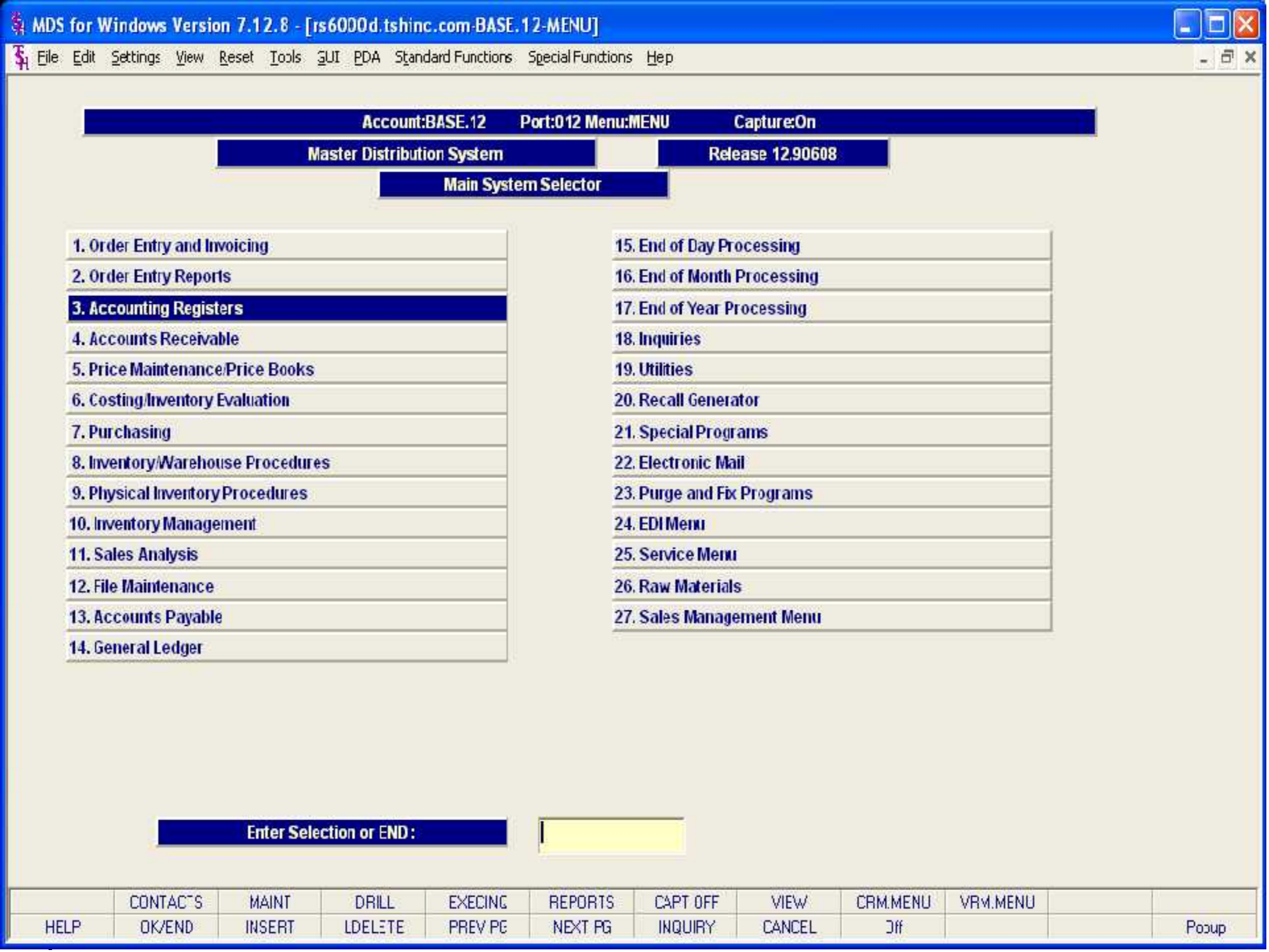
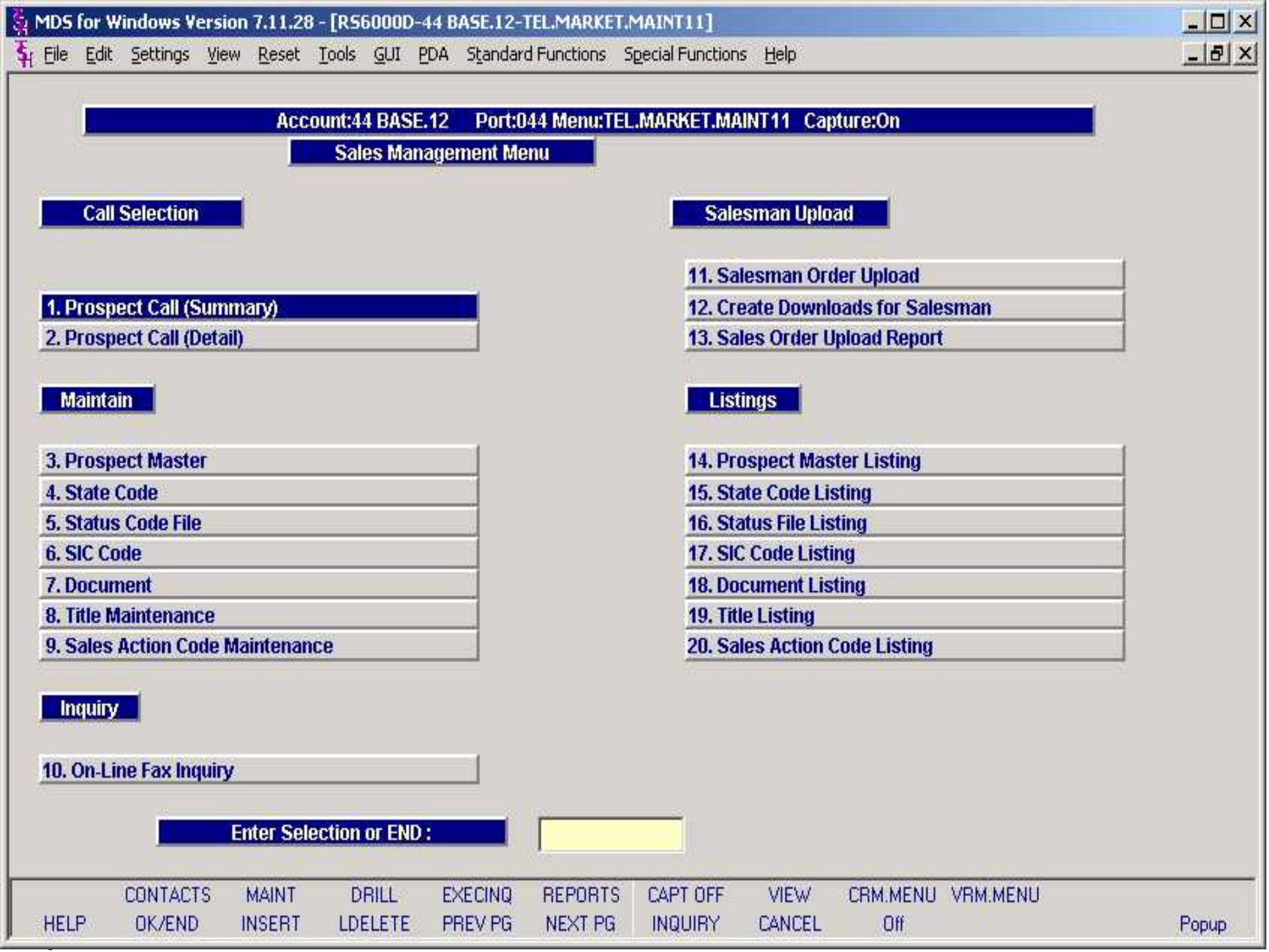
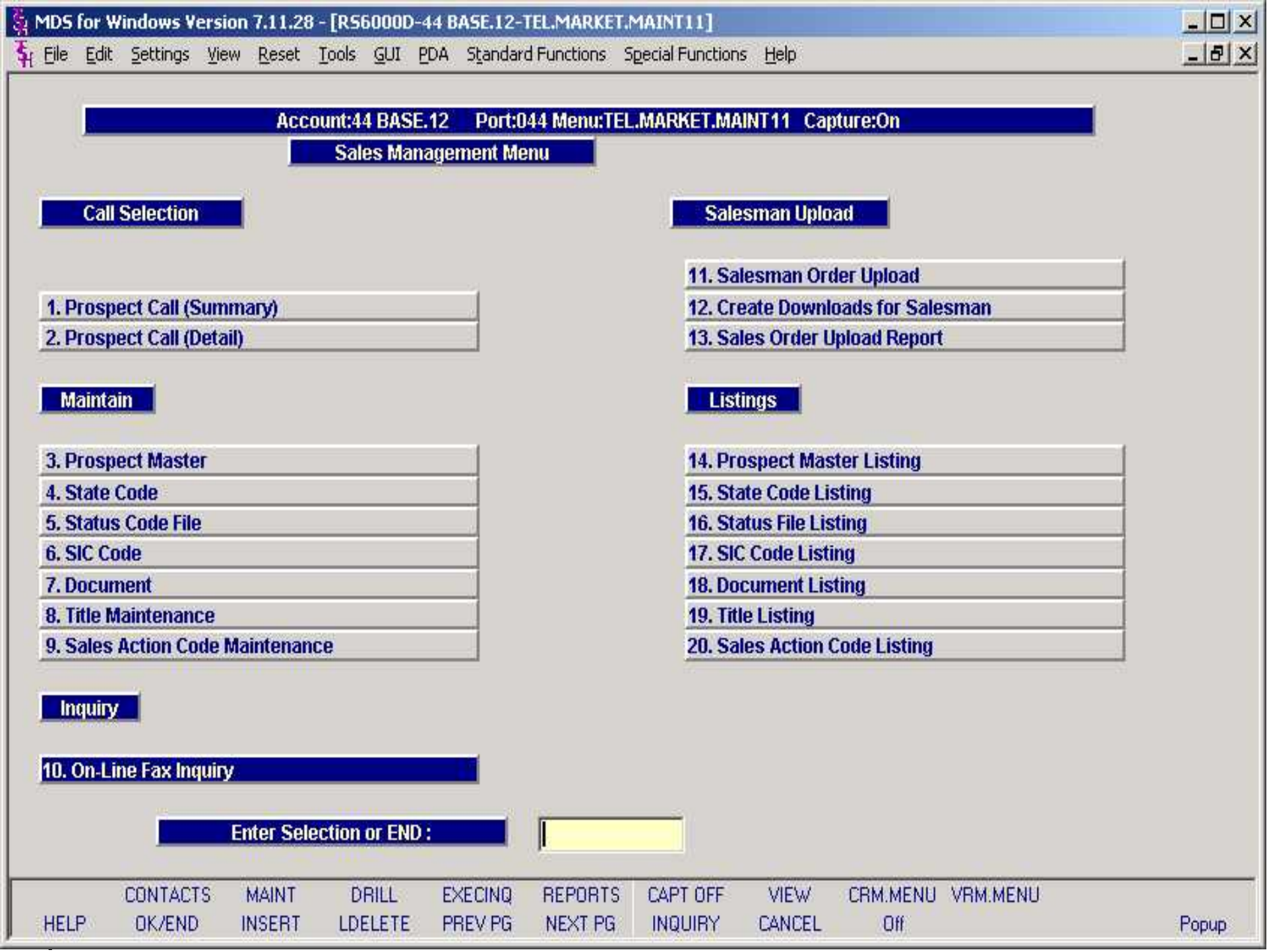
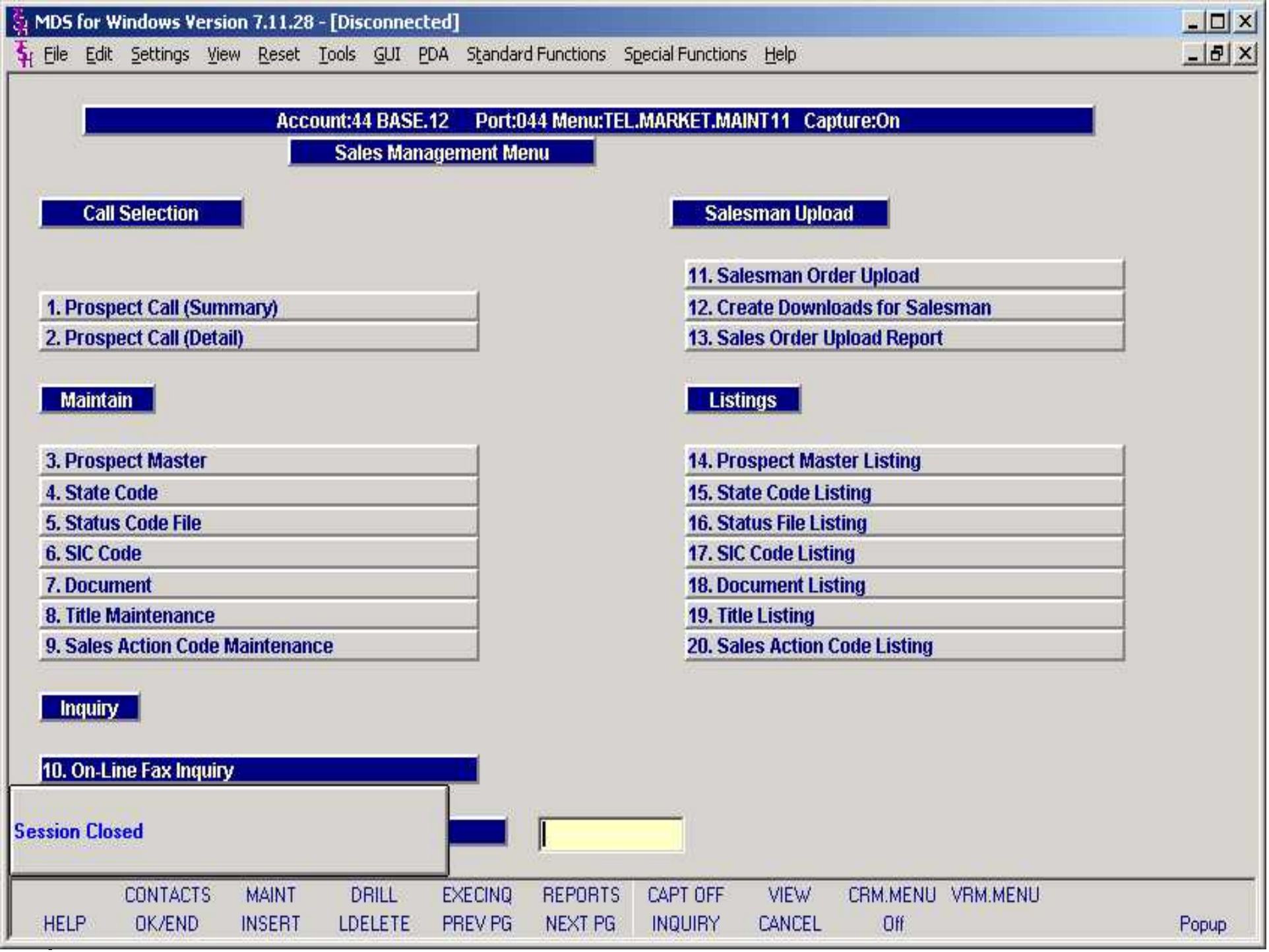
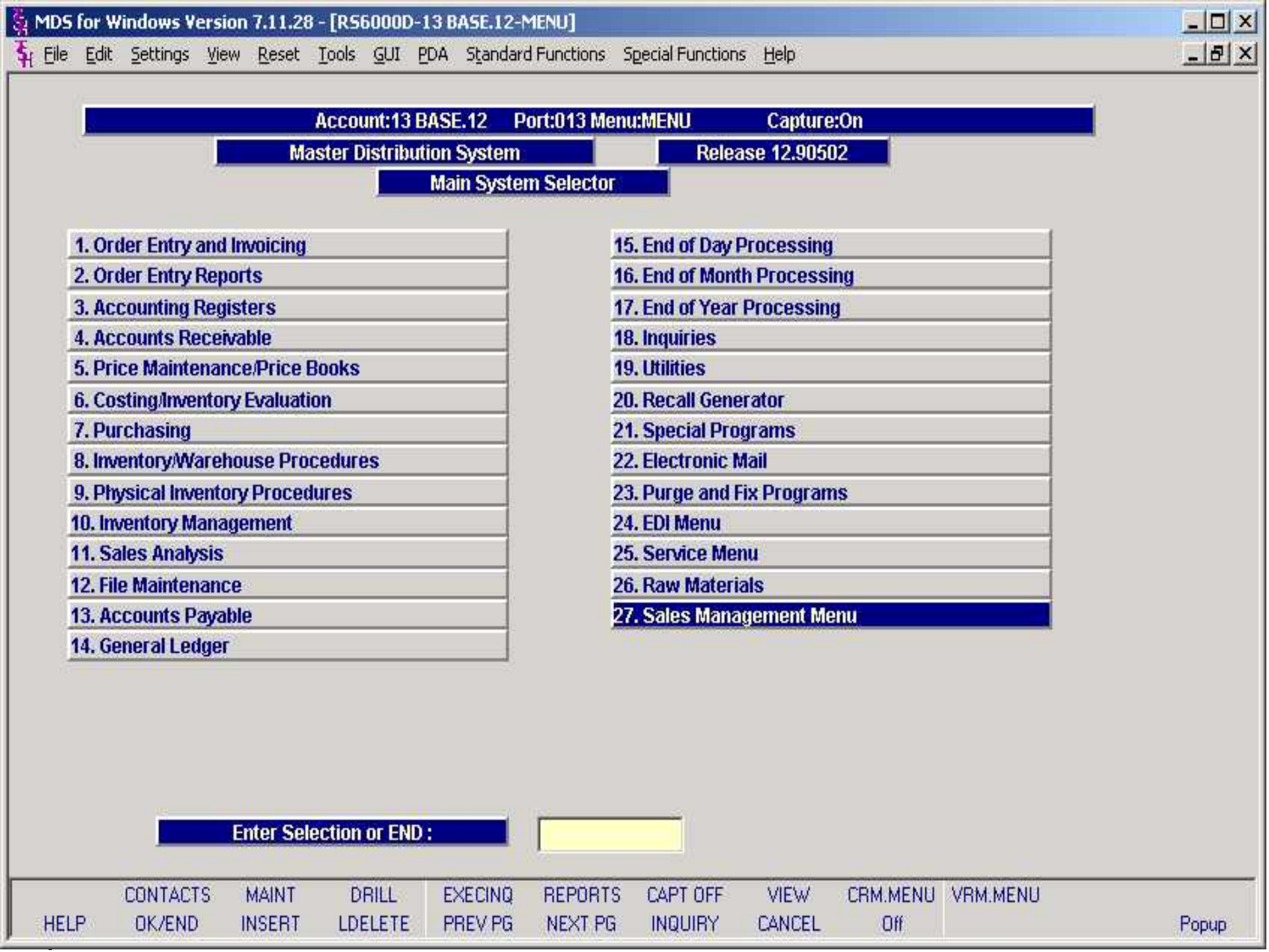
Sales Management Guide

