	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
1						Discount Levels			Competition						Deal Size						
2	Date	Qtr FY'03	RVP	RM	ACCT	A la Carte	EBS	TECH	Install Base	JDE	SAP	PSFT	SEBL	Niche	< 250k	250k-500k	500k-1M	> 1M	Did the Deal Close? (Y)	Tech Amt	
3	3-Jun	Q1	Amtz	Lawson	Cendian		70.0%	70.0%			x							x		0	
4	6-Jun	Q1	Caz	Huff	Graco		27.0%	27.0%							x					0	
5	9-Jun	Q1	Renner	Ameche	Alpine		25.0%	25.0%	x		x			x	x					0	
6	12-Jun	Q1	Renner	Ameche	Seller Labs		40.0%	40.0%						x	x					50	
7	19-Jun	Q1	Renner	Slebbins	TaylorMade		29.0%	29.0%			x				x				Y	0	
8	20-Jun	Q1	Caz	Carter	American West Airlines		46.0%	46.0%							x				Y	0	
9	23-Jun	Q1	Amtz	Seninger	Desert	73.0%	73.0%	73.0%		x		x		x		x				93	
10	24-Jun	Q1	Caz	Neylon	Unocal	60.0%		60.0%	x						x					0	
11	25-Jun	Q1	Renner	Slebbins	UniSource Egy/ Tucson Elect Pwr		29.0%	29.0%							x					30	
12	7-Jul	Q1	Amtz	Seninger	Mynad Genetics		50.0%	50.0%							x					?	barta
13	7 Jul	Q1	Amtz	Lawson	Hudson Bay Mining		63.0%	63.0%	x	x				x				x		0	
14	8-Jul	Q1	Amtz	Bonnatta	Leads Tenchology	49.0%	49.0%	49.0%							x					25	
15	14-Jul	Q1	Amtz	Bonnette	Genesis Microchip		72.0%	72.0%	x						x					0	
16	22-Jul	Q1	Renner	Ameche	PaperPak		25.0%	25.0%	x						x				Y		
17	22-Jul	Q1	Amtz	O'Toole	Planar		75.0%	59.6%									x		Y	91	
18	23-Jul	Q1	Amtz	O'Toole	Tektronix		84.0%	84.0%	x	x			x			x				0	
19	25-Jul	Q1	Amtz	Seninger	Factual Data		70.0%	70.0%				x					x			?	nale poison
20	25-Jul	Q1	Renner	Ameche	Point360	60.0%		60.0%		x						x				0	
21	25-Aug	Q1	Renner	(Renner) Cooke	Avista		50.0%	50.0%				x				x				125	
22	22-Aug	Q1	Caz	Neylon	C-Bass		35.0%	35.0%				x			x					10	
23	5-Aug	Q1	Caz	Huff	Graco		35.0%	35.0%							x					0	
24	5-Aug	Q1	Caz	Neylon	Unocal - old eBusiness suite											x				?	king
25	7 Aug	Q1	Amtz	O'Toole	Far West Steel				x						x					0	
26	7-Aug	Q1	Caz	Huff	Advanstar		40.0%	40.0%	x							x				0	
27	7-Aug	Q1	Caz	Huff	Jostens		50.0%	50.0%	x						x					0	
28	7-Aug	Q1	Caz	Huff	Nextel		20.0%	20.0%							x					0	
29	12-Aug	Q1	Caz	Carter	Hanover		62.0%	62.0%	x						x				Y	0	
30	12-Aug	Q1	Caz	Cole	Patterson UTI		40.0%	40.0%							x					17	
31	13-Aug	Q1	Caz	Neylon	Unocal West						x					x				120	
32	14-Jul	Q1	Renner	Turnham	Sabre		tbd		x											0	
33	13-Aug	Q1	Caz	Neylon	PEC	85.0%		85.0%		x						x				0	
34	13-Aug	Q1	Caz	Neylon	Reliant	40.0%	40.0%	40.0%		x					x					33	
35	14-Aug	Q1	Caz	Neylon	ChaseCom	89.0%		89.0%					x			x				0	
36	19 Aug	Q1	Caz	Cole	Central Plastics		20.0%	20.0%	x							x				0	
37	19-Aug	Q1	Caz	Cole	Hudason		30.0%	30.0%	x			x								0	
38	14-Aug	Q1	Amtz	Bonnatte	Veritas	69.0%		69.0%	x							x				488	
39	13-Aug	Q1	Caz	Carter	Zachry	60.0%	60.0%	60.0%	x									x		200	
40	19-Aug	Q1	Caz	Cole	Spatial Wireless	25.0%	25.0%	25.0%						Msft	x					0	
41	19-Aug	Q1	Caz	Cole	Aurum	15.0%		15.0%	x			x			x					0	
42	19-Aug	Q1	Caz	Neylon	PEC		35.0%	35.0%		x						x				0	
43	20-Aug	Q1	Amtz	Lawson	Angiotech	40.0%		40.0%		x					x					0	

