

Sheet1

UNIQUE_ID,C,1	CTIME,C	ETIME,C	MTIME,C	USER,C,12	CONTACTID,C	GROUPID,C,12	SL	PROID,C,12
KZ!F WJ*0W	W!&<Q	W0*K8	W6#+4	K )% >#6W	#/5M '?T/W			0 3Q&% 5+#6W
I79F 72*0W	W!#"_	W0*2?	W6#+4	K )% >#6W	*B3I &?T/W			0 *"+% 7+#6W
Z59F 72*0W	W!# G	WCJ+D	W6#+4	K )% >#6W	*B3I &?T/W			1 *"+% 7+#6W
MD=F Y*0W	W"1U9	W0*1.	W6#+4	K )% >#6W	DQ3I &?T/W			0 +H*% 7+#6W
*1\$F ,O*0W	VTABQ	WCJ,H	W6#+4	K )% >#6W	F75I ,?T/W			1 R<)% 8+#6W
8_#F @I*0W	W"1Z'	W0*IH	W6#+4	K )% >#6W	D%7I '?T/W			0 +H*% 7+#6W
Q15F 15*0W	W"1V^	W0*59	W6#+4	K )% >#6W	=@9I &?T/W			0 +H*% 7+#6W
68XE < +0W	VTAF"	W0+!-	W6#+4	K )% >#6W	%;4I ,?T/W			0 *"+% 7+#6W
C6XE < +0W	W!5U	W0+!'	W6#+4	K )% >#6W	%;4I ,?T/W			0 R<)% 8+#6W
"V,F 5H*0W	W"1WU	W0*H>	W6#+4	K )% >#6W	HC7I '?T/W			0 +H*% 7+#6W
P@2F V3*0W	W"1V8	W0*4A	W6#+4	K )% >#6W	[G9I &?T/W			0 +H*% 7+#6W
#F0F 67*0W	W!4YE	W0*:B	W6#+4	K )% >#6W	B'9I '?T/W			0 +H*% 7+#6W
Q1(F ]H*0W	W"1Y(	W0*I&	W6#+4	K )% >#6W	&-7I '?T/W			0 +H*% 7+#6W
V5'F &J*0W	W!&+I	W0*JS	W6#+4	K )% >#6W	^?6I '?T/W			0 3Q&% 5+#6W
,W^E 5V*0W	VTACL	W0*W(	W6#+4	K )% >#6W	\$05I ,?T/W			0 3Q&% 5+#6W
8U^E 5V*0W	W!\$:	WCJ-%	W6#+4	K )% >#6W	\$05I ,?T/W			1 3Q&% 5+#6W
?J-F 8A*0W	W,-.7	W6\$3U	W6#+4	K )% >#6W	G88I '?T/W			0 3Q&% 5+#6W
LH-F 8A*0W	W!%H<	W6\$3P	W6#+4	K )% >#6W	G88I '?T/W			0 3Q&% 5+#6W
]VWE D#+0W	VTAGA	WCJ-T	W6#+4	K )% >#6W	&F3I ,?T/W			1 R<)% 8+#6W
VG0F 67*0W	W!4[\$	W0*82	W6#+4	K )% >#6W	B'9I '?T/W	MN2I C?T/W		0 +H*% 7+#6W
P'PE ^\$+0W	W!1L0	W0+%;	W6#+4	K )% >#6W	&73I ,?T/W	:>8I E?T/W		0 R<)% 8+#6W
BLXE U!+0W	VTAFV	W0+"J	W6#+4	K )% >#6W	G+4I ,?T/W	\$>1I D?T/W		0 3Q&% 5+#6W
4)^E EY*0W	W!'0B	W0*Z"	W6#+4	K )% >#6W	BY4I ,?T/W	,K1I D?T/W		0 +H*% 7+#6W
H*\E 8X*0W	VTAE.	W0+2]	W6#+4	K )% >#6W	\$!5I ,?T/W	J^1I D?T/W		0 +H*% 7+#6W
\%PE _\$+0W	W!1J^	WCJ.!	W6#+4	K )% >#6W	&73I ,?T/W	KT8I E?T/W		1 R<)% 8+#6W
?WB-& V!+0W	W!4QE	W0+"X	W6#+4	K )% >#6W	G+4I ,?T/W	\$>1I D?T/W		0 +H*% 7+#6W
GXWE D#+0W	W!YM	W0+#\	W6#+4	K )% >#6W	&F3I ,?T/W	TE8I E?T/W		0 +H*% 7+#6W
&3\$F ,O*0W	W!&[	W0*TE	W6#+4	K )% >#6W	F75I ,?T/W	NQ1I D?T/W		0 3Q&% 5+#6W
]4\$F ,O*0W	W!&\'	W0*T7	W6#+4	K )% >#6W	F75I ,?T/W	NQ1I D?T/W		0 +H*% 7+#6W
TX!F WJ*0W	W!&;B	WCJ,1	W6#+4	K )% >#6W	#/5M '?T/W	,X1I D?T/W		1 3Q&% 5+#6W
DD-F 9A*0W	W!%J2	WCJ+#	W6#+4	K )% >#6W	G88I '?T/W	#22I C?T/W		1 3Q&% 5+#6W
LF-F 8A*0W	W!%F4	WCJ*+	W6#+4	K )% >#6W	G88I '?T/W	#22I C?T/W		1 3Q&% 5+#6W
6NXE U!+0W	W!4OQ	W0+"6	W6#+4	K )% >#6W	G+4I ,?T/W	\$>1I D?T/W		0 +H*% 7+#6W

