

Triggering Event(s):

Account Manager generates lead by making non-requested call on new or existing client (cold call).

Account Manager follows up on leads received from:

- Direct client request
- Telecommunications group (UST)
- Friends/Relatives
- Service consultants at project site
- Marketing's Internet feedback

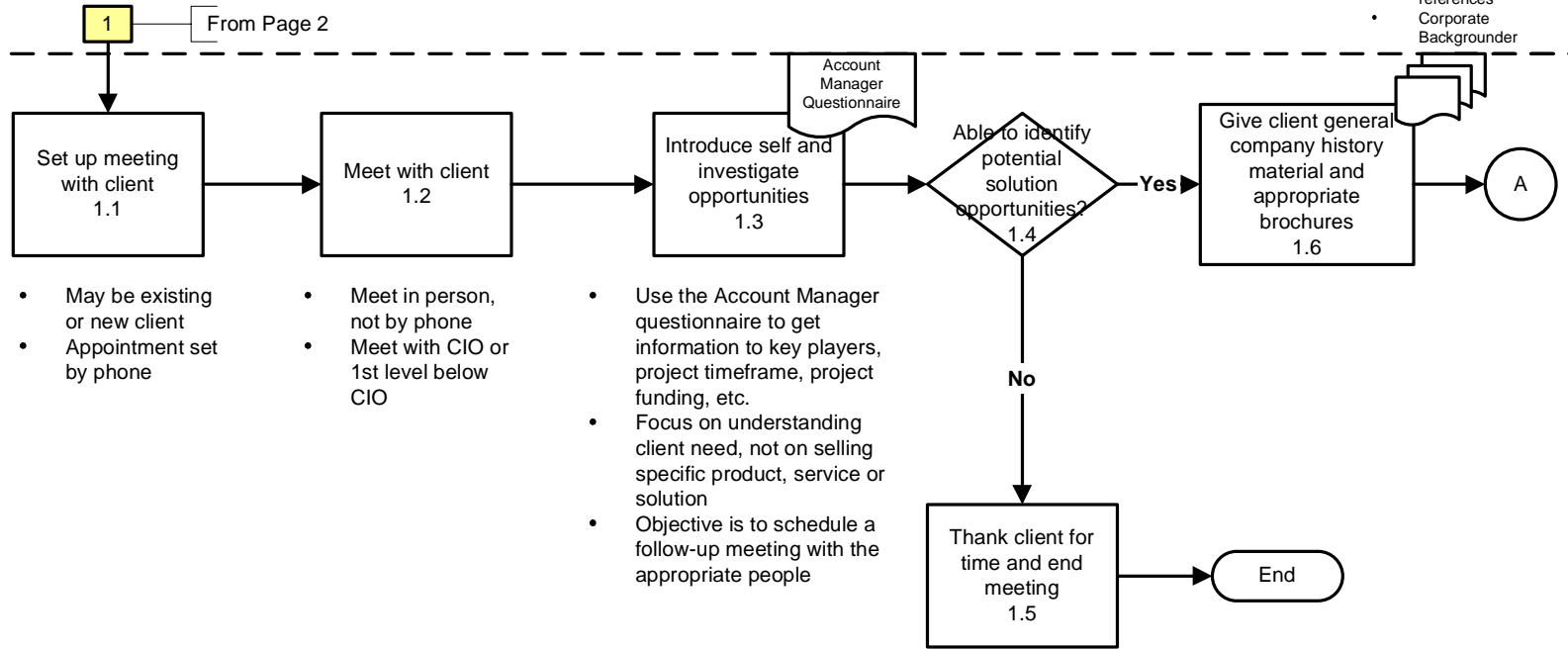
Inputs:

- Account Manager Questionnaire
- Sales Materials (brochure, testimonials, product overviews, etc.)
- Laptop

