\$470,000.00	2
Value Proposition	Global Media	-----	\$20,000.00	1
Value Proposition	Global Media	Prospect	\$20,000.00	1
Value Proposition	salesforce.com	-----	\$450,000.00	1
Value Proposition	salesforce.com	Customer	\$450,000.00	1



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<u>Stage</u>	<u>Account Name</u>	<u>Type</u>	<u>Sum of Amount</u>	<u>Record Count</u>
Id. Decision Makers	-----	-----	\$4,000.00	2
Id. Decision Makers	Acme	-----	\$2,000.00	1
Id. Decision Makers	Acme	Prospect	\$2,000.00	1
Id. Decision Makers	Global Media	-----	\$2,000.00	1
Id. Decision Makers	Global Media	Prospect	\$2,000.00	1



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<u>Stage</u>	<u>Account Name</u>	<u>Type</u>	<u>Sum of Amount</u>	<u>Record Count</u>
Perception Analysis	-----	-----	\$90,000.00	2
Perception Analysis	Global Media	-----	\$10,000.00	1
Perception Analysis	Global Media	Prospect	\$10,000.00	1
Perception Analysis	salesforce.com	-----	\$80,000.00	1
Perception Analysis	salesforce.com	Customer	\$80,000.00	1

