



Empowering Systems

AccountManager Representative Edition Sample Reports

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East Coast Sales, Inc.
 1253 Worcester Road Suite 402
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Big Principal Quotation

Prepared For:
 Jerry Barrington
 BlueBar Distribution
 69 Juniper Drive
 Saugus, MA 01947

Prepared By:
 Jim Sellmore
 East Coast Sales, Inc
 555-123-1234
jsellmore@eastcoastsales.com

January 6, 2015
 Quote #: 795153849
 RFQ #: 2509
 Exp Date: 02/06/2015
 Project: Venus

East Coast Sales is pleased to respond to your request for a quotation on behalf of Big Principal.
 Subject to Big Principal's Standard Terms and Conditions.
 Purchase Orders should be addressed to Big Principal c/o East Coast Sales.

Item	Qty	Part Number	Description	UOM	Net Cost	Ext Cost
1	1,000	AHU-560	Fuse Box	Ea	\$25.88	\$25,880.00
					Lead Time:	3 weeks
2	1,000	MRY-475	Stainless Enclosure	Ea	\$30.45	\$30,450.00
					Lead Time:	3 weeks
3	3,500	RUM-345	Small Enclosure	Ea	\$26.75	\$93,625.00
					Lead Time:	4 weeks
4	4,600	TYI-488	Large Enclosure	Ea	\$20.64	\$94,944.00
					Lead Time:	2 weeks
5	4,000	ERR-099	Medium Enclosure	Ea	\$27.60	\$110,400.00
					Lead Time:	3 weeks
Total:						\$355,299.00

Comments Please call with any questions you might have about the product specifications. I will follow up with you next week.



East Coast Sales, Inc.
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Quote Report: Big Principal

Company: Cell Phones Inc.
Contact: Jerry Barington
Quote Status: Submitted
Account Mgr: Joe User

Program: Mobile Shoe Phone
Application: Power Sub-System
Competition: The Other Guys

Status: Open
Date: 1/16/2015
Quote #: JU747210947

Item	Qty	Mfr Part Number	Price
1	10,000	R-456	\$0.3300
	20,000		\$0.3200
	30,000		\$0.3100
2	10,000	SSN-509	\$0.2100
	20,000		\$0.2000
	30,000		\$0.1900

Comments: 1/16/2015 7:50:23 AM Joe User: These are the quote comments.

Company: Cell Phones Inc.
Contact: Phil Smith
Quote Status: Submitted
Account Mgr: Joe User

Program: WAP Server
Application: WAN
Competition: The Other Guys

Status: Open
Date: 1/1/2015
Quote #: SM517211557

Item	Qty	Mfr Part Number	Price
1	75,000	789-909	\$1.9000

Company: Diamond Video
Contact: Suzanna Baptista
Quote Status: Approved
Account Mgr: Joe User

Program: Video Conference Phone
Application: Display
Competition:

Status: Open
Date: 11/6/2015
Quote #: JU310172052

Item	Qty	Mfr Part Number	Price
1	300,000	4737	\$0.2500
2	250,000	37378	\$0.3400

Comments: 1/10/2015 7:50:23 AM Joe User: Quote comments can go here.

Company: Reliant Inc.
Contact: Ron Ward
Quote Status: Submitted
Account Mgr: Richard Greaves

Program: Game Machine
Application: RF
Competition: ABC Corp.

Status: Open
Date: 1/23/2015
Quote #: JU213

Item	Qty	Mfr Part Number	Price
1	40,000	12-34563-12	\$3.3400
2	60,000	12-34898-01	\$2.2200

Comments: 1/10/2015 7:50:23 AM Joe User: This quote is for sole source, good chance as long as program goes into production.



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From:12/1/2011 To:1/15/2015

Sample Report: Big Principal

Customer: Allied Telecom	Program: Apollo	Status: Open
Contact: Greg Brown	Application: Backplane	Date: 1/10/2015
Sample Status: Customer Review	Competition: The Other Guys, Inc.	Sample #: JU418153103
Account Mgr: Joe User	Distributor: Distribution International	

Item	Qty	Mfr Part Number	EAU	Status
1	3	456443324	1,000,000	Passed

Customer: Cell Phones Inc.	Program: Mobile Shoe Phone	Status: Open
Contact: Phil Smith	Application: Power Sub-System	Date: 1/13/2015
Sample Status: In Process	Competition: The Other Guys	Sample #: 754195110
Account Mgr: Joe User	Distributor: Distribution International	

Item	Qty	Mfr Part Number	EAU	Status
1	10	R-456	100,000	In Process
2	10	SSN-509	100,000	In Process

Customer: MP3 Technologies	Program: Compact MP3 Player	Status: Open
Contact: Todd Blaisdell	Application: Power Sub-System	Date: 1/4/2015
Sample Status: Draft	Competition: The Other Guys	Sample #: JU308174258
Account Mgr: David Rosen	Distributor: Justin Time Inc.	

Item	Qty	Mfr Part Number	EAU	Status
1	4	473	1,305,000	Requested

Customer: SIS	Program: New Product	Status: Open
Contact: John Smith	Application: Power Sub-System	Date: 12/11/2014
Sample Status: Requested	Competition: The Other Guys	Sample #: JU1001
Account Mgr: Jim Sellmore	Distributor: Murray Distribution	

Item	Qty	Mfr Part Number	EAU	Status
1	3	435365666	400,000	Requested
2	2	686787688	200,000	Passed
3	3	678678787	1,000,000	Failed
4	2	445565665	200,000	Requested
5	4	948362544	200,000	In Testing
6	5	876234567	200,000	Requested
7	3	265578909	200,000	Passed
8	3	345623456	200,000	Requested
9	4	234908900	200,000	Requested

Comments: Jim Sellmore: These are comments on the sample.



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Opportunities: Big Principal

From:8/1/2014 To:1/15/2015

Company Program	Mfr Part Numbers	Acct Mgr	Est. Value	Prod. Date	Current Status
Cell Phones Inc. Smart Phone	234234; 575677; 456987	Joe User	\$705,000	8/1/2015	Open 10/2/2014 Joe User: Progressing well, will go into production soon.
Cell Phones Inc. Mobile Shoe Phone	R-456;SSN-509;B-34	Joe User	\$1,880,000	9/1/2016	Open 10/2/2014 Joe User: Because of the price sensitive buyer, we may lose this one to the competitor.
Cell Phones Inc. Cable Connector Contract	XYZ-567;TYP-589	Joe User	\$2,750,000	10/1/2015	Open 9/27/2014 Joe User: The program is moving along, coming close to production. Good chances here. Engineer on our side.
Diamond Video Video Phone	XYZ-567;TYP-589	Bill Fold	\$75,000	11/1/2016	Open 11/6/2014 Bill Fold: Samples passed qualification in October.
MP3 Technologies Compact Player	878899	Jim Sellmore	\$730,800	12/1/2015	Open 11/6/2014 Jim Sellmore: Samples requested via priority orange.
Reliable Routers Edge Router	345098	Jim Sellmore	\$10,000	1/1/2015	Open 10/1/2014 Jim Sellmore: No change
		Total:	\$6,150,800		