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Lead Detail: Dan Brown

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Key Lead Information

Mr./Ms./Mr.	Company
First Name: Dan	Siting
Last Name: Brown	Country: USA
Job Title: IT Director	Number/Street
Referred By	Address 2
Primary Phone #	Address 3
Cellular Phone #	City
Work Fax #	County
Email	State
	Zip

Opportunity Related Information

Marketing Insights

Top 3 Business Challenges: Dramatic Cost Reductions, Need Better Performance	Marketing Score: Hot Lead (< 1 day)
Current Storage Costs: 5 million to 25 million	Lead Source: Website Registration
Current Storage Retrieval: 2 - 5 business days	Specific Lead Source: SJC Storage Series 2010
SLA	Lead Nurture Tracks: Scaling your Storage Tls, Scale at Low Costs Tls
Sales Feedback: Reduce business risk	
Description	

Completed Activities [Log A Call](#)

	Priority	Subject	Activity	Type	Due Date	Completed Date	Status	Alias
Edit	3-Low	Dan Brown was emailed 'Quarterly newsletter'	Task	Email	7/22/2010		Completed	Jeff Smith
Edit	1-High	Dan Brown attended 'Enabling Marketing Operations' webinar	Task	Event	8/16/2010		Completed	Jeff Smith
Edit	2-Medium	Dan Brown attended a local user group on storage	Task	Event	8/2/2010		Completed	Jeff Smith
Edit	1-High	Dan Brown spent 15 minutes on the solutions section within our website	Task	Other	8/23/2010		Completed	Jeff Smith
Edit	2-Medium	Dan Brown downloaded Tls' best practices' whitepaper	Task	Other	8/16/2010		Completed	Jeff

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Oracle CRM On Demand Reporting Michael D. Lairson, 2009-02-14 Your One Stop Guide to Oracle CRM On Demand Reporting Plan build and distribute data rich business intelligence reports with ease Oracle CRM On Demand Reporting details the entire report building process and explains how to use the powerful features available in Answers On Demand to create and share comprehensive integrated reports The book includes proven strategies for report design and development real world examples formatting tips advanced reporting techniques and sample formulas Convert disparate corporate data into actionable business intelligence with help from this detailed guide Maximize the features of Answers On Demand Strategically plan your reports Format sort filter and modify report data Use column formulas with numeric date and time and text data Apply logic and transform data with column formulas Format report title and table views Add charts graphs pivot tables filter prompts and interactivity to reports Configure advanced views and create custom dashboards Manage reports and control access

Oracle Crm On Demand Reporting Michael D. Lairson, 2008 This book covering Oracle CRM On Demand reporting delivers comprehensive feature and function information while providing guidance and strategies for report design and development Real world case studies formatting tips and sample formulas are included throughout The book will be invaluable to those new to Oracle CRM On Demand as well as seasoned users in need of advanced reporting techniques

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Oracle CRM On Demand Combined Analyses Michael D. Lairson, 2010-11-22 Master the Combined Analysis Tools in Oracle CRM on Demand Drive better decision making across your enterprise using the reporting and analysis techniques in this Oracle Press guide Through clear explanations and detailed case studies Oracle CRM on Demand Combined Analyses shows you how to deliver real time insightful business intelligence to end users Learn how to perform multiple queries join tables format result columns and add interactivity to your reports Methods for filtering the results of a combined analysis are also covered in this practical resource Create edit and join

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Oracle CRM On Demand Dashboards Michael D. Lairson, 2010-08-22 Design and Deliver Oracle CRM On Demand Dashboards Create custom interactive dashboards to deliver actionable business intelligence directly to end users with help from this Oracle Press guide Oracle CRM On Demand Dashboards provides comprehensive coverage of the versatile features available in Oracle Answers On Demand coupled with detailed planning and design strategies for building and deploying reports and dashboards with Oracle CRM On Demand Real world examples and time saving formatting tips are included throughout this practical resource Configure administrative settings to access report and dashboard development tools Take advantage of built in dashboards Plan dashboards and reports based on business needs Create edit manage save and delete custom dashboards Configure dashboard properties and pages Add and configure dashboard objects such as guided navigation links images and folders Display and arrange reports on dashboards Develop dashboard filter prompts Deploy dashboards to Oracle CRM On Demand end users

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Oracle Database 11g PL/SQL Programming Workbook Michael McLaughlin, John M. Harper, 2010-02-10 Ramp Up Your PL SQL Programming Skills Master PL SQL through the hands on exercises extensive examples and real world projects inside this Oracle Press guide Filled with best practices Oracle Database 11g PL SQL Programming Workbook covers all the latest features and enhancements of the language Mastery checks at the end of each chapter reinforce the material covered and sample code from the book is available for download Even experienced Oracle professionals will benefit from this practical resource Understand the Oracle development architecture and the mechanics of

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Oracle Self-Service Applications Melanie Anjele Cameron, 2010-05-06 Maximize the Capabilities of Oracle Self Service Applications Get complete coverage of Oracle E Business Suite's self service modules including Oracle iProcurement Oracle Internet Expenses Oracle iSupplier Portal and

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Goyal, 2011-02-28 This book constitutes the refereed proceedings of the 5th International Conference on Information Systems Technology and Management ICISTM 2011 held in Gurgaon India in March 2011 The 35 revised full papers presented together with 4 short papers were carefully reviewed and selected from 106 submissions The papers are organized in topical sections on information management information systems information technology healthcare information management and technology business intelligence applications as well as management science and education Oracle Hyperion Financial

Management Tips And Techniques Peter Fugere, 2011-10-22 Master Oracle Hyperion Financial Management Consolidate financial data and maintain a scalable compliance framework with expert instruction from an Oracle ACE Oracle Hyperion Financial Management Tips Techniques provides advanced time saving procedures not documented in user manuals or help files Find out how to configure Oracle Hyperion Financial Management import and reconcile data deliver dynamic business reports and automate administrative tasks Strategies for supporting testing and tuning your application are also covered in this comprehensive Oracle Press guide Establish objectives and develop an effective rollout plan Set up and customize Oracle Hyperion Financial Management Create rules using VBScript and the Calculation Manager feature of Oracle Hyperion Foundation Services Load test and reconcile your data with Oracle Data Integrator and Oracle Hyperion Financial Data Quality Management Design update and distribute Web based business reports Integrate content from Microsoft Excel Word and PowerPoint using SmartView Work with the Lifecycle Management feature of Oracle Hyperion Foundation Services Identify and resolve performance design and capacity problems **Achieving Extreme Performance with Oracle**

Exadata Rick Greenwald, Robert Stackowiak, Maqsood Alam, Mans Bhuller, 2011-03-08 Maximize Oracle Exadata Capabilities Leverage all of the powerful features available in the Oracle Exadata Database Machine using the proven techniques inside this Oracle Press guide Written by Oracle experts Achieving Extreme Performance with Oracle Exadata shows you how to take full advantage of this complete optimized package of software servers and storage Best practices for enterprise

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consumer behavior The Handbook of Research on Managing and Influencing Consumer Behavior discusses the importance of understanding and implementing customer knowledge management and customer relationship management into everyday business workflows This comprehensive reference work highlights the changes that the Internet and social media have brought to consumer behavior and is of great use to marketers businesses academics students researchers and professionals

Oracle Fusion Middleware 11g Architecture and Management Reza Shafii, Stephen Lee, Gangadhar Konduri, 2011-06-22

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