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U
1						Discount Levels				Competition					Deal Size						
2	Date	Qtr FY'03	RVP	RM	ACCT	A la Carte	EBS	TECH	Install Base	JDE	SAP	PSFT	SEBL	Niche	< 250k	250k-500k	500k-1M	> 1M	Did the Deal Close? (Y)	Tech Amt	
44	20-Aug	Q1	Amtz	Seninger	Barrick Gold	30.0%		30.0%						x	x					0	
45	21-Aug	Q1	Amtz	Bonnette	E*Trade		30.0%	30.0%							x						
46	21-Aug	Q1	Renner	Turnham	Concentra	35.0%		35.0%	x						x					0	(checked w/ pi
47	21-Aug	Q1	Amtz	O'Toole	Heritage Propane	40.0%		40.0%			x					x				108	
48	21-Aug	Q1	Renner	Renner/ Collins	Experian	50.0%		60.0%	x				x							43	
49	21-Aug	Q1	Renner	Ameche	Qlogic		79.0%	79.0%	x				x				x		Y	199	
50	25-Aug	Q1	Renner	Ameche	Fort		30.0%	30.0%							x					0	
51	26-Aug	Q1	Caz	Cole	Alliance Resources		25.0%	25.0%	x						x					0	
52	25-Aug	Q1	Renner	Turnham	Michaels		87.0%	99.0%				x						x		30	
53	27-Aug	Q1	Caz	Cole	Mpressions		85.0%	85.0%			x				x					16	
54	26-Aug	Q1	Renner	Turnham	American Eagle	70.0%		70.0%			x					x				0	
55	28-Aug	Q1	Amtz	Bonnette	Electronic Arts	75.0%		75.0%										x		567	
56	28-Aug	Q1	Caz	Cole	Dynamex		80.0%	80.0%								x				273	
57	27-Aug	Q1	Caz	Huff	Imation		60.0%	60.0%	x					x			x			0	
58																					
59																					
60																					
61																					
62	**Totals**				**55**	**18**	**38**	**51**		**8**	**7**	**7**	**4**	**6**	**28**	**15**	**4**	**5**	**6**	**2523**	

63	**Amtz**				
64		**16**		**A la Carte**	
65		Bonnette	5	0-25%	2
66		Encker	0	26-50%	7
67		Leahy	0	51-75%	7
68		Lawson	3	76-100%	2
69		O'Toole	4		**18**
70		Seninger	4	**EBS**	
71			**16**	0-25%	6
72	**Caz**			26-50%	18
73		**25**		51-75%	9
74		Cole	8	76-100%	5
75		Carter	3		**38**
76		Huff	6	**Tech**	
77		Neylon	8	0-25%	7
78			**25**	26-50%	22
79	**Renner**			51-75%	15
80		**14**		76-100%	7
81		Ameche	6		**51**
82		Slebbins	2		
83		Turnham	4	**Closed**	
84			**12**		
85	**Mills**			Tech Amt	2523
86		**0**		# Tech Deals	
87		Feeney	0		
88			**0**		
89					
90			**55**		

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