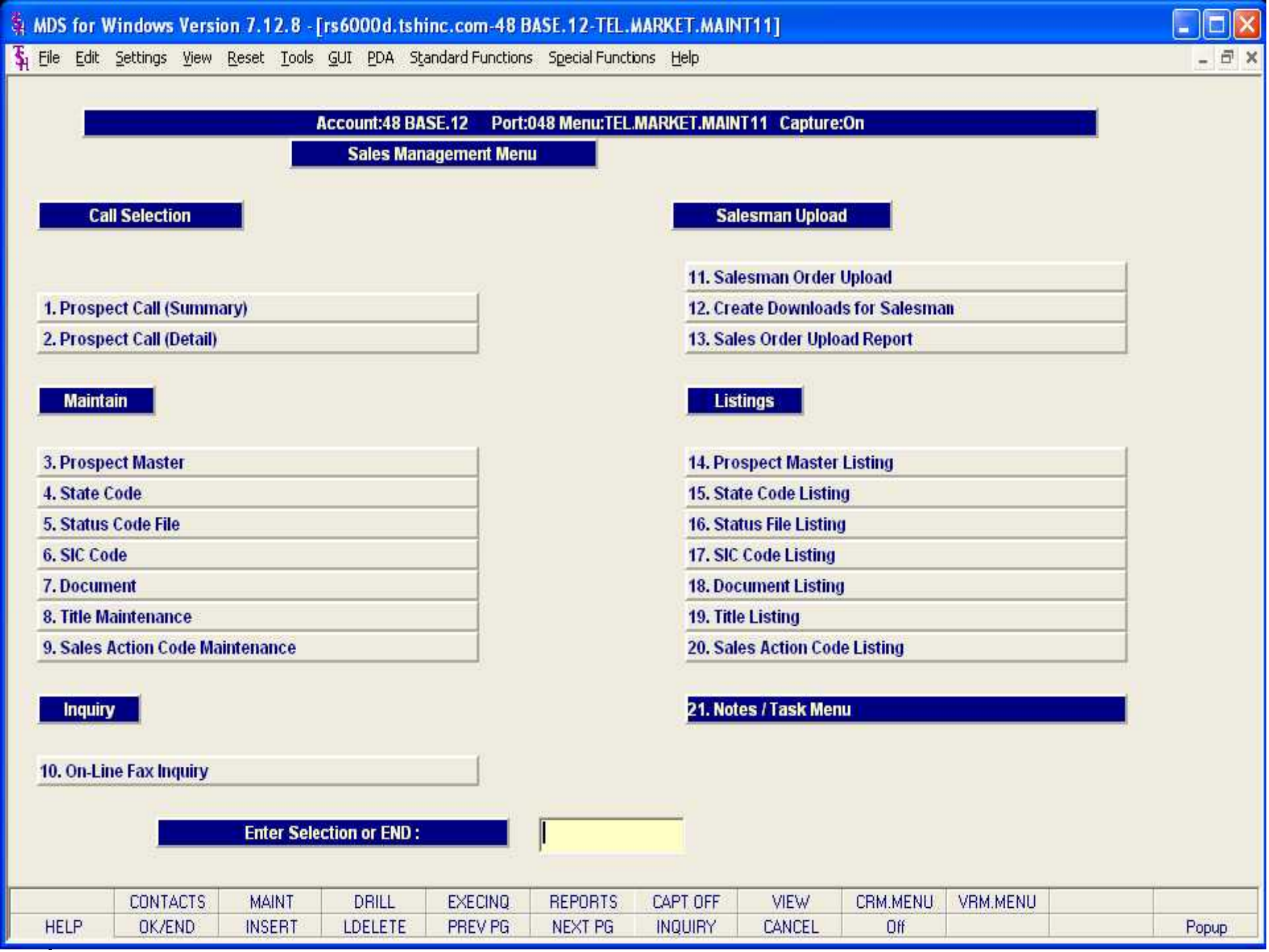

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-BASE.12-MENU]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:BASE.12 Port:012 Menu:MENU Capture:On
Master Distribution System
Release 12.90608
Main System Selector
1. Order Entry and Invoicing
2. Order Entry Reports
3. Accounting Registers
4. Accounts Receivable
5. Price Maintenance/Price Books
6. Costing/Inventory Evaluation
7. Purchasing
8. Inventory/Warehouse Procedures
9. Physical Inventory Procedures
10. Inventory Management
11. Sales Analysis
12. File Maintenance
13. Accounts Payable
14. General Ledger
15. End of Day Processing
16. End of Month Processing
17. End of Year Processing
18. Inquiries
19. Utilities
20. Recall Generator
21. Special Programs
22. Electronic Mail
23. Purge and Fix Programs
24. EDI Menu
25. Service Menu
26. Raw Materials
27. Sales Management Menu
Enter Selection or END:
CONTACTS MAINT DRILL EXECING REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

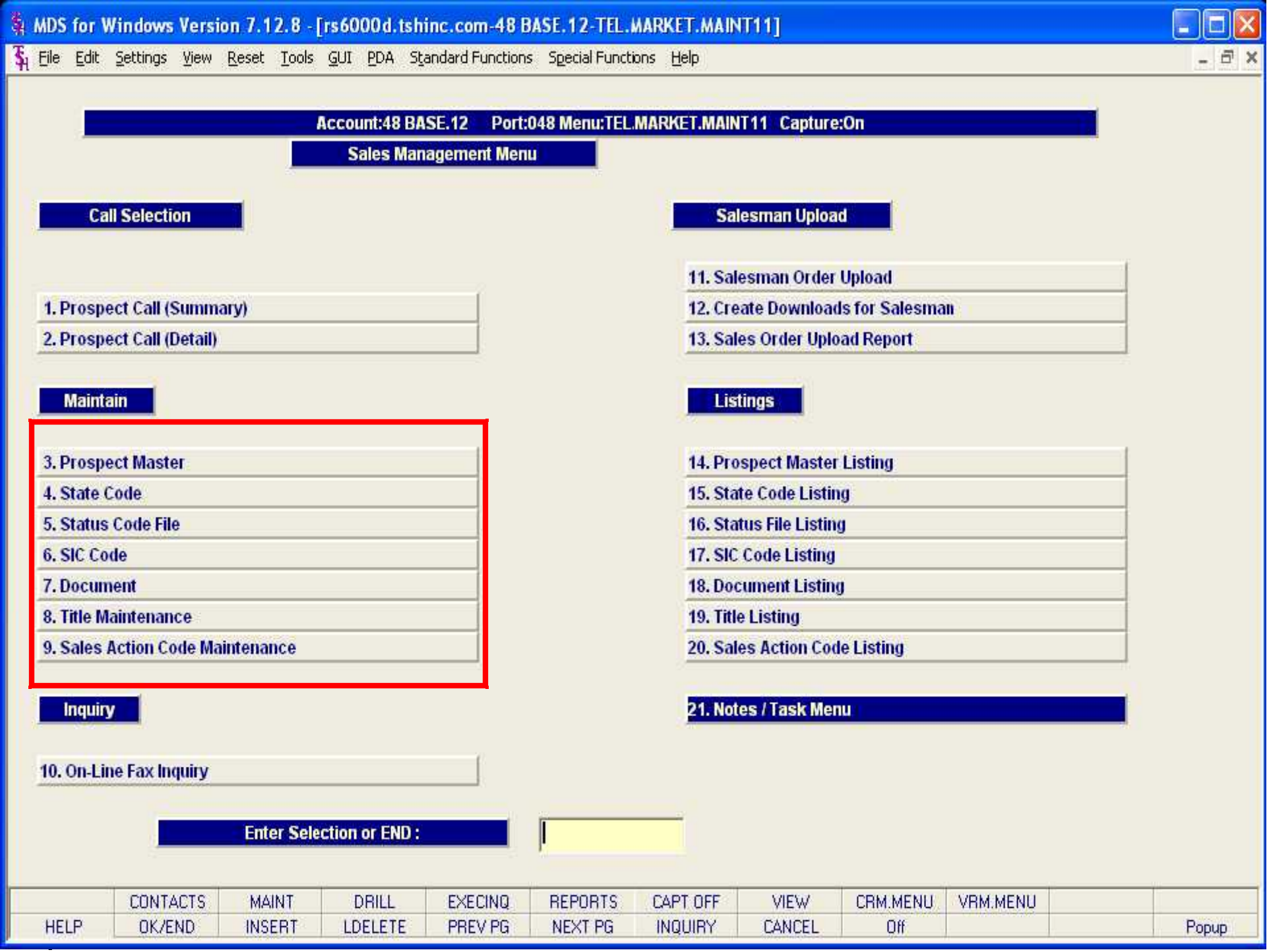

MDS for Windows Version 7.11.28 - [RS6000D-44 BASE.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:44 BASE.12 Port:044 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
Enter Selection or END :
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

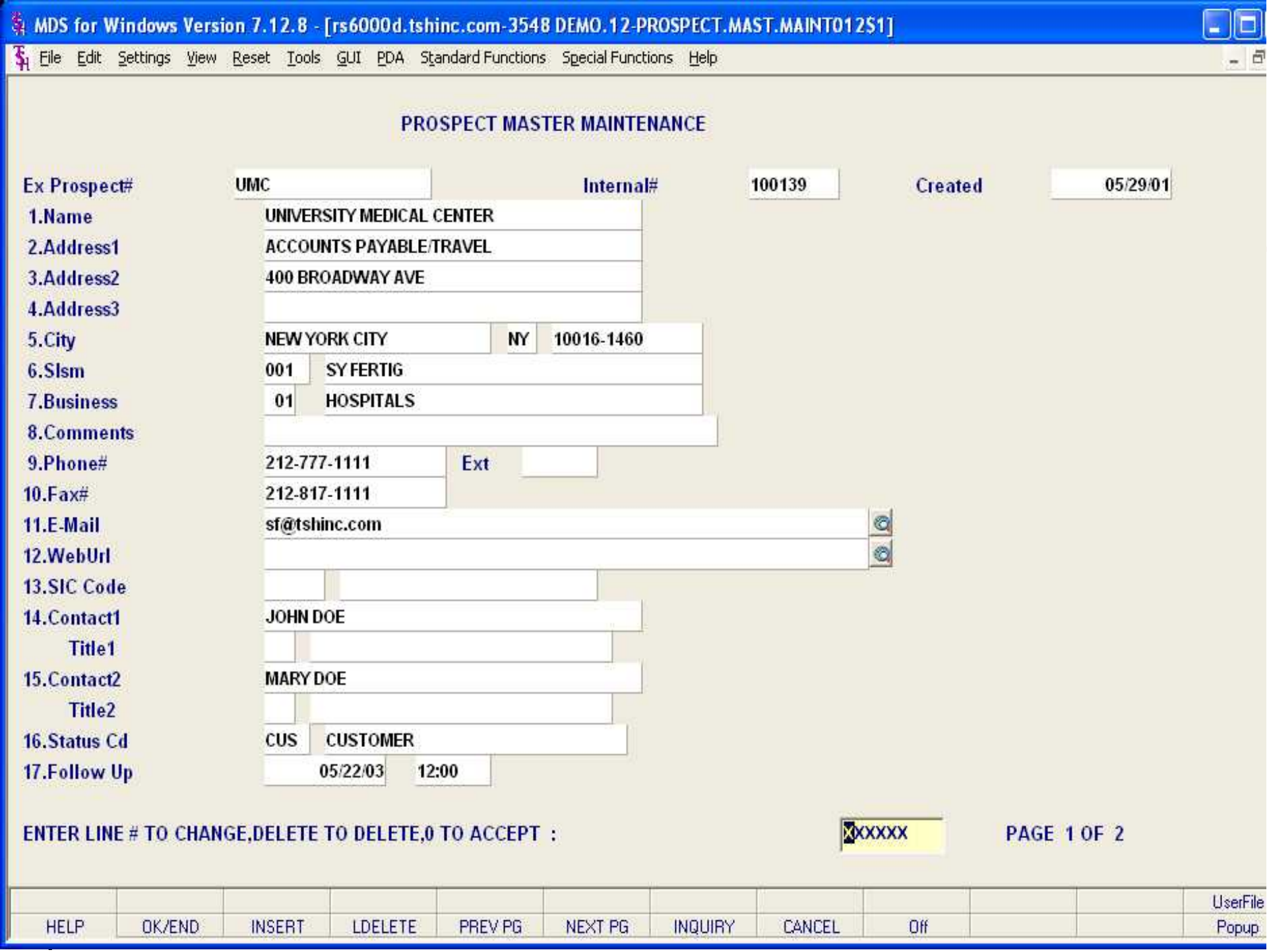

MDS for Windows Version 7.11.28 - [RS6000D-44 BASE.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:44 BASE.12 Port:044 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
Enter Selection or END :
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

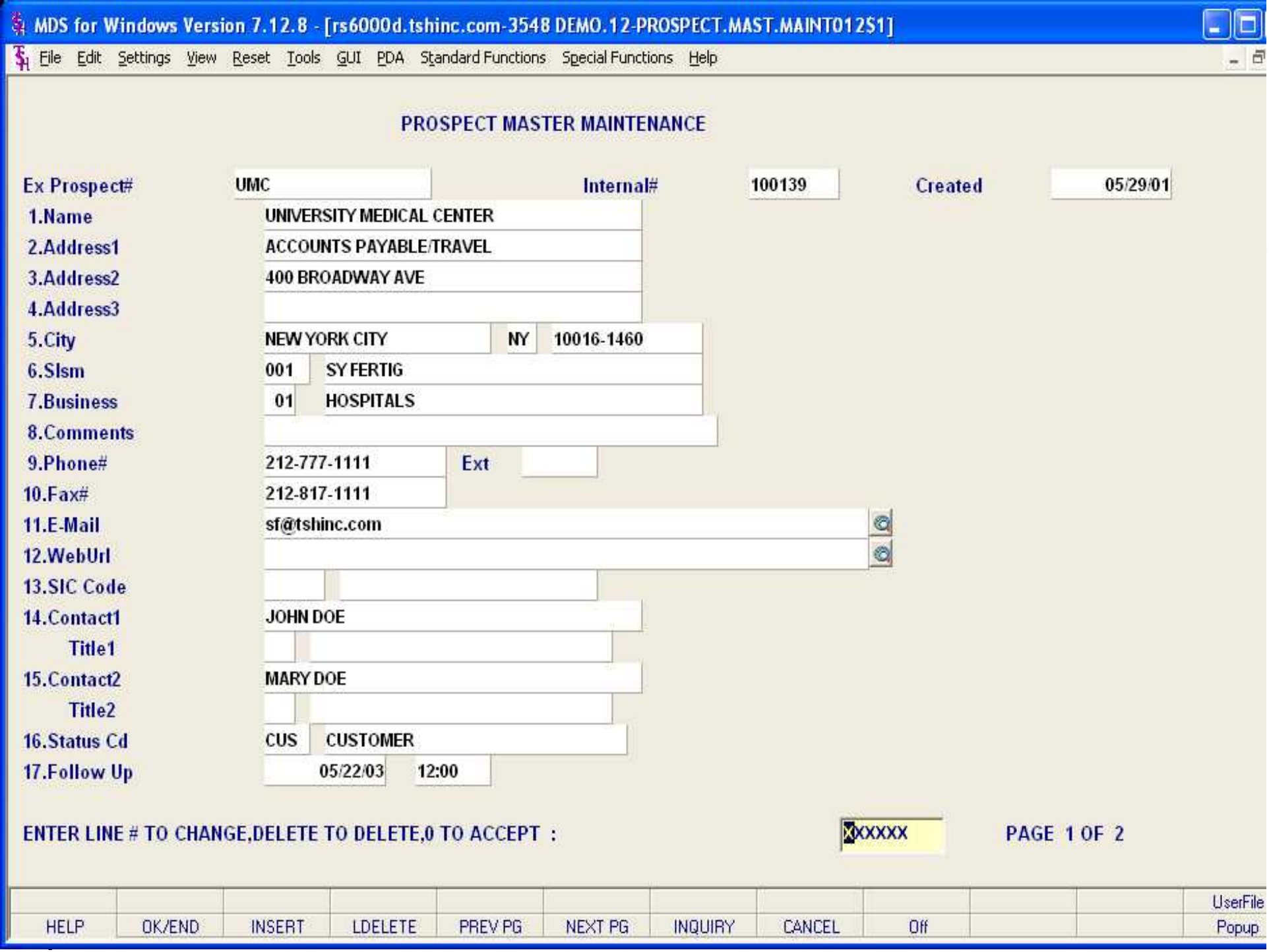

MDS for Windows Version 7.11.28 - [Disconnected]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:44 BASE.12 Port:044 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
Session Closed
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.11.28 - [RS6000D-13 BASE.12-MENU]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:13 BASE.12 Port:013 Menu:MENU Capture:On
Master Distribution System
Release 12.90502
Main System Selector
1. Order Entry and Invoicing
2. Order Entry Reports
3. Accounting Registers
4. Accounts Receivable
5. Price Maintenance/Price Books
6. Costing/Inventory Evaluation
7. Purchasing
8. Inventory/Warehouse Procedures
9. Physical Inventory Procedures
10. Inventory Management
11. Sales Analysis
12. File Maintenance
13. Accounts Payable
14. General Ledger
15. End of Day Processing
16. End of Month Processing
17. End of Year Processing
18. Inquiries
19. Utilities
20. Recall Generator
21. Special Programs
22. Electronic Mail
23. Purge and Fix Programs
24. EDI Menu
25. Service Menu
26. Raw Materials
27. Sales Management Menu
Enter Selection or END :
HELP CONTACTS OK/END MAINT INSERT DRILL LDELETE EXECINQ PREV PG REPORTS NEXT PG CAPT OFF INQUIRY VIEW CANCEL CRM.MENU Off VRM.MENU Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:48 BASE.12 Port:048 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
21. Notes / Task Menu
Enter Selection or END :
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:48 BASE.12 Port:048 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
21. Notes / Task Menu
Enter Selection or END :
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-PROSPECT.MAST.MAINT012$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
PROSPECT MASTER MAINTENANCE
Ex Prospect# UMC
Internal# 100139
Created 05/29/01
1.Name UNIVERSITY MEDICAL CENTER
2.Address1 ACCOUNTS PAYABLE/TRAVEL
3.Address2 400 BROADWAY AVE
4.Address3
5.City NEW YORK CITY NY 10016-1460
6.Slsm 001 SY FERTIG
7.Business 01 HOSPITALS
8.Comments
9.Phone# 212-777-1111 Ext
10.Fax# 212-817-1111
11.E-Mail sf@tshinc.com
12.WebUrl
13.SIC Code
14.Contact1 JOHN DOE
Title1
15.Contact2 MARY DOE
Title2
16.Status Cd CUS CUSTOMER
17.Follow Up 05/22/03 12:00
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT :
XXXXX
PAGE 1 OF 2
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off UserFile Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-PROSPECT.MAST.MAINT012$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
PROSPECT MASTER MAINTENANCE
Ex Prospect# UMC
Internal# 100139
Created 05/29/01
1.Name UNIVERSITY MEDICAL CENTER
2.Address1 ACCOUNTS PAYABLE/TRAVEL
3.Address2 400 BROADWAY AVE
4.Address3
5.City NEW YORK CITY NY 10016-1460
6.Slsm 001 SY FERTIG
7.Business 01 HOSPITALS
8.Comments
9.Phone# 212-777-1111 Ext
10.Fax# 212-817-1111
11.E-Mail sf@tshinc.com
12.WebUrl
13.SIC Code
14.Contact1 JOHN DOE
Title1
15.Contact2 MARY DOE
Title2
16.Status Cd CUS CUSTOMER
17.Follow Up 05/22/03 12:00
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT :
XXXXX
PAGE 1 OF 2
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off UserFile Popup

