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Lead Detail: Dan Brown

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Key Lead Information

Mr./Ms./Mr.

First Name Dan

Last Name Brown

Job Title IT Director

Referred By

Primary Phone #

Cellular Phone #

Work Fax #

Email

Company

Billing

Country USA

Number/Street

Address 2

Address 3

City

County

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
SLA

Specific Lead Source: SJC Storage Series 2010

Sales Feedback: Reduce business risk

Lead Nurture Tracks: Scaling your Storage Tls, Scale at Low Costs
Tls

Description

Completed Activities [Log A Call](#)

	Priority	Subject	Activity	Type	Due Date	Completed Date	Status	Alias
Edit	1-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 Oracle Press

Michael D. Lairson



Oracle Crm On Demand Reporting Oracle Press:

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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

Oracle CRM On Demand Embedded Analytics Michael D. Lairson, 2011-02-22 Link and Embed Oracle CRM On Demand Reports Integrate business intelligence directly into day to day business processes by presenting analytic reports to end users in applications Oracle CRM On Demand Embedded Analytics shows you how to link and embed reports throughout Oracle CRM On Demand This Oracle Press guide explains how to plan design and develop reports make them available through hyperlinks and embed reports in a variety of locations easily accessible to end users Real world examples and time saving tips are included throughout this practical resource Navigate the report development environment within Oracle CRM On Demand Configure administrative settings to access report development and embedding tools Design reports for linking and embedding in applications Format columns filter data and add and edit views including pivot tables and pivot charts Add link functionality to Oracle CRM On Demand and your reports Embed reports using HTML and URL encoding Display reports inside dashboards and on home page screens Embed reports inside other reports Add reports and dashboards to custom Web tabs and desktop applications Include external sites in reports

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

Oracle CRM On Demand Deployment Guide Jeff Saenger, Tim Koehler, Louis Peters, 2010-06-05 Master Oracle CRM On Demand Foster long term customer relationships and accelerate productivity using the proven strategies and best practices in this Oracle Press guide Oracle CRM On Demand Deployment Guide shows how to set up customize and manage a dynamic software as a service solution across your enterprise Develop implementation plans maximize user adoption build applets and portals integrate Web 2.0 features and use analytics dashboards The latest design tuning and data security techniques are also covered in this practical resource Establish business objectives project requirements and key success metrics Staff an implementation team and develop effective rollout plans Configure deploy and administer Oracle CRM On Demand Manage users and restrict access using roles and privileges Customize sales marketing and service processes with the object model Embed external content and URLs using the web services API Distribute real time BI using dashboards and advanced reporting tools Incorporate web tabs mashups Google services and RSS feeds Use workflow to automate business process management

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**

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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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