

**Customized Report PDF**

<b>Stage</b>	<b>Account Name</b>	<b>Type</b>	<b>Sum of Amount</b>	<b>Record Count</b>
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
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
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
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
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
Proposal/Price Quote	-----	-----	\$134,000.00	1
Proposal/Price Quote	Acme	-----	\$134,000.00	1
Proposal/Price Quote	Acme	Prospect	\$134,000.00	1