PROSPECT MASTER MAINTENANCE

Ex Prospect# UMC 100139

18.Lead Source
19.Current System
20.Number of Users
21.Sales Dollars 0.00
22.Number of Employees
23.Close Date
24.Probability of Close
25.Proposal Date
26.Competition
27.Next Step

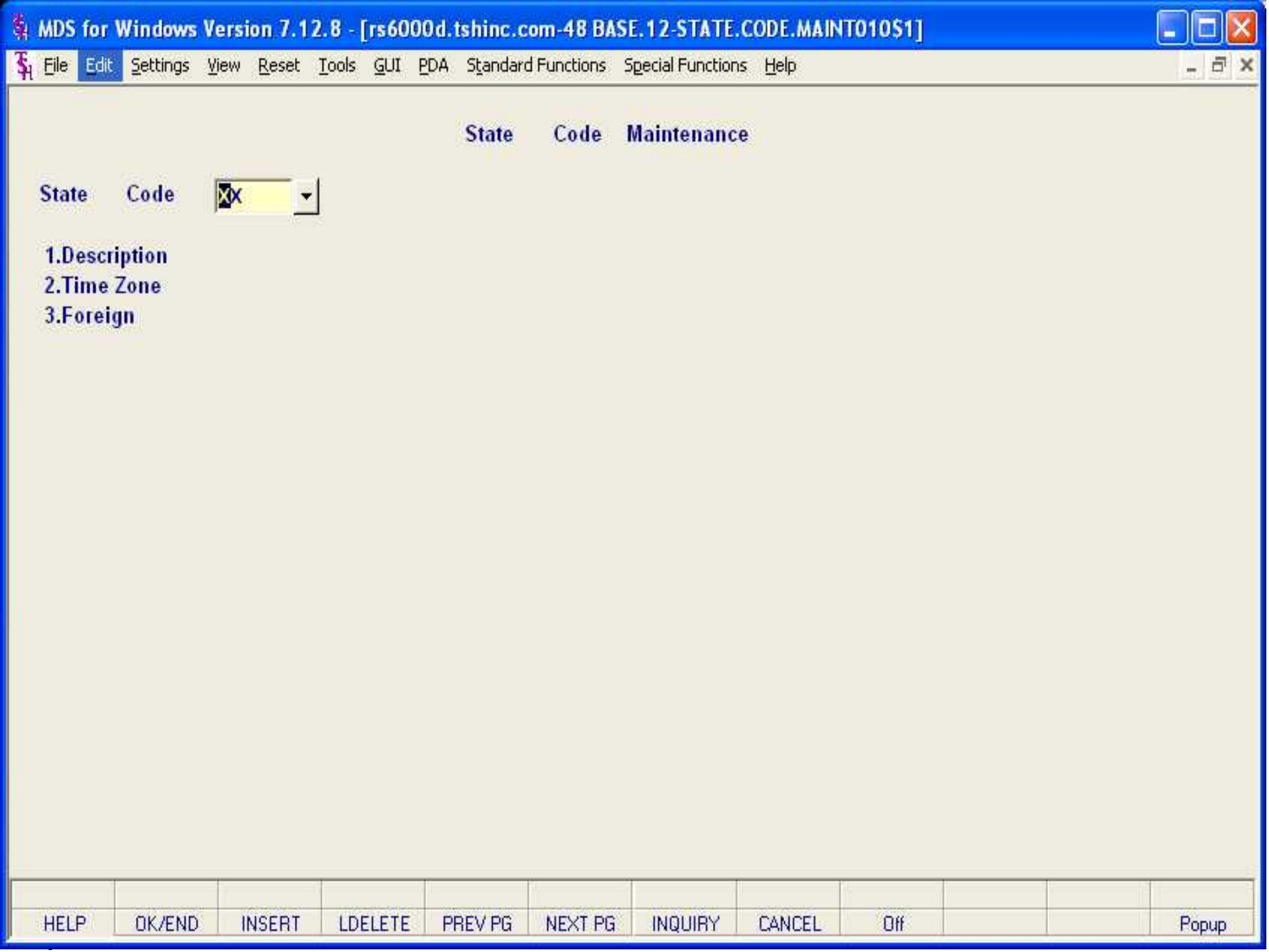
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX PAGE 2 OF 2

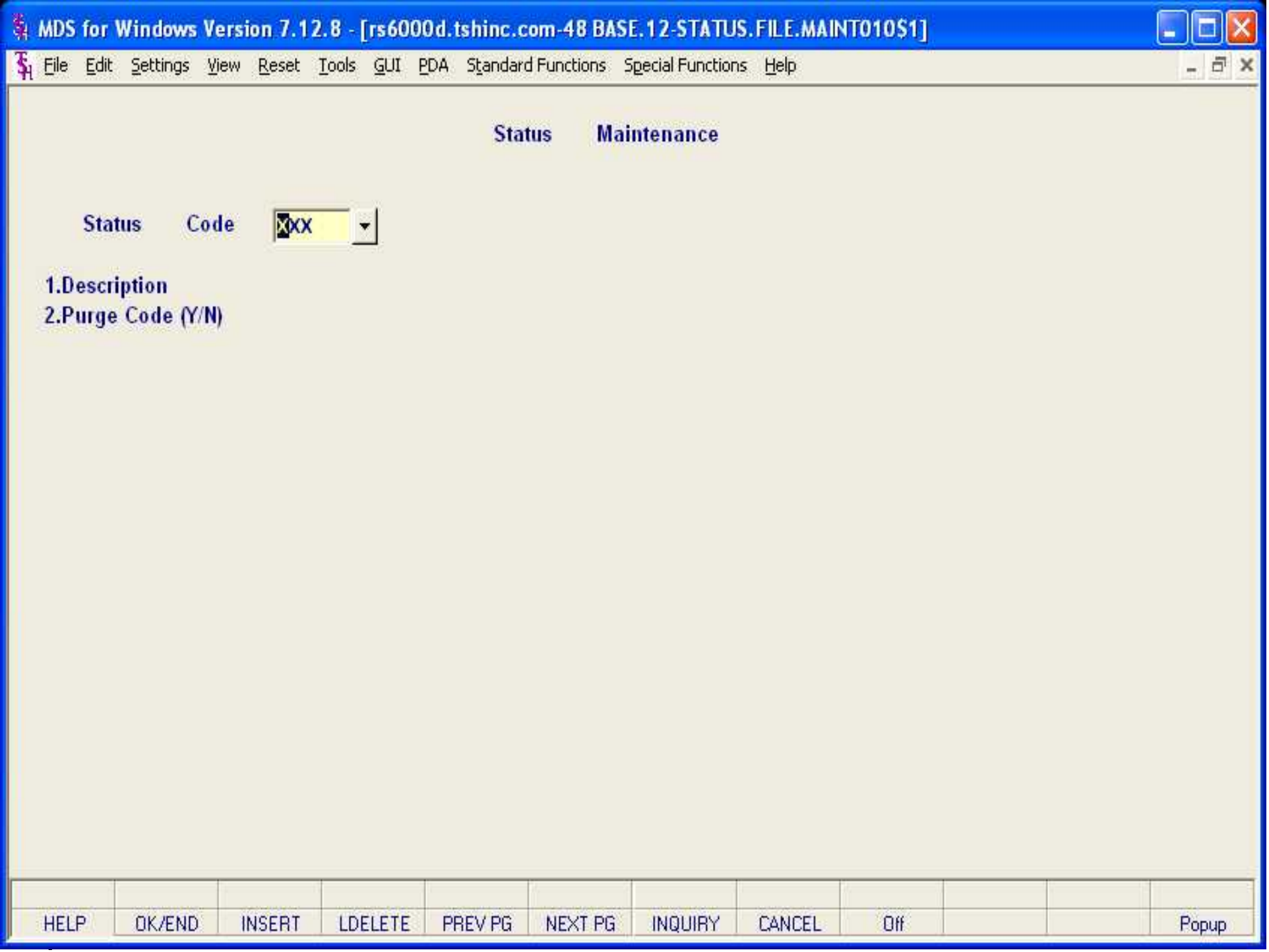
PROSPECT MASTER MAINTENANCE

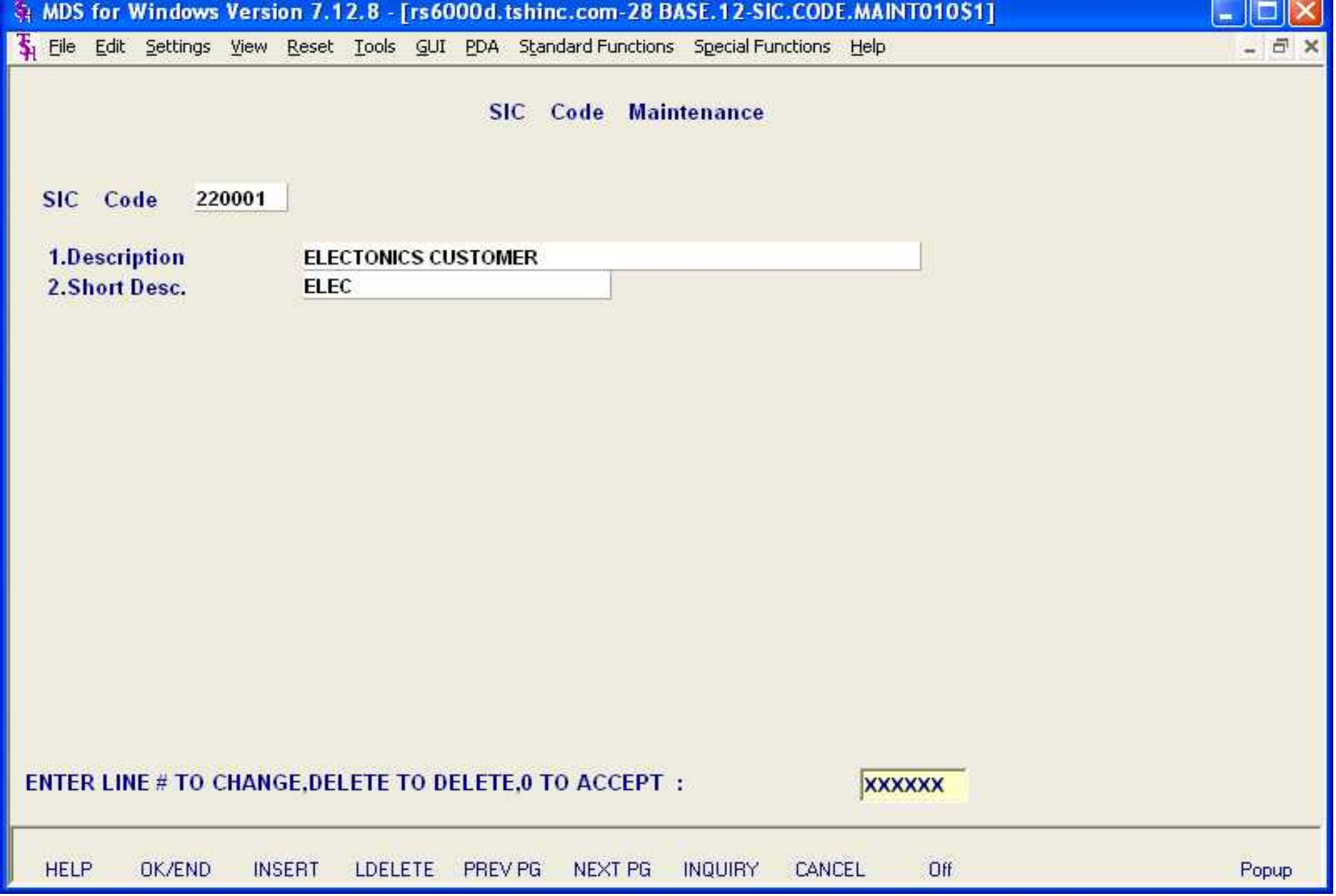
Ex Prospect# UMC 100139

18.Lead Source
19.Current System
20.Number of Users
21.Sales Dollars 0.00
22.Number of Employees
23.Close Date
24.Probability of Close
25.Proposal Date
26.Competition
27.Next Step

