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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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Michael D. Lairson



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