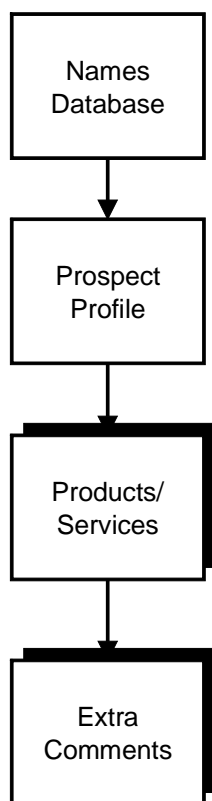




**InterAcct**  
SOFTWARE PTY LTD

# Prospect Profile



Demo.PROSPECT PROFILE - display , Corporate Enterprises Pty Ltd, Trevor Jo

File Record Edit View Go Macro Menu Graph Help

Action

Record Id: CORENTMO Sperson: BILL.D Updated: Thu 11-Nov-2004

Question 1	Current Supplier ?	Answer 1	InterAcct Software
Question 2	Existing System ?	Answer 2	TradePac-Service
Question 3	Looking to Upgrade ?	Answer 3	No
Question 4	Number of Users ?	Answer 4	12
Question 5	Operating System ?	Answer 5	Windows XP, Windows SBS
Question 6	Branch Offices ?	Answer 6	None
Question 7	Industry(s)	Answer 7	Software Development
Question 8	Number of Employees ?	Answer 8	5
Question 9	Year Established	Answer 9	1983
Question 10	Time Frame to change ?	Answer 10	Review In 3 Years

Status: CLIENT Contact: Trevor Jones

Category: 1.LARGE

Cust Type: COMM.INDU!

Origin: YELLOW-P

Menu

1. Products/Services
2. Contact Names
3. Contact History
4. Comments File
5. Messages & Appointments

PRODUCTS list , Corporate Enterprises Pty Ltd, Trevor Jo

Go Graph Help

	Using ?	Product/Service	Price \$	PA Cost \$	Hours #	Train \$	Quote \$	Comments
1	NEED	InterAcct	5,500.00	770.00	28.00	1,820.00	8,090.00	Needs Service
2	USING	TradePac	0.00	0.00	0.00	0.00	0.00	
			5,500.00	770.00	28.00	1,820.00	8,090.00	

## Features :

- ❑ Define your own ten most commonly asked questions of Prospect by a salesperson
- ❑ Record your answers to those questions for each Prospect
- ❑ Search across the entire Prospect Profile database for an answer
- ❑ Record Products and/or Services currently used by a Prospect, including those of your competitors
- ❑ Record also past products/services used – their likes & dislikes
- ❑ Records future products/services needed, and a follow up date.
- ❑ Calculates a quick quote estimate based on sell price, annual costs, plus installation time.
- ❑ Record any extra comments, as free format notes about a particular product or service – special requirements, etc.

## Advantages :

- ❑ Answers to commonly asked questions properly recorded and available to all across your computer network
- ❑ Search on any text entered as an answer across the entire Prospect database – to identify future sales possibilities
- ❑ Search by product/service used or wanted across the entire database
- ❑ Follow up diary of when to recontact prospects – selected by their potential sales value
- ❑ Direct link to create and record e-mails sent, and standard marketing letters
- ❑ Menu link into estimating, quotations, and sales order entry