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX PAGE 2 OF 2


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-STATE.CODE.MAINT010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
State Code Maintenance
State Code XX
1.Description
2.Time Zone
3.Foreign
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-STATUS.FILE.MAINT010S1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Status Maintenance
Status Code
XXX
1.Description
2.Purge Code (Y/N)
HELP
OK/END
INSERT
LDELETE
PREV PG
NEXT PG
INQUIRY
CANCEL
Off
Popup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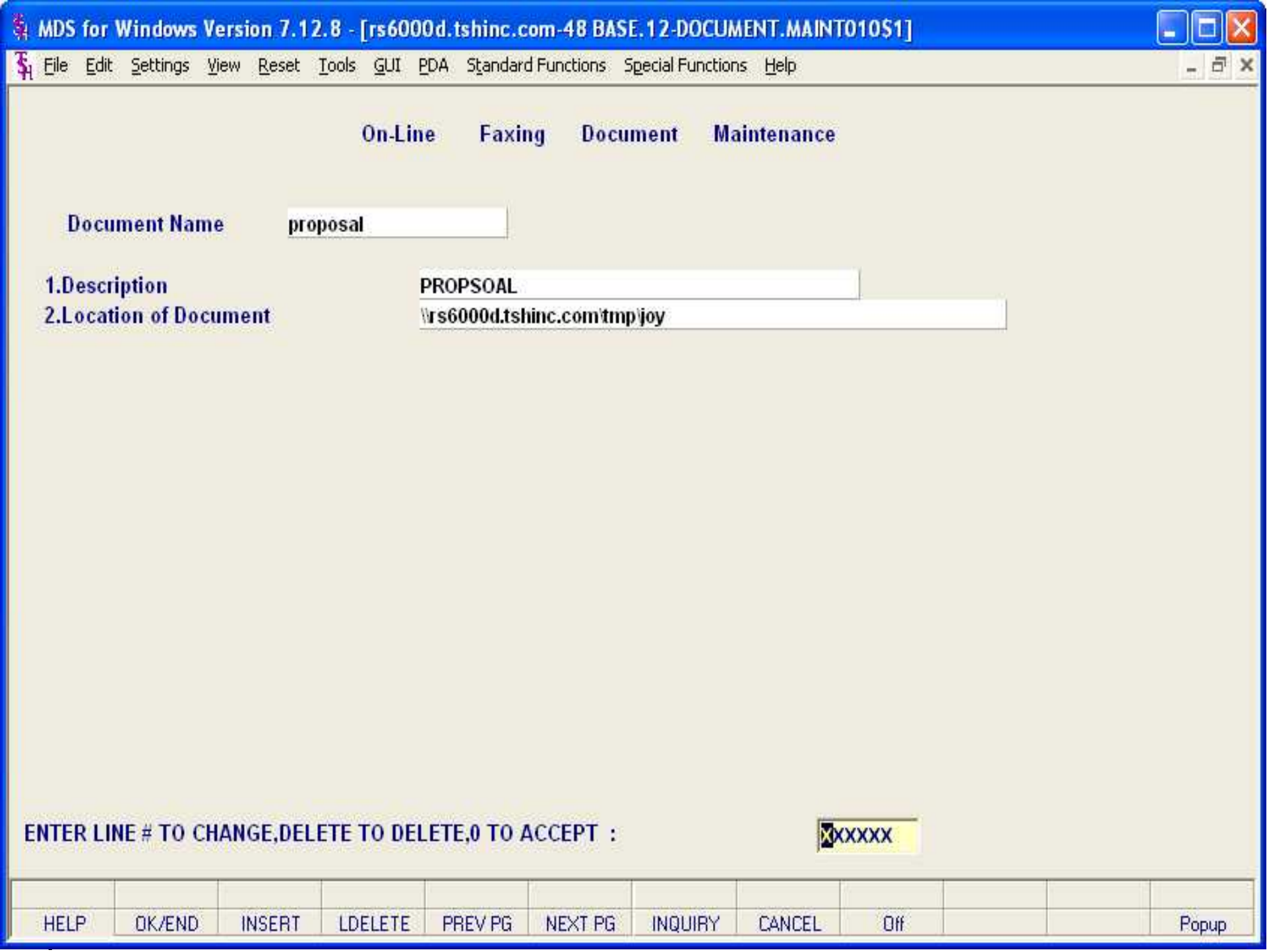
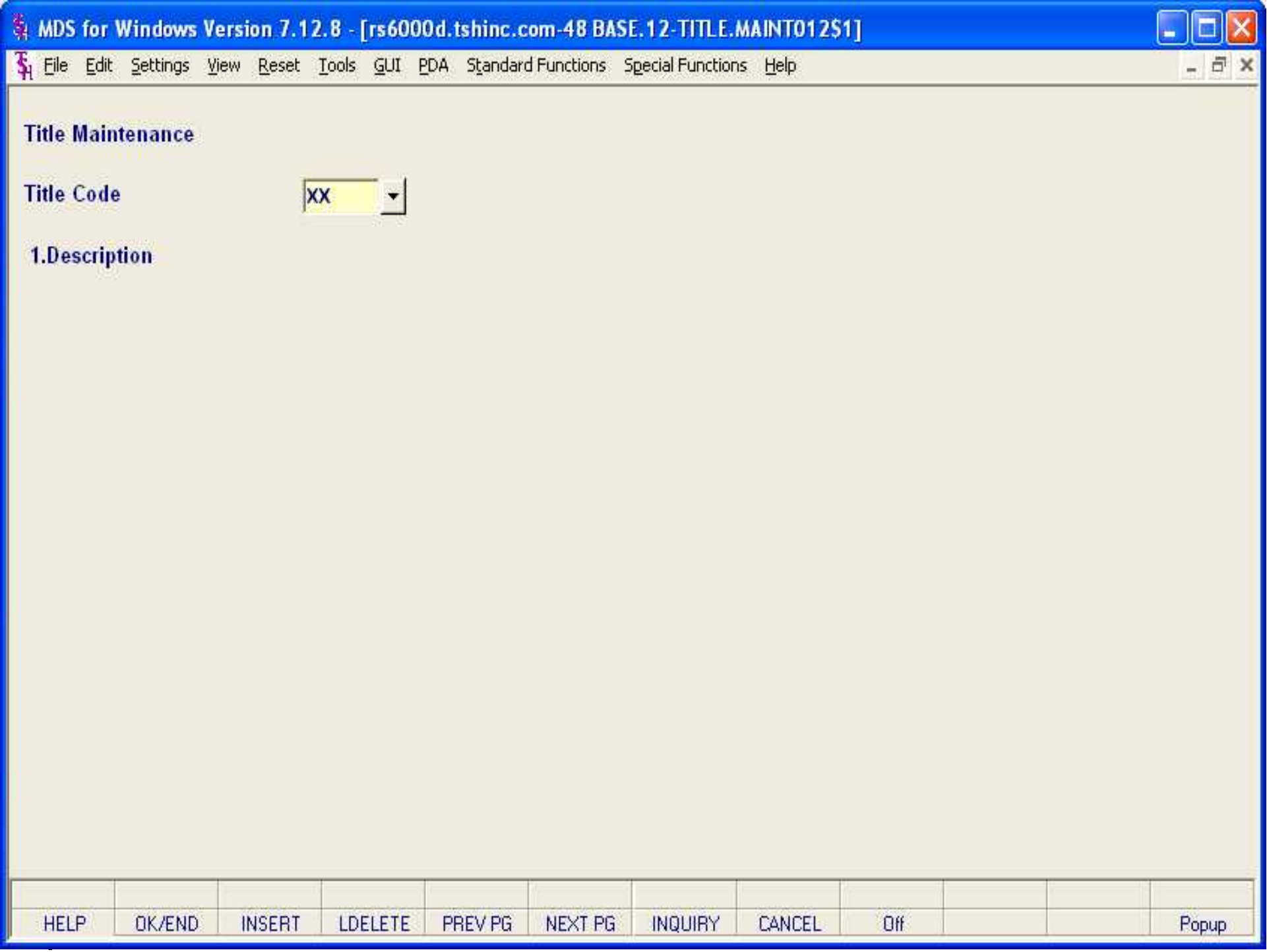
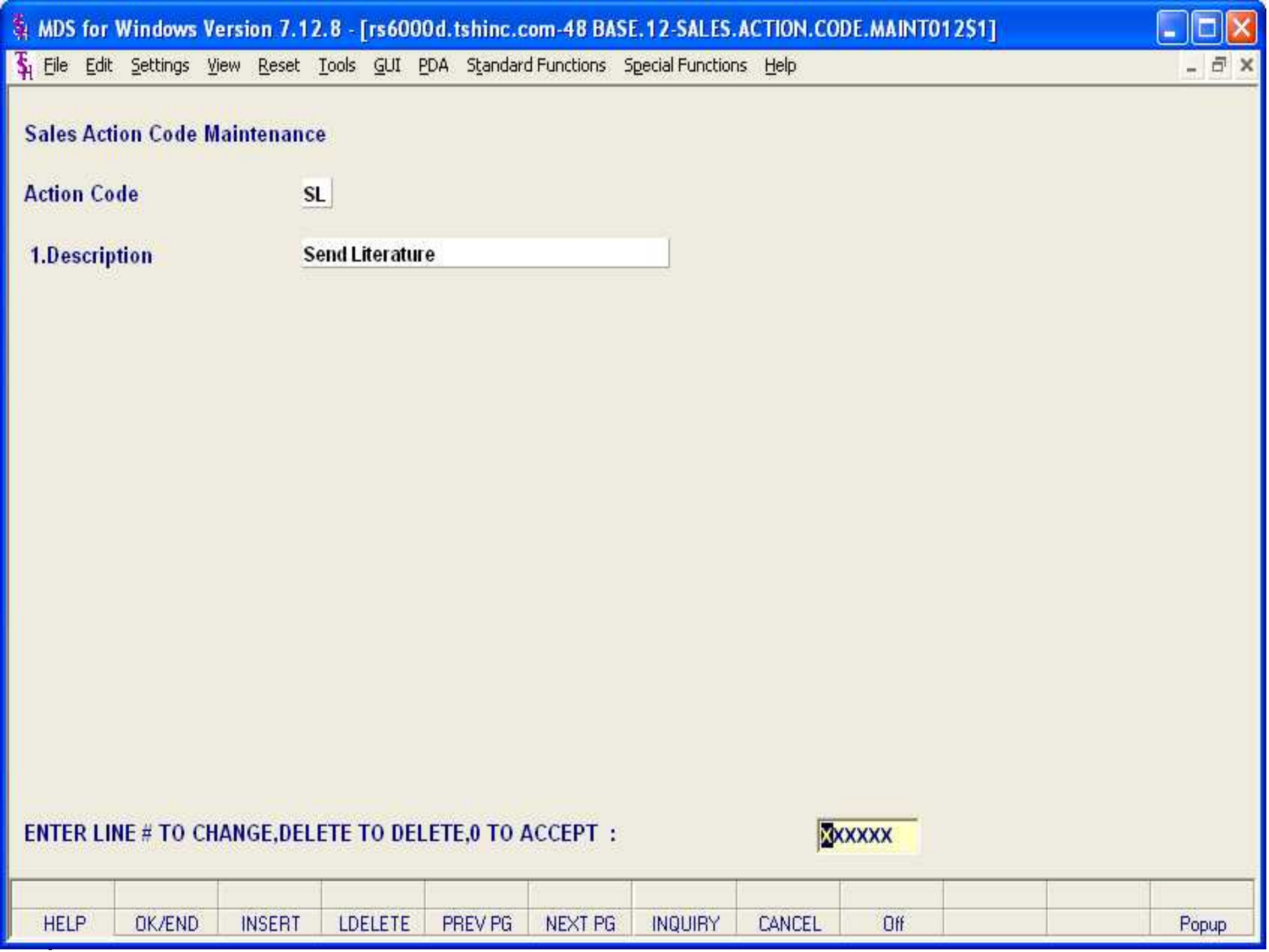
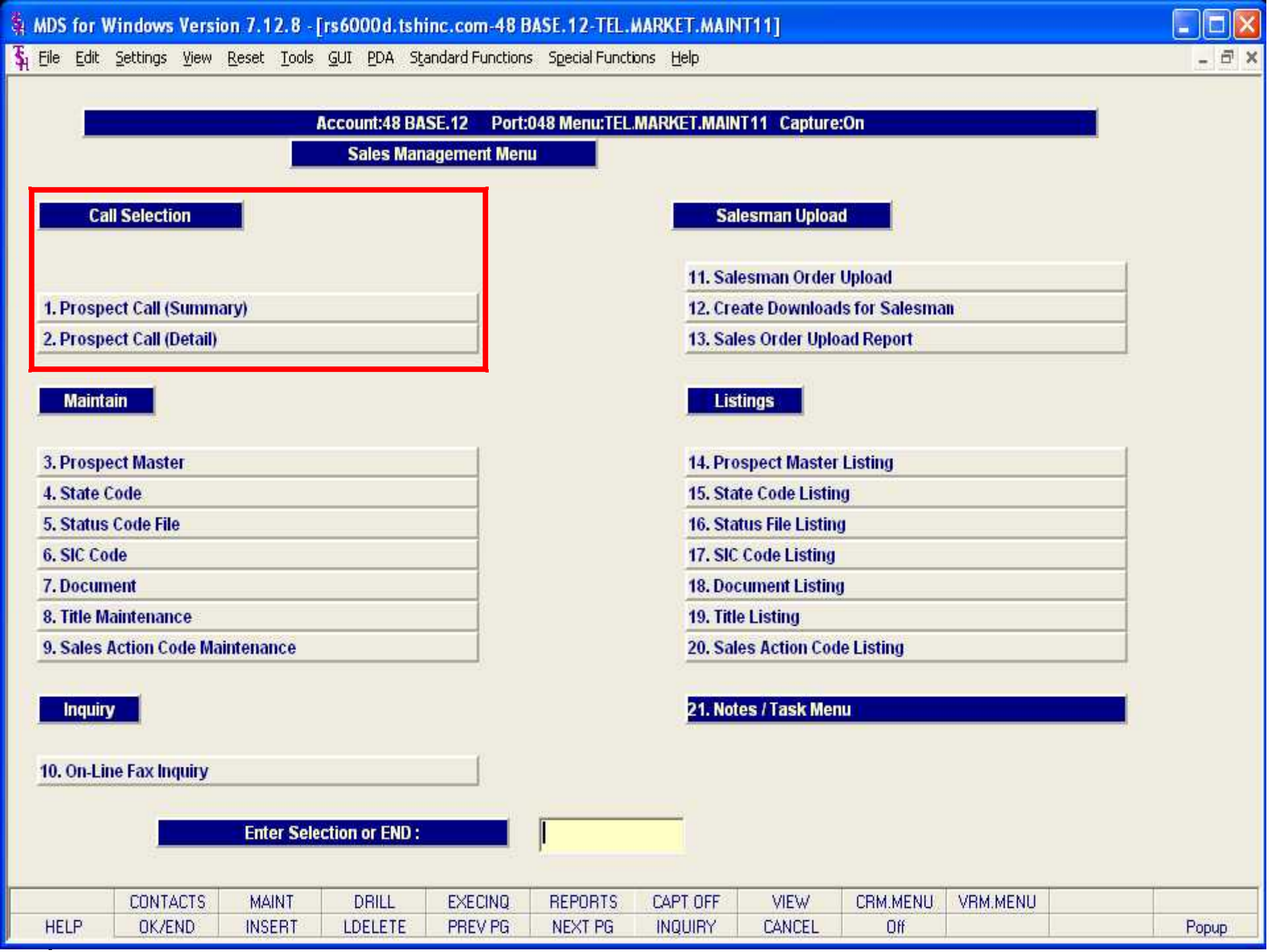
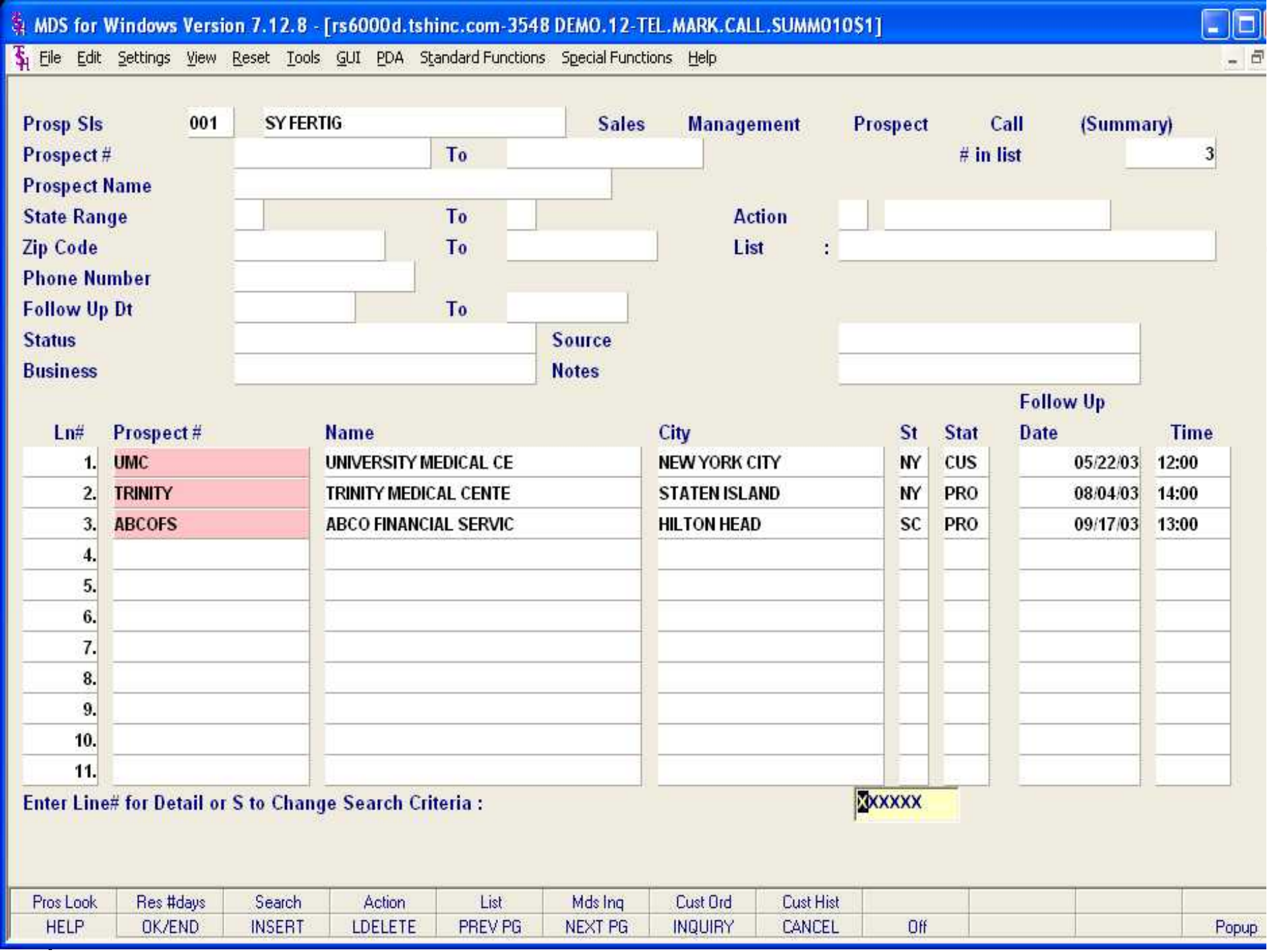
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
SIC Code Maintenance
SIC Code 220001
1.Description ELECTONICS CUSTOMER
2.Short Desc. ELEC
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXXX
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

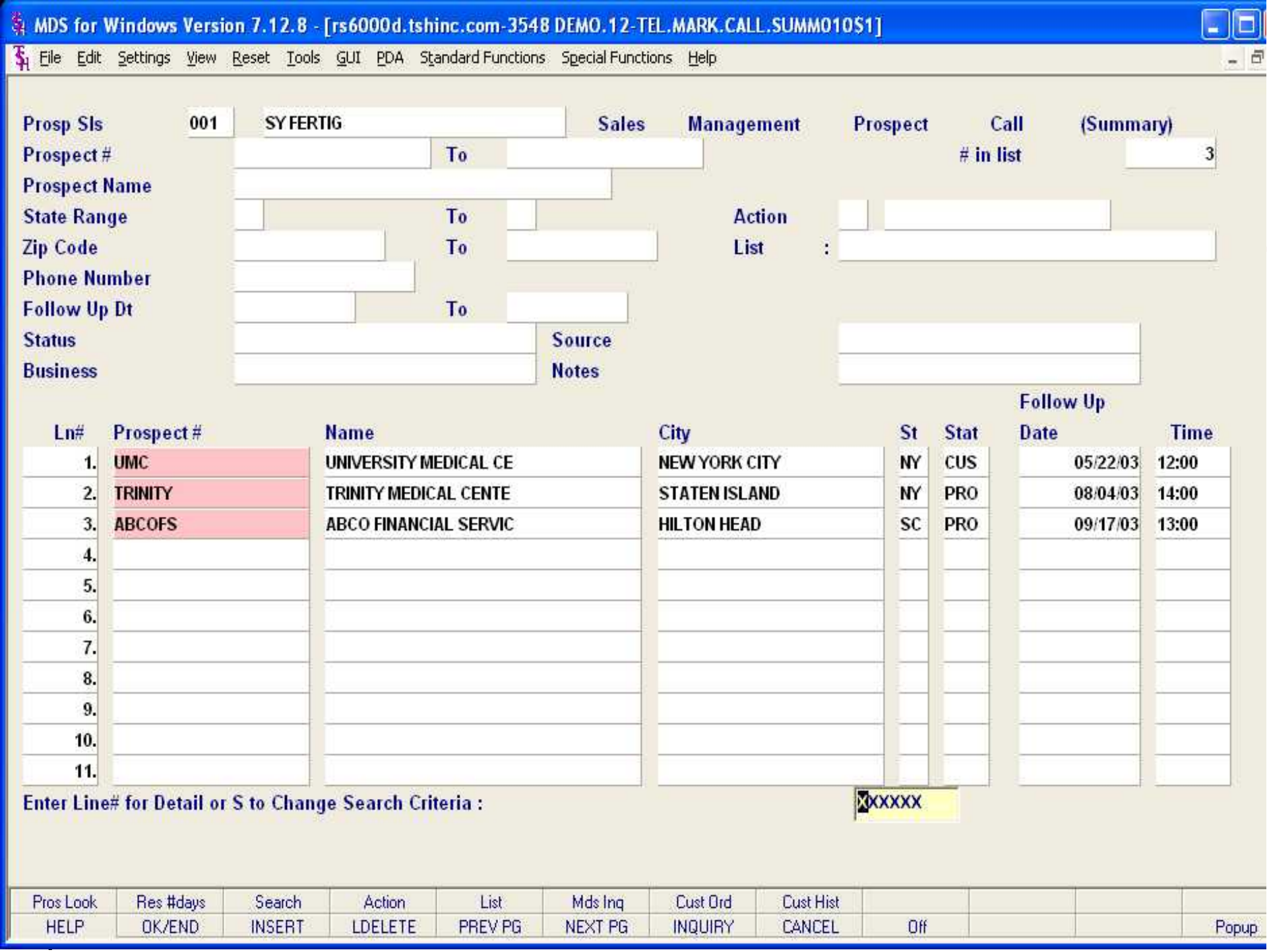

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-DOCUMENT.MAINT010S1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
On-Line Faxing Document Maintenance
Document Name proposal
1.Description PROPSOAL
2.Location of Document \\rs6000d.tshinc.com\tmp\joy
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT : XXXXX
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