Sheet1

SLTYPE,C,12	PROISDATE,C,8	SUNITSSPRICE,N,SAMOUNT,N,STARTDATNOTESCOMPETID,C	
ZN&% 5+6W	100 19991117	400 1.39000 556.00000 19990517	"W
P8B% 7+6W	80 19991011	400 4.99000 1996.00000 19991001	#F
P8B% 7+6W	100 19990524	200 4.99000 998.00000 19990622	#G
ZN&% 5+6W	40 20000131	1000 9.99000 9990.00000 19990405	#H
	90 19990414	14000 2.29000 32060.00000 19990222	#_
ZN&% 5+6W	30 19991004	600 9.99000 5994.00000 19990405	\$\$
ZN&% 5+6W	40 20000405	1000 9.99000 9990.00000 19990405	\$4
QP&% 9+6W	90 20000531	800 4.78000 3824.00000 19990405	\$9
QP&% 9+6W	90 19991230	1000 2.29000 2290.00000 19990503	\$:
ZN&% 5+6W	40 20000221	1200 9.49000 11388.00000 19990405	\$J
ZN&% 5+6W	40 20000315	1000 9.99000 9990.00000 19990405	\$Q
ZN&% 5+6W	90 19991201	600 8.99000 5394.00000 19990902	%&
ZN&% 5+6W	40 20000405	400 9.99000 3996.00000 19990405	%4
QP&% 9+6W	90 19991101	40000 0.69000 27600.00000 19990413	%A
ZN&% 5+6W	80 20000131	2900 1.75000 5075.00000 19990222	&!
ZN&% 5+6W	100 19990421	1200 1.89000 2268.00000 19990401	&"
QP&% 9+6W	70 19991201	14400 1.78000 25632.00000 19990505	&'
QP&% 9+6W	90 19990919	9200 1.88000 17296.00000 19990702	&(
QP&% 9+6W	90 19990621	600 2.50000 1500.00000 19990222	&.
ZN&% 5+6W	60 20000222	200 9.99000 1998.00000 19990902	)9
QP&% 9+6W	70 19991201	800 2.50000 2000.00000 19990602	):
ZN&% 5+6W	90 19991206	5000 1.49000 7450.00000 19990222	);
ZN&% 5+6W	70 19991029	200 12.96000 2592.00000 19990701	)<
ZN&% 5+6W	80 20000312	1000 4.99000 4990.00000 19990922	)=
QP&% 9+6W	100 19990630	600 2.50000 1500.00000 19990402	)>
QP&% 9+6W	90 19991130	400 8.99000 3596.00000 19990702	)?
ZN&% 5+6W	90 19991001	800 7.99000 6392.00000 19990602	)@
ZN&% 5+6W	70 19991004	600 1.49000 894.00000 19990501	)A
ZN&% 5+6W	60 19991115	100 9.99000 999.00000 19990901	)B
ZN&% 5+6W	100 19990510	200 2.49000 498.00000 19990401	)C
QP&% 9+6W	100 19990531	8800 1.68000 14784.00000 19990816	)D
QP&% 9+6W	100 19990715	4400 1.98000 8712.00000 19990503	)E
QP&% 9+6W	60 20000131	400 7.98000 3192.00000 19990802	)F

REASON,C,65	SALESSTAGE,C,40
	Solution Presentation
	Opportunity Analysis
Liked sample	Closed/Won
	New Opportunity
	Closed/Won
	Pre-Approach
	Pre-Approach
	Follow-up
	Initial Communication
	New Opportunity
	New Opportunity
	Solution Development
	New Opportunity
	Commitment to Buy
	Negotiation
	Closed/Won
	Solution Presentation
	Negotiation
	Closed/Won
	Initial Communication
	Solution Presentation
	Pre-Approach
	First Interview
	Opportunity Analysis
	Closed/Won
	Solution Development
	First Interview
	Customer Evaluation
	Solution Development
	Closed/Won
	Closed/Won
	Closed/Won
	New Opportunity