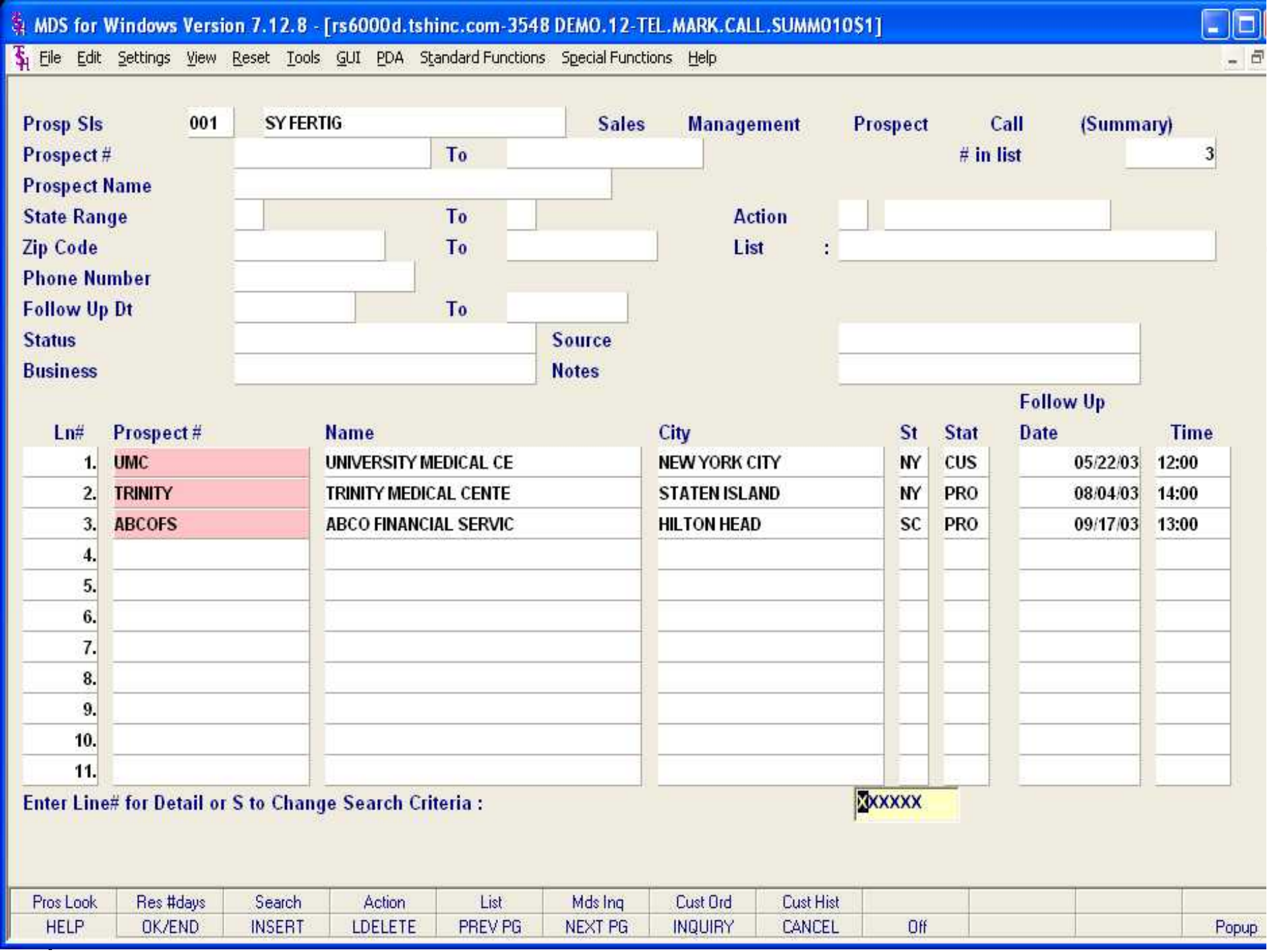

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-TITLE.MAINT012S1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Title Maintenance
Title Code
XX
1.Description
HELP
OK/END
INSERT
LDELETE
PREV PG
NEXT PG
INQUIRY
CANCEL
Off
Popup

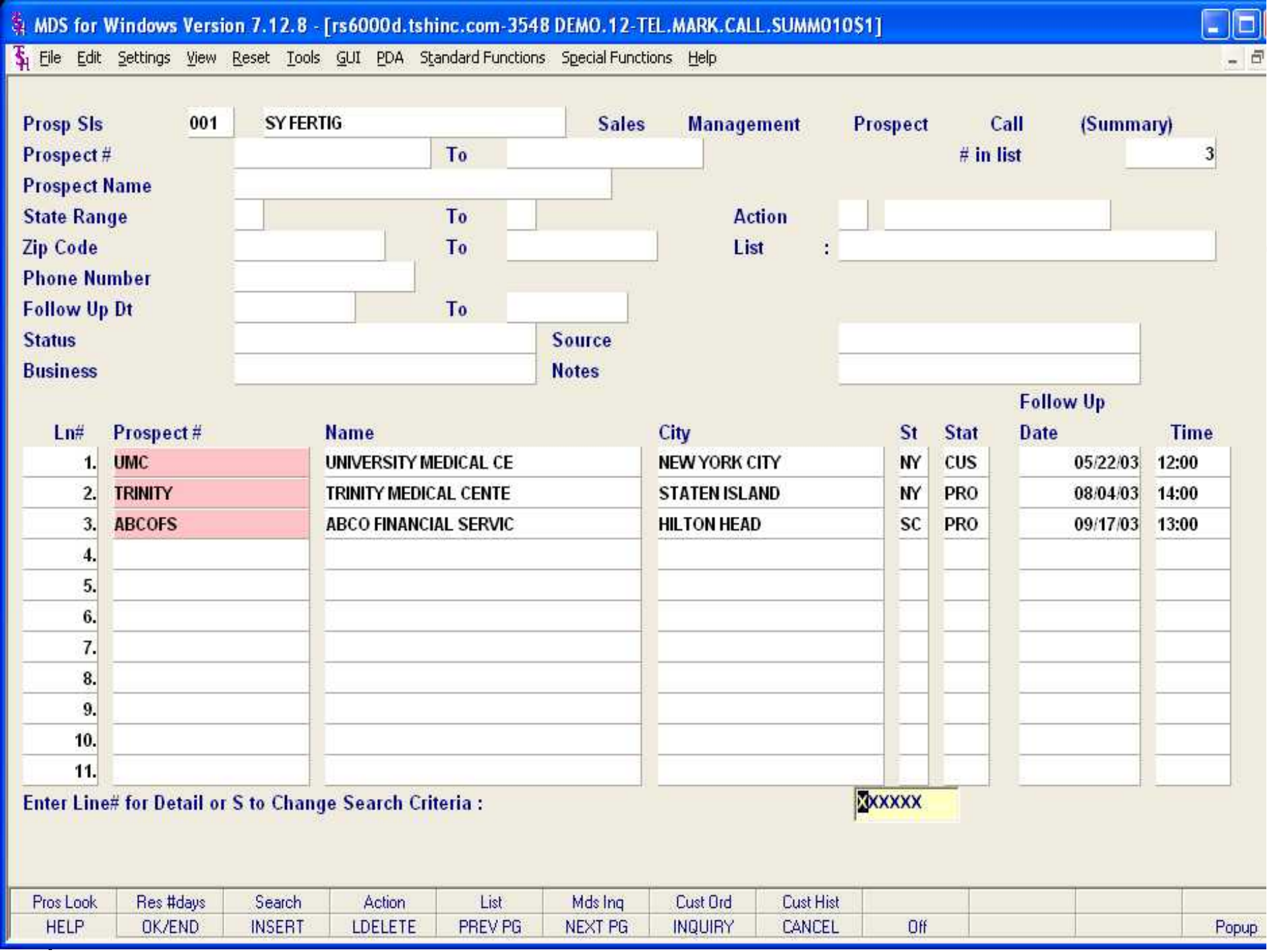

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-SALES.ACTION.CODE.MAINT012$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Sales Action Code Maintenance
Action Code
SL
1.Description
Send Literature
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT :
XXXXX
HELP
OK/END
INSERT
LDELETE
PREV PG
NEXT PG
INQUIRY
CANCEL
Off
Popup

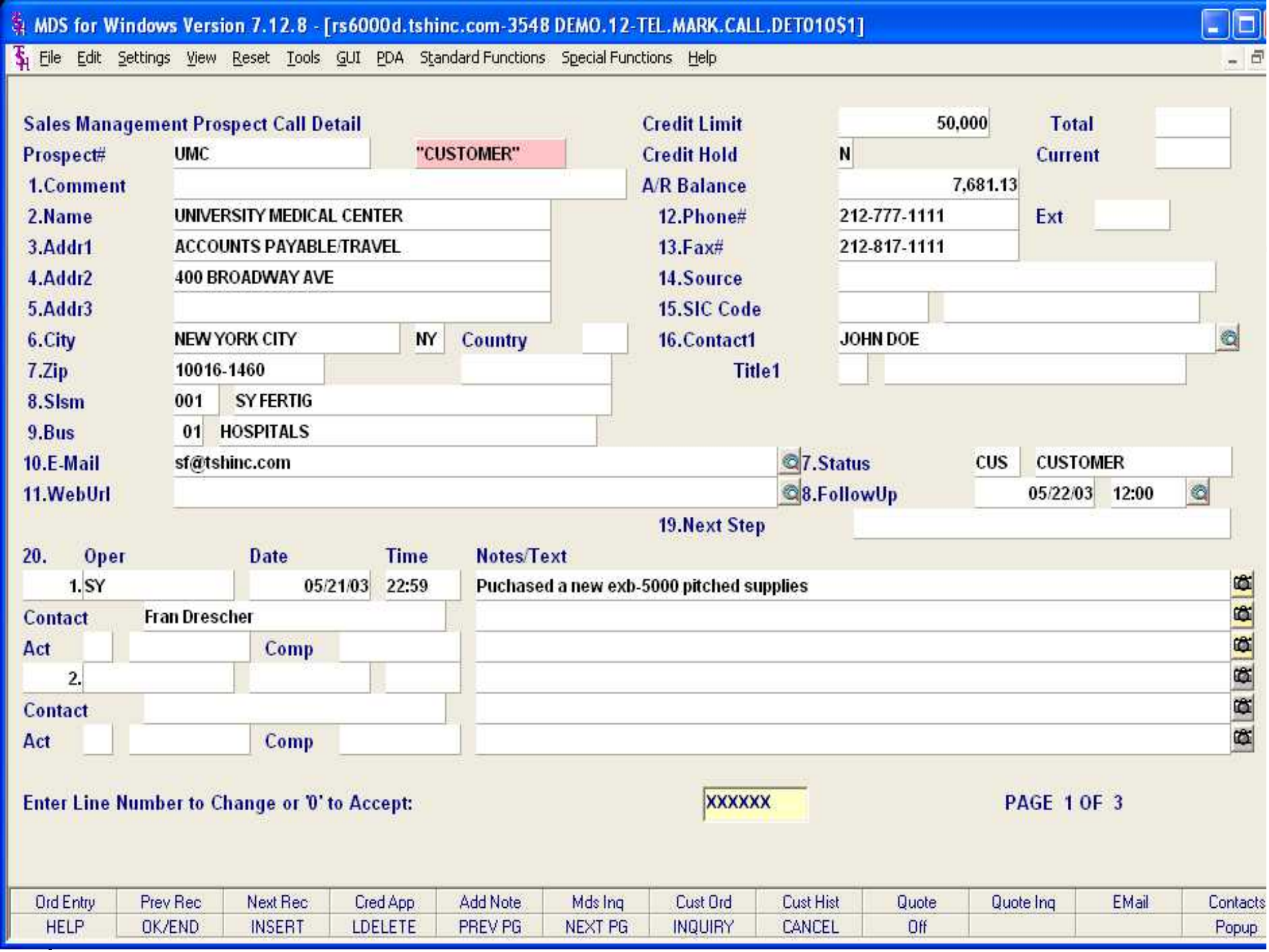

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:48 BASE.12 Port:048 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
Inquiry
10. On-Line Fax Inquiry
21. Notes / Task Menu
Enter Selection or END :
CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

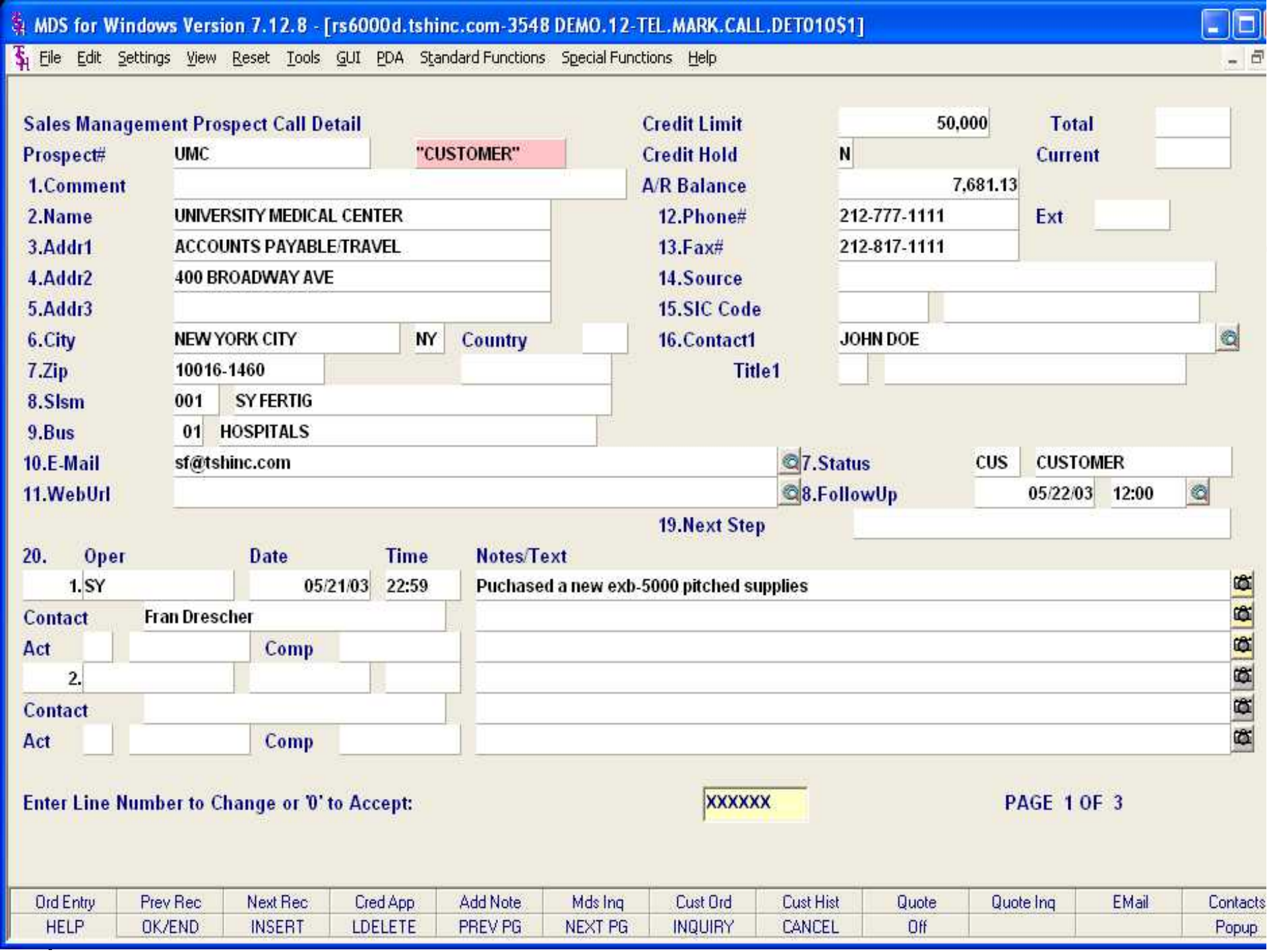

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.SUMM010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Prosp Sls 001 SY FERTIG Sales Management Prospect Call (Summary)
Prospect # To # in list 3
Prospect Name
State Range To Action
Zip Code To List :
Phone Number
Follow Up Dt To
Status Source
Business Notes
Ln# Prospect # Name City St Stat Follow Up Date Time
1. UMC UNIVERSITY MEDICAL CE NEW YORK CITY NY CUS 05/22/03 12:00
2. TRINITY TRINITY MEDICAL CENTE STATEN ISLAND NY PRO 08/04/03 14:00
3. ABCOFS ABCO FINANCIAL SERVIC HILTON HEAD SC PRO 09/17/03 13:00
4.
5.
6.
7.
8.
9.
10.
11.
Enter Line# for Detail or S to Change Search Criteria : XXXXX
Pros Look Res #days Search Action List Mds Inq Cust Ord Cust Hist
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.SUMM010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Prosp Sls 001 SY FERTIG Sales Management Prospect Call (Summary)
Prospect # To # in list 3
Prospect Name
State Range To Action
Zip Code To List :
Phone Number
Follow Up Dt To
Status Source
Business Notes
Ln# Prospect # Name City St Stat Follow Up Date Time
1. UMC UNIVERSITY MEDICAL CE NEW YORK CITY NY CUS 05/22/03 12:00
2. TRINITY TRINITY MEDICAL CENTE STATEN ISLAND NY PRO 08/04/03 14:00
3. ABCOFS ABCO FINANCIAL SERVIC HILTON HEAD SC PRO 09/17/03 13:00
4.
5.
6.
7.
8.
9.
10.
11.
Enter Line# for Detail or S to Change Search Criteria : XXXXX
Pros Look Res #days Search Action List Mds Inq Cust Ord Cust Hist
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.SUMM010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Prosp Sls 001 SY FERTIG Sales Management Prospect Call (Summary)
Prospect # To # in list 3
Prospect Name
State Range To Action
Zip Code To List :
Phone Number
Follow Up Dt To
Status Source
Business Notes
Ln# Prospect # Name City St Stat Follow Up Date Time
1. UMC UNIVERSITY MEDICAL CE NEW YORK CITY NY CUS 05/22/03 12:00
2. TRINITY TRINITY MEDICAL CENTE STATEN ISLAND NY PRO 08/04/03 14:00
3. ABCOFS ABCO FINANCIAL SERVIC HILTON HEAD SC PRO 09/17/03 13:00
4.
5.
6.
7.
8.
9.
10.
11.
Enter Line# for Detail or S to Change Search Criteria : XXXXX
Pros Look Res #days Search Action List Mds Inq Cust Ord Cust Hist
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.SUMM010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Prosp Sls 001 SY FERTIG Sales Management Prospect Call (Summary)
Prospect # To # in list 3
Prospect Name
State Range To Action
Zip Code To List :
Phone Number
Follow Up Dt To
Status Source
Business Notes
Ln# Prospect # Name City St Stat Follow Up Date Time
1. UMC UNIVERSITY MEDICAL CE NEW YORK CITY NY CUS 05/22/03 12:00
2. TRINITY TRINITY MEDICAL CENTE STATEN ISLAND NY PRO 08/04/03 14:00
3. ABCOFS ABCO FINANCIAL SERVIC HILTON HEAD SC PRO 09/17/03 13:00
4.
5.
6.
7.
8.
9.
10.
11.
Enter Line# for Detail or S to Change Search Criteria : XXXXX
Pros Look Res #days Search Action List Mds Inq Cust Ord Cust Hist
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.DET010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Sales Management Prospect Call Detail
Prospect# UMC "CUSTOMER"
1.Comment
2.Name UNIVERSITY MEDICAL CENTER
3.Addr1 ACCOUNTS PAYABLE/TRAVEL
4.Addr2 400 BROADWAY AVE
5.Addr3
6.City NEW YORK CITY NY Country
7.Zip 10016-1460
8.Slsm 001 SY FERTIG
9.Bus 01 HOSPITALS
10.E-Mail sf@tshinc.com
11.WebUrl
Credit Limit 50,000
Credit Hold N
A/R Balance 7,681.13
12.Phone# 212-777-1111
13.Fax# 212-817-1111
14.Source
15.SIC Code
16.Contact1 JOHN DOE
Title1
17.Status CUS CUSTOMER
18.FollowUp 05/22/03 12:00
19.Next Step
Total
Current
Ext
20. Oper Date Time Notes/Text
1. SY 05/21/03 22:59 Puchased a new exb-5000 pitched supplies
Contact Fran Drescher
Act Comp
2.
Contact
Act Comp
Enter Line Number to Change or '0' to Accept: XXXXXX
PAGE 1 OF 3
Ord Entry Prev Rec Next Rec Cred App Add Note Mds Inq Cust Ord Cust Hist Quote Quote Inq EMail Contacts
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.DET010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
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Ord Entry Prev Rec Next Rec Cred App Add Note Mds Inq Cust Ord Cust Hist Quote Quote Inq EMail Contacts
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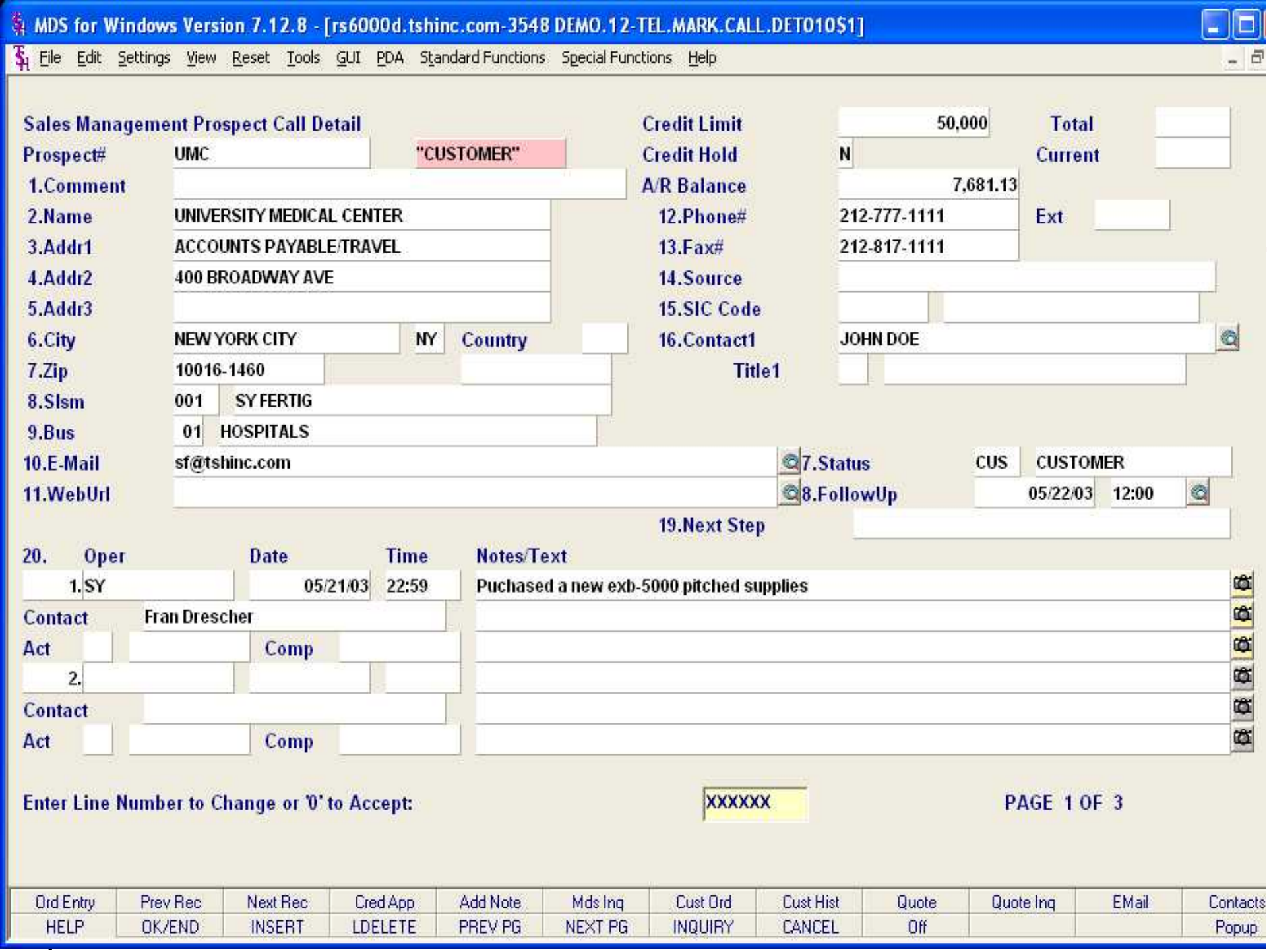
MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.DET010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Sales Management Prospect Call Detail
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7.Zip 10016-1460
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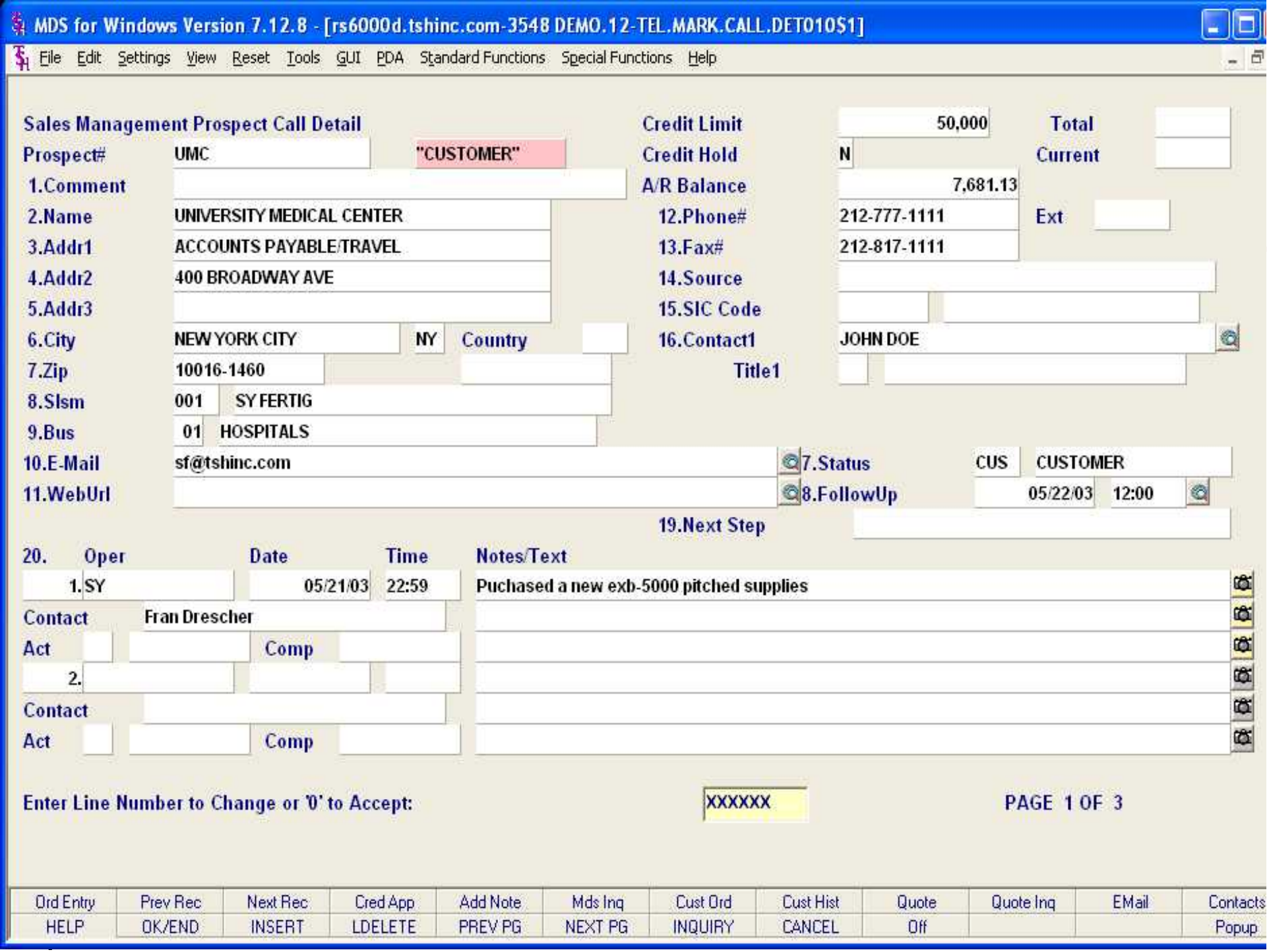
Ord Entry Prev Rec Next Rec Cred App Add Note Mds Inq Cust Ord Cust Hist Quote Quote Inq EMail Contacts
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.DET010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Sales Management Prospect Call Detail
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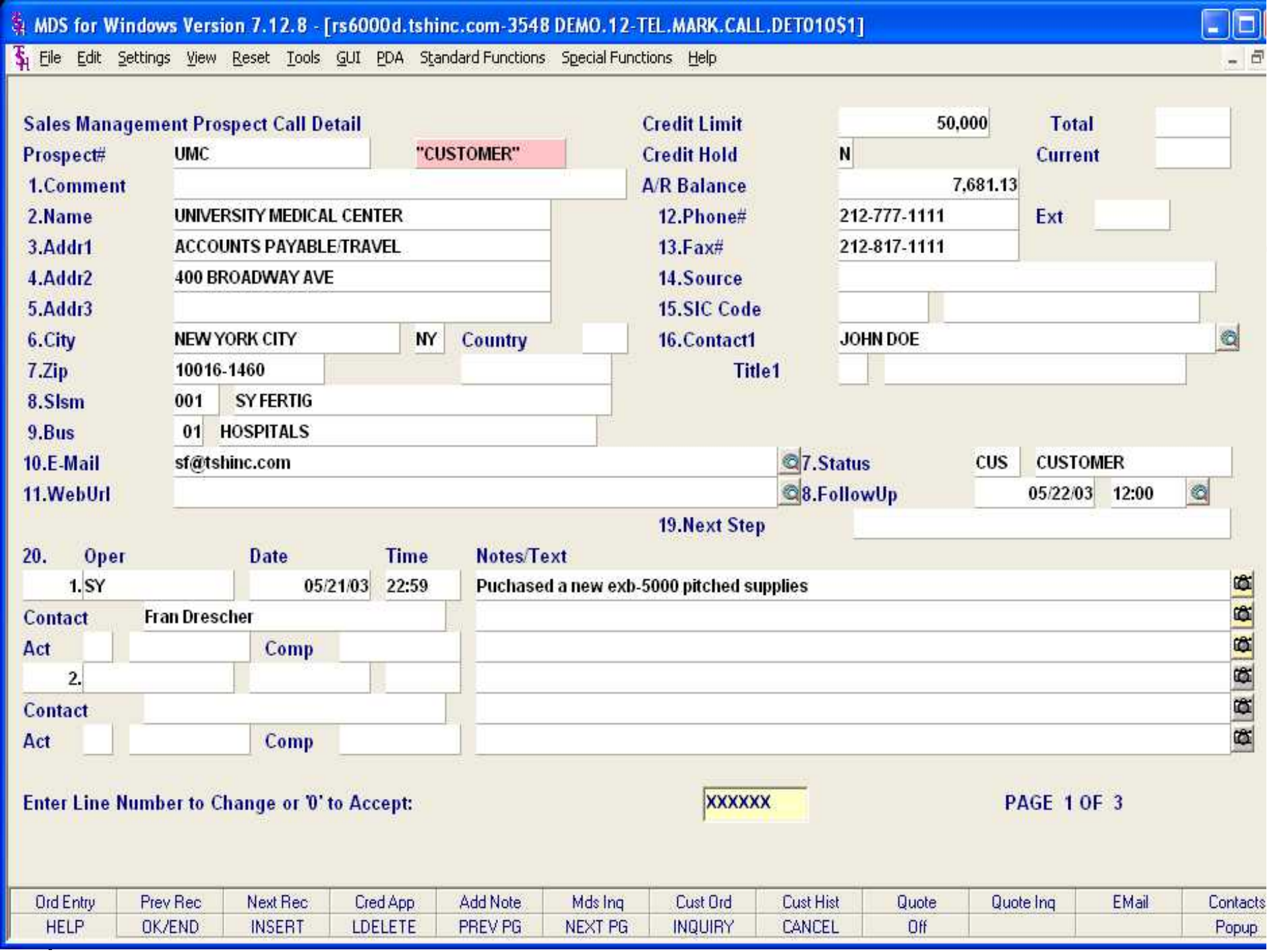
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup


MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARK.CALL.DET010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
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7.Zip 10016-1460
8.Slsm 001 SY FERTIG
9.Bus 01 HOSPITALS
10.E-Mail sf@tshinc.com
11.WebUrl
Credit Limit 50,000
Credit Hold N
A/R Balance 7,681.13
12.Phone# 212-777-1111
13.Fax# 212-817-1111
14.Source
15.SIC Code
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Contact
Act Comp
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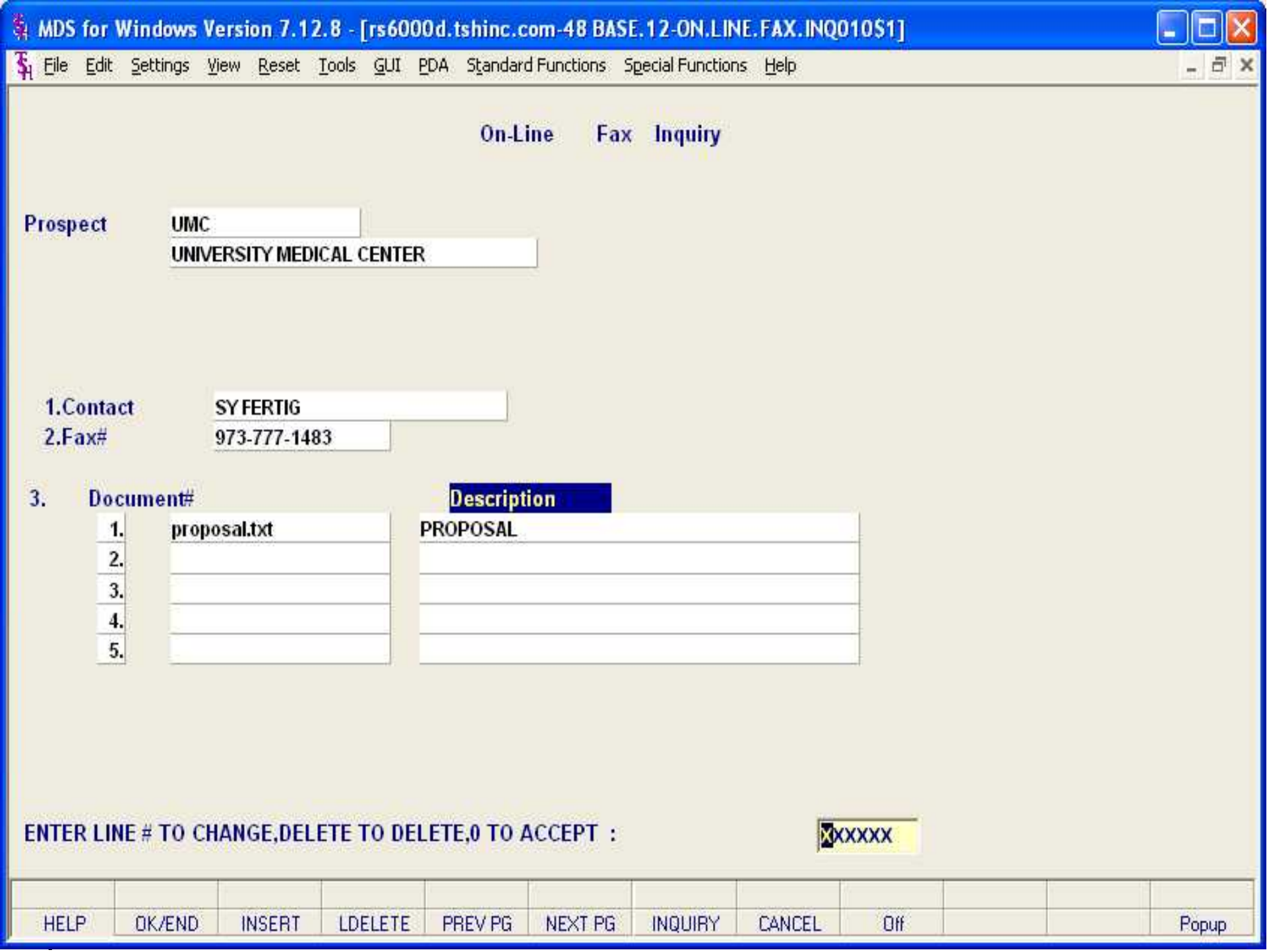
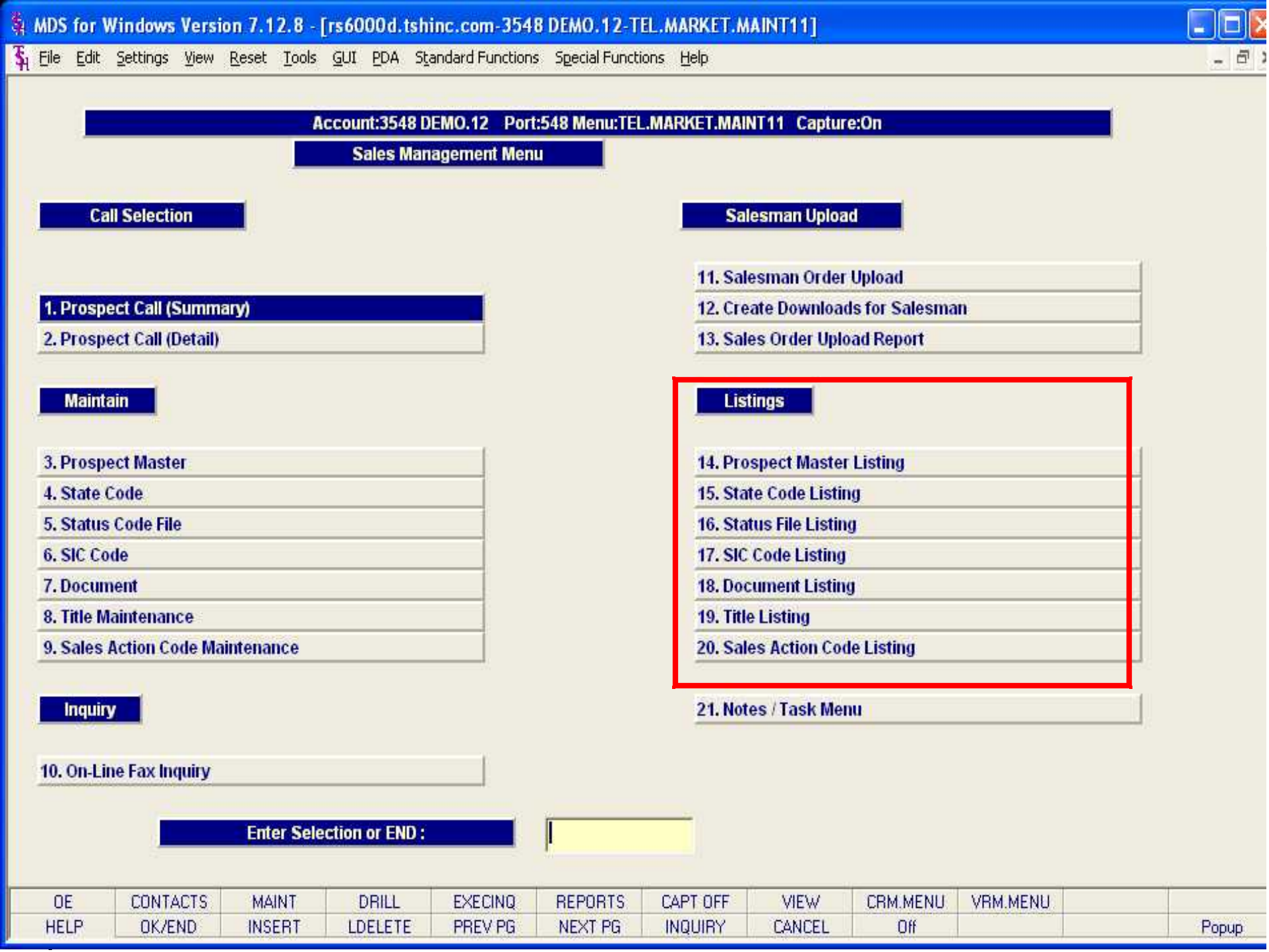
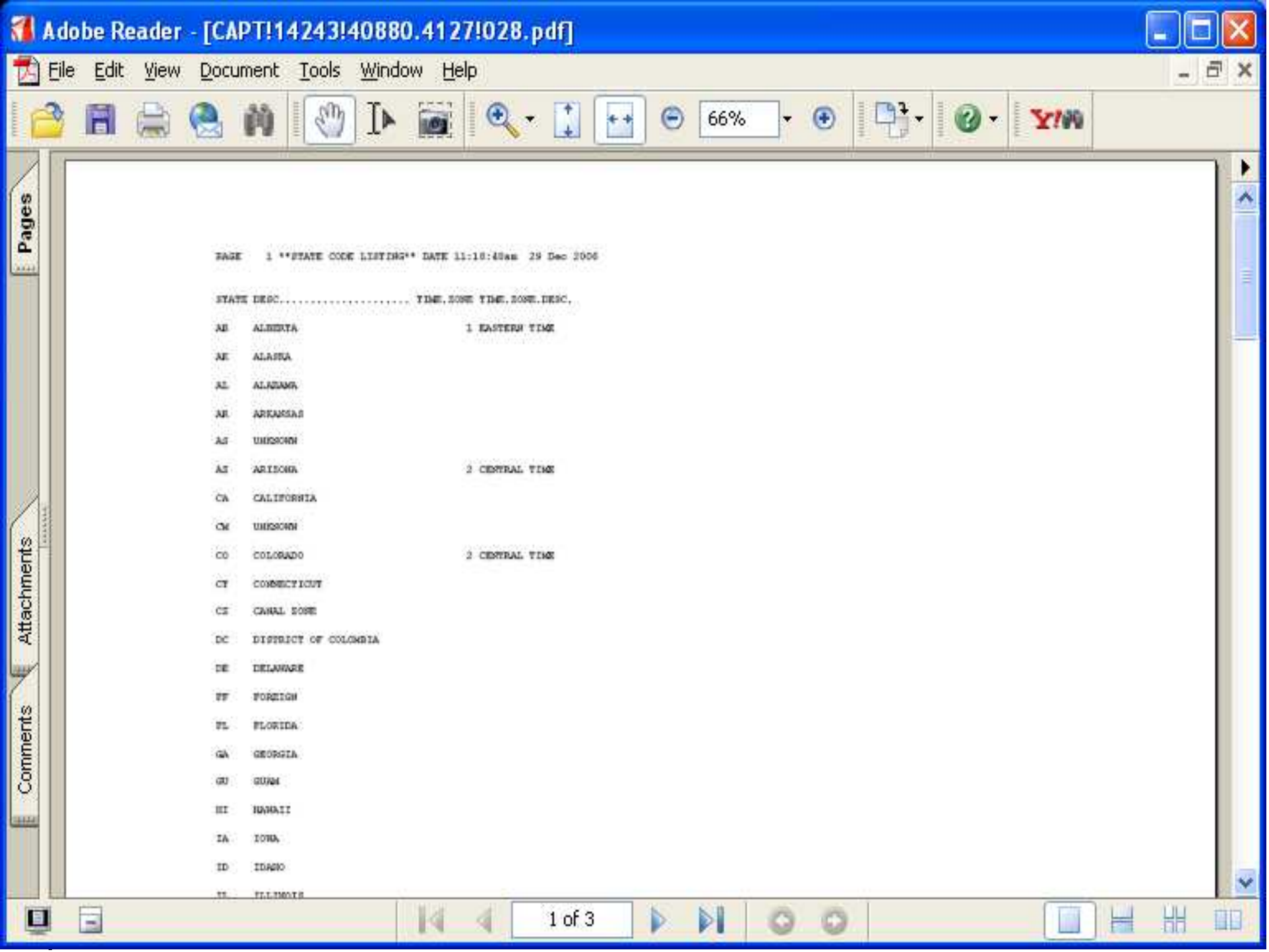
Ord Entry Prev Rec Next Rec Cred App Add Note Mds Inq Cust Ord Cust Hist Quote Quote Inq EMail Contacts
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

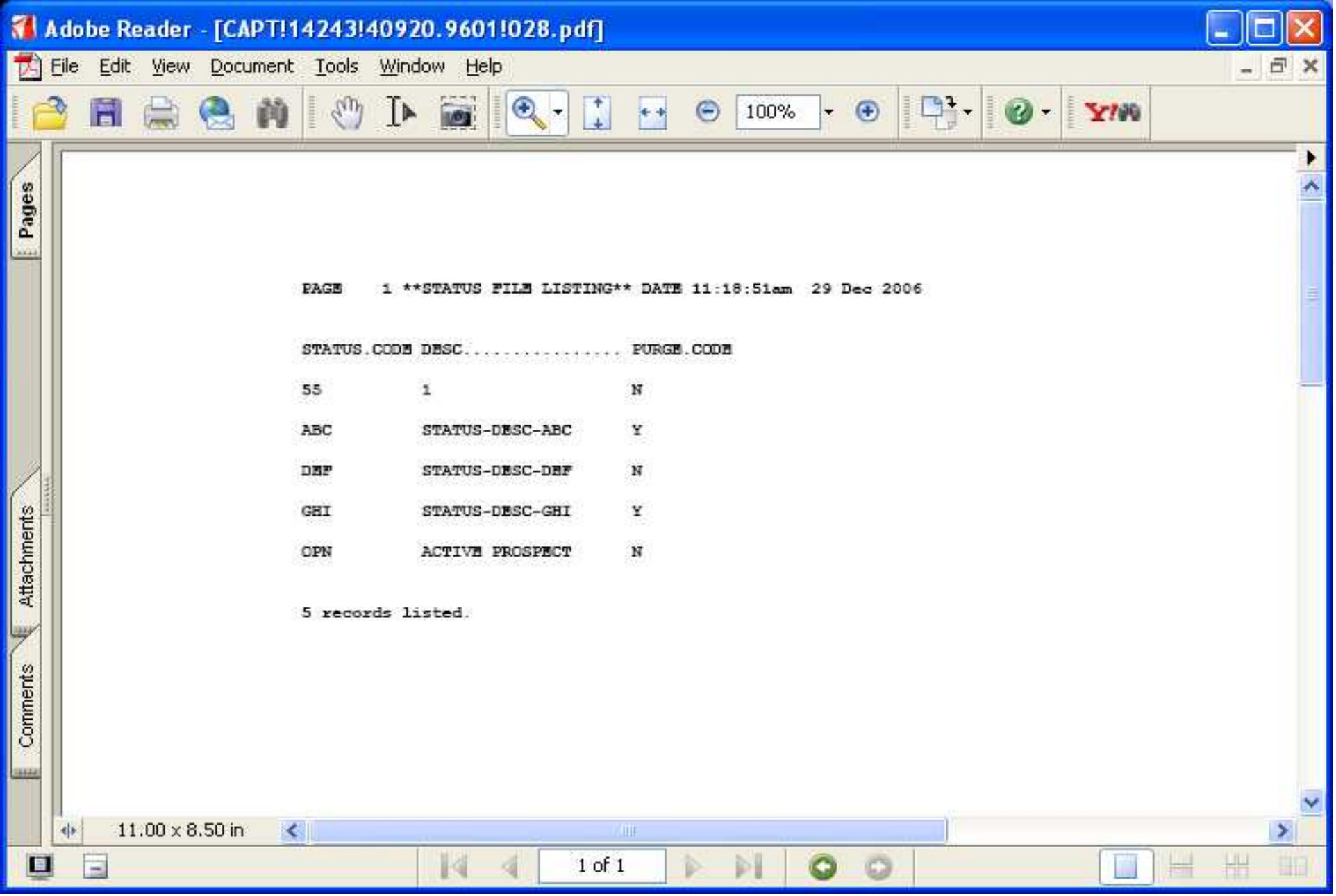

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-48 BASE.12-ON.LINE.FAX.INQ010$1]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
On-Line Fax Inquiry
Prospect
UMC
UNIVERSITY MEDICAL CENTER
1.Contact
SY FERTIG
2.Fax#
973-777-1483
3. Document#
Description
1. proposal.txt PROPOSAL
2.
3.
4.
5.
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT :
XXXXXX
HELP
OK/END
INSERT
LDELETE
PREV PG
NEXT PG
INQUIRY
CANCEL
Off
Popup

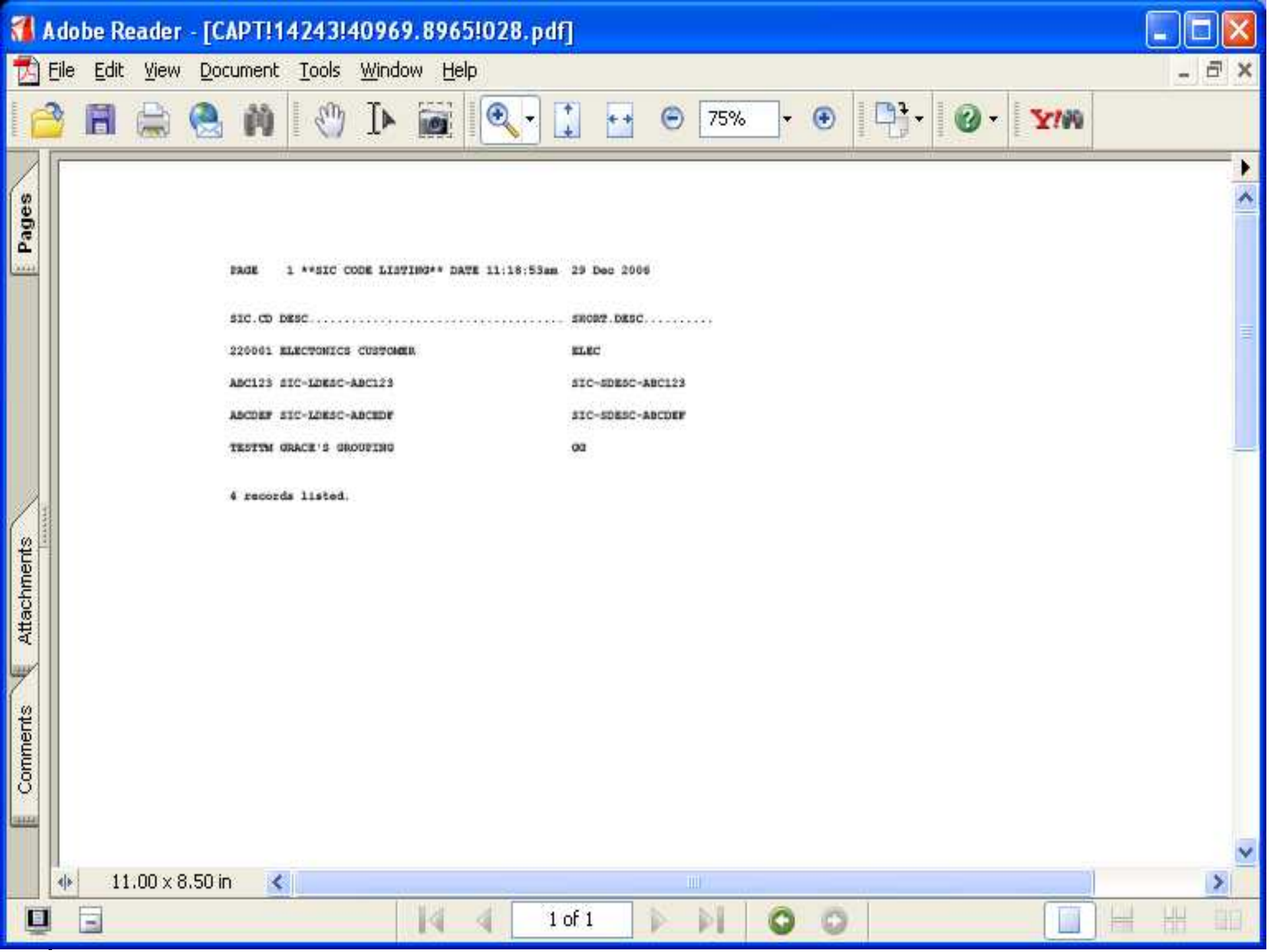

MDS for Windows Version 7.12.8 - [rs6000d.tshinc.com-3548 DEMO.12-TEL.MARKET.MAINT11]
File Edit Settings View Reset Tools GUI PDA Standard Functions Special Functions Help
Account:3548 DEMO.12 Port:548 Menu:TEL.MARKET.MAINT11 Capture:On
Sales Management Menu
Call Selection
1. Prospect Call (Summary)
2. Prospect Call (Detail)
Maintain
3. Prospect Master
4. State Code
5. Status Code File
6. SIC Code
7. Document
8. Title Maintenance
9. Sales Action Code Maintenance
Inquiry
10. On-Line Fax Inquiry
Salesman Upload
11. Salesman Order Upload
12. Create Downloads for Salesman
13. Sales Order Upload Report
Listings
14. Prospect Master Listing
15. State Code Listing
16. Status File Listing
17. SIC Code Listing
18. Document Listing
19. Title Listing
20. Sales Action Code Listing
21. Notes / Task Menu
Enter Selection or END :
OE CONTACTS MAINT DRILL EXECINQ REPORTS CAPT OFF VIEW CRM.MENU VRM.MENU
HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL Off Popup

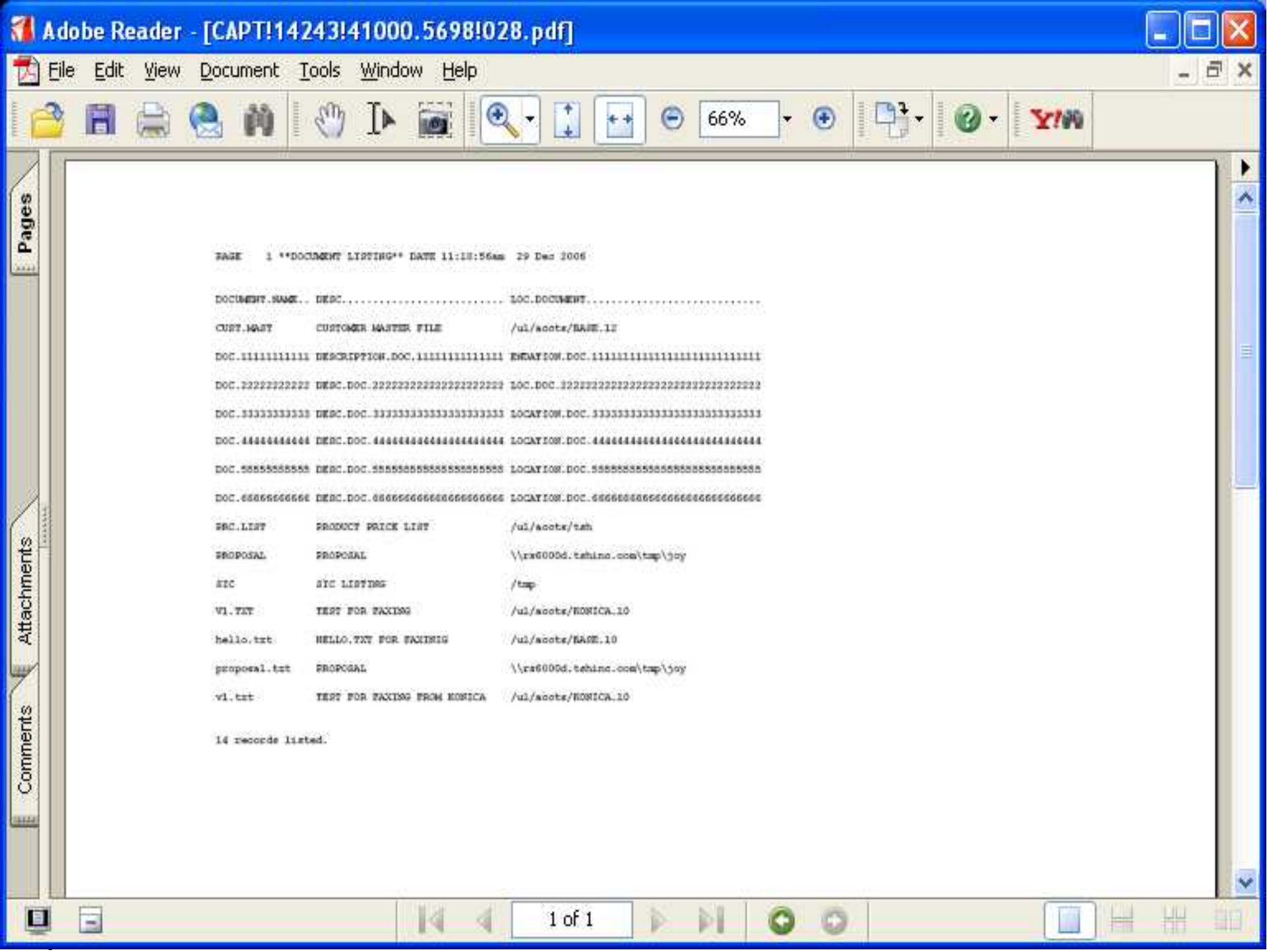
PAGE 1 ********** PROSPECT MASTER FILE LISTING ******** DATE 11:18:46am 29 Dec 2006

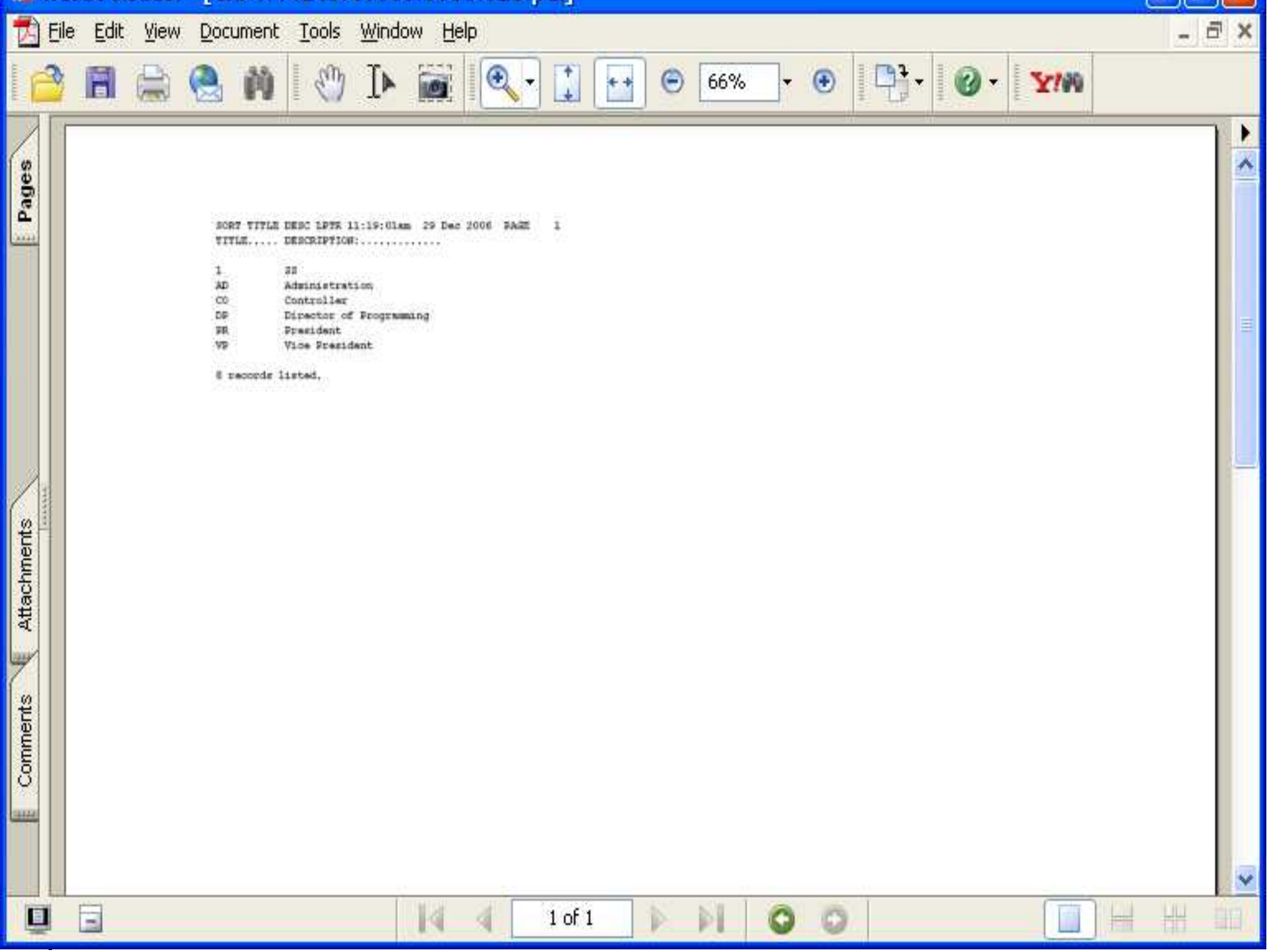
PROSPECT.MAST	A.PROSPECT.NO	NAME AND ADDRESS.....	Contact1:.....	PROS.PHONE.NO	PROS.SLSM	STATUS.DATE	STATUS.TIME
000129	000129	LENNON PEEK SURGICAL 1511 BASSETT AVENUE	ROBERT KING	718-828-6300	900	12/12/95	
		BRONX NY 10461					
000378	000378	SHRINK PACKAGING SYSTEMS 15 PROGRESS STREET	MRS. NANCY E. GIEBER	908-755-2525	960		
		EDISON NJ 08820					
000565	000565	FORD MODEL AGENCY 344 EAST 59TH STREET	JERRY FORD	212-753-6500	999	01/01/99	
		NEW YORK NY 10022					
000836	000836	GOOD FRIEND ELECTRIC 265 HIGHWAY 37 EAST	RICHARD BOLOTSKY	732-349-4100	960	05/05/95	
		TOMS RIVER NJ 08753					
000932	000932	PALERMO SUPPLY COMPANY 369-373 ANDERSON AVENUE	JIM MCMORROW	201-387-1141	999	01/01/99	
		FAIRVIEW NJ 07022					
001106	001106	GROSSMAN PAPER & PLASTIC 673 SOUTH 21ST STREET	MR. ROBERTO MUNEZ	973-371-6500	960	01/01/99	
		IRVINGTON NJ 07111					
001160	001160	ALLIED OFFICE PRODUCTS 65 ROUTE 17 SOUTH	JERRY BEDRIN	201-393-9100	960		
		HASBROUCK HEIGH NJ 07604					
001161	001161	[illegible]	[illegible]	[illegible]	[illegible]		

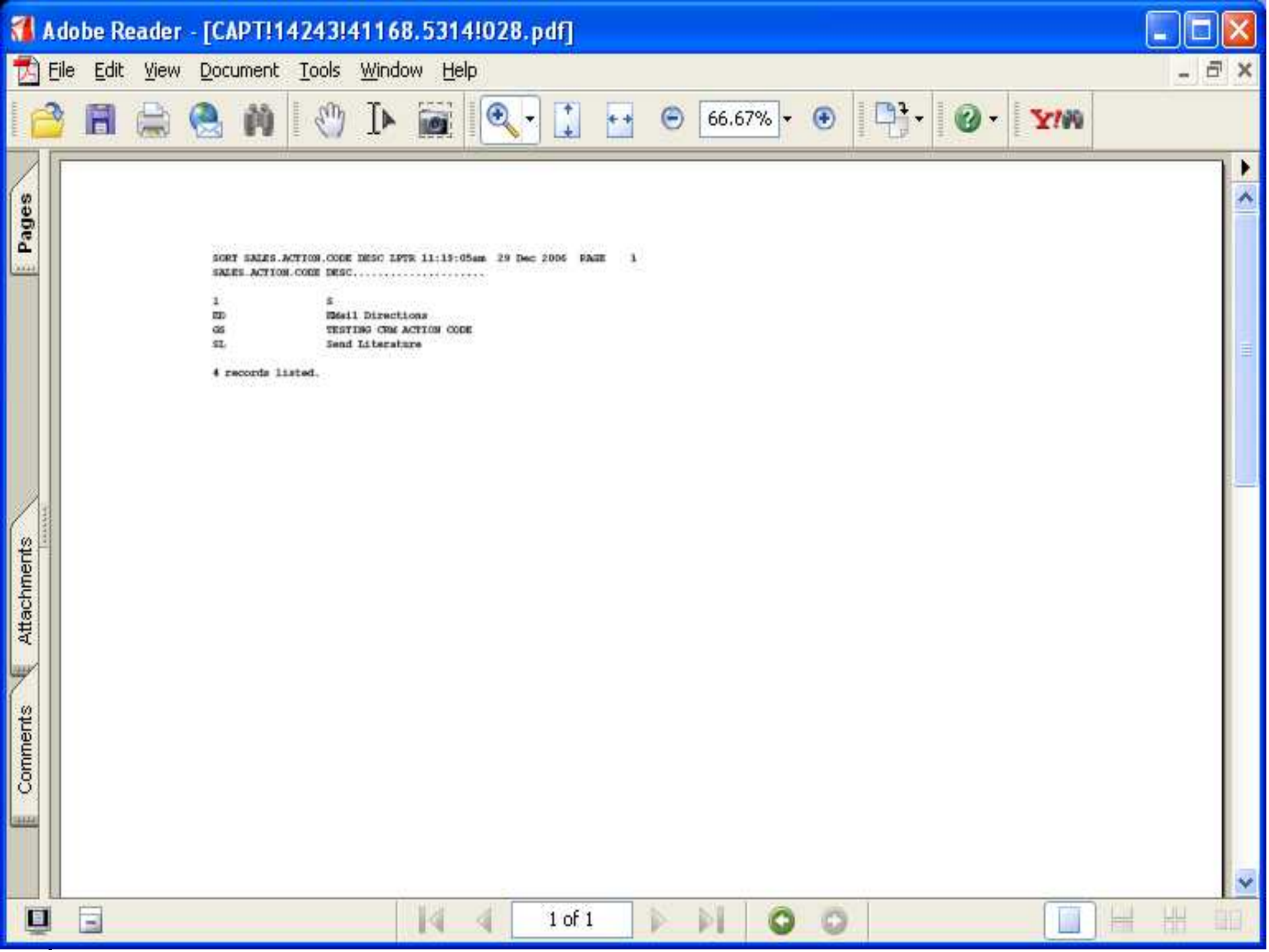

Adobe Reader - [CAPT!14243!40880.4127!028.pdf]
File Edit View Document Tools Window Help
66%
Pages
Attachments
Comments
PAGE 1 **STATE CODE LISTING** DATE 11:16:40am 29 Dec 2006
STATE DESC..... TIME.ZONE TIME.ZONE.DESC.
AB ALBERTA 1 EASTERN TIME
AE ALASKA
AL ALABAMA
AR ARKANSAS
AS UNKNOWN
AZ ARIZONA 2 CENTRAL TIME
CA CALIFORNIA
CM UNKNOWN
CO COLORADO 2 CENTRAL TIME
CT CONNECTICUT
CZ CANAL ZONE
DC DISTRICT OF COLOMBIA
DE DELAWARE
FF FOREIGN
FL FLORIDA
GA GEORGIA
GU GUAM
HI HAWAII
IA IOWA
ID IDAHO
IL ILLINOIS
1 of 3


Adobe Reader - [CAPT!14243!40920.9601!028.pdf]
File Edit View Document Tools Window Help
100%
Pages
Attachments
Comments
PAGE 1 **STATUS FILE LISTING** DATE 11:18:51am 29 Dec 2006
STATUS.CODE DESC..... PURGE.CODE
55 1 N
ABC STATUS-DESC-ABC Y
DEF STATUS-DESC-DEF N
GHI STATUS-DESC-GHI Y
OPN ACTIVE PROSPECT N
5 records listed.
11.00 x 8.50 in
1 of 1


Adobe Reader - [CAPT!14243!40969.8965!028.pdf]
File Edit View Document Tools Window Help
75%
Pages
Attachments
Comments
PAGE 1 **SIC CODE LISTING** DATE 11:18:53am 29 Dec 2006
SIC.CD DESC..... SHORT.DESC.....
220001 ELECTONICS CUSTOMER ELEC
ABC123 SIC-LDESC-ABC123 SIC-SDESC-ABC123
ABCDEF SIC-LDESC-ABCDEF SIC-SDESC-ABCDEF
TESTTM GRACE'S GROUPING GG
4 records listed.
11.00 x 8.50 in
1 of 1


Adobe Reader - [CAPT!14243!41000.5698!028.pdf]
File Edit View Document Tools Window Help
66%
Pages
Attachments
Comments
PAGE 1 **DOCUMENT LISTING** DATE 11:10:56am 29 Dec 2006
DOCUMENT.NAME.. DESC..... LOC.DOCUMENT.....
CUST.MAST CUSTOMER MASTER FILE /ul/acots/BASE.12
DOC.11111111111 DESCRIPTION.DOC.11111111111111 ENVATION.DOC.11111111111111111111111111
DOC.22222222222 DESC.DOC.2222222222222222222 LOC.DOC.22222222222222222222222222222
DOC.33333333333 DESC.DOC.3333333333333333333 LOCATION.DOC.33333333333333333333333333
DOC.44444444444 DESC.DOC.4444444444444444444 LOCATION.DOC.44444444444444444444444444
DOC.55555555555 DESC.DOC.5555555555555555555 LOCATION.DOC.55555555555555555555555555
DOC.66666666666 DESC.DOC.6666666666666666666 LOCATION.DOC.66666666666666666666666666
PRC.LIST PRODUCT PRICE LIST /ul/acots/tah
PROPOSAL PROPOSAL \\rs6000d.tshinc.com\tmp\joy
SIC SIC LISTING /tmp
V1.TXT TEST FOR FAXING /ul/acots/KONICA.10
hello.txt HELLO.TXT FOR FAXING /ul/acots/BASE.10
proposal.txt PROPOSAL \\rs6000d.tshinc.com\tmp\joy
v1.txt TEST FOR FAXING FROM KONICA /ul/acots/KONICA.10
14 records listed.
1 of 1


File Edit View Document Tools Window Help
66%
Pages
Attachments
Comments
SORT TITLE DESC LPTR 11:19:01am 29 Dec 2006 PAGE 1
TITLE..... DESCRIPTION:.....
1 22
AD Administration
CO Controller
DP Director of Programming
PR President
VP Vice President
6 records listed.
1 of 1


Adobe Reader - [CAPT!14243!41168.5314!028.pdf]
File Edit View Document Tools Window Help
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Pages
Attachments
Comments
SORT SALES.ACTION.CODE DESC LPTR 11:13:05am 29 Dec 2006 PAGE 1
SALES.ACTION.CODE DESC.....
1 $
ED EMail Directions
GS TESTING CRM ACTION CODE
SL Send Literature
4 records listed.
1 of 1

Where to get more Information

- Additional training Sessions
- Place a support call using the CRS system: http://crs.tshinc.com
- Call The Systems House, Inc. at 973-777-8050