Business Solution Manager

Account Manager

Sales Team

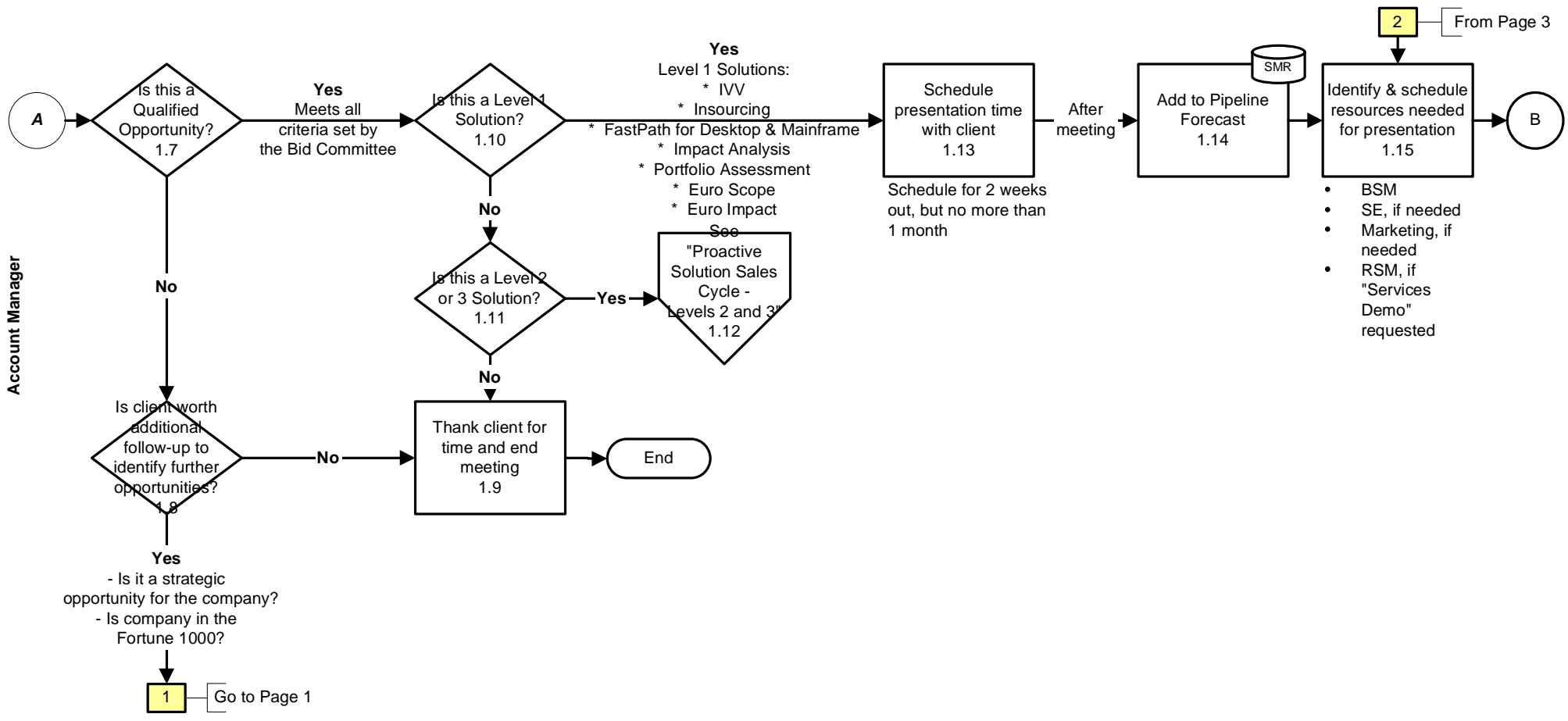


1 hour meeting

Business Solution Manager

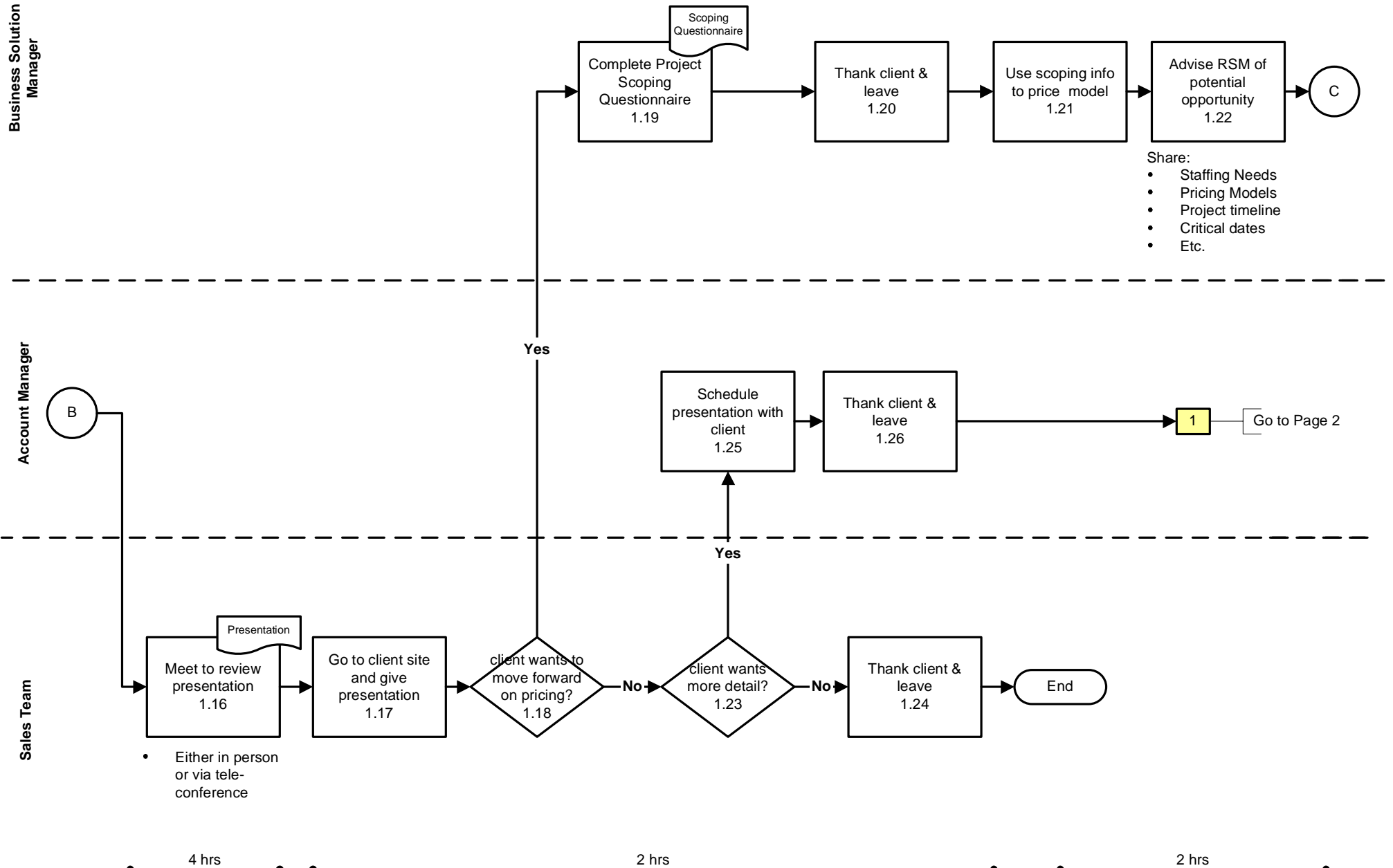
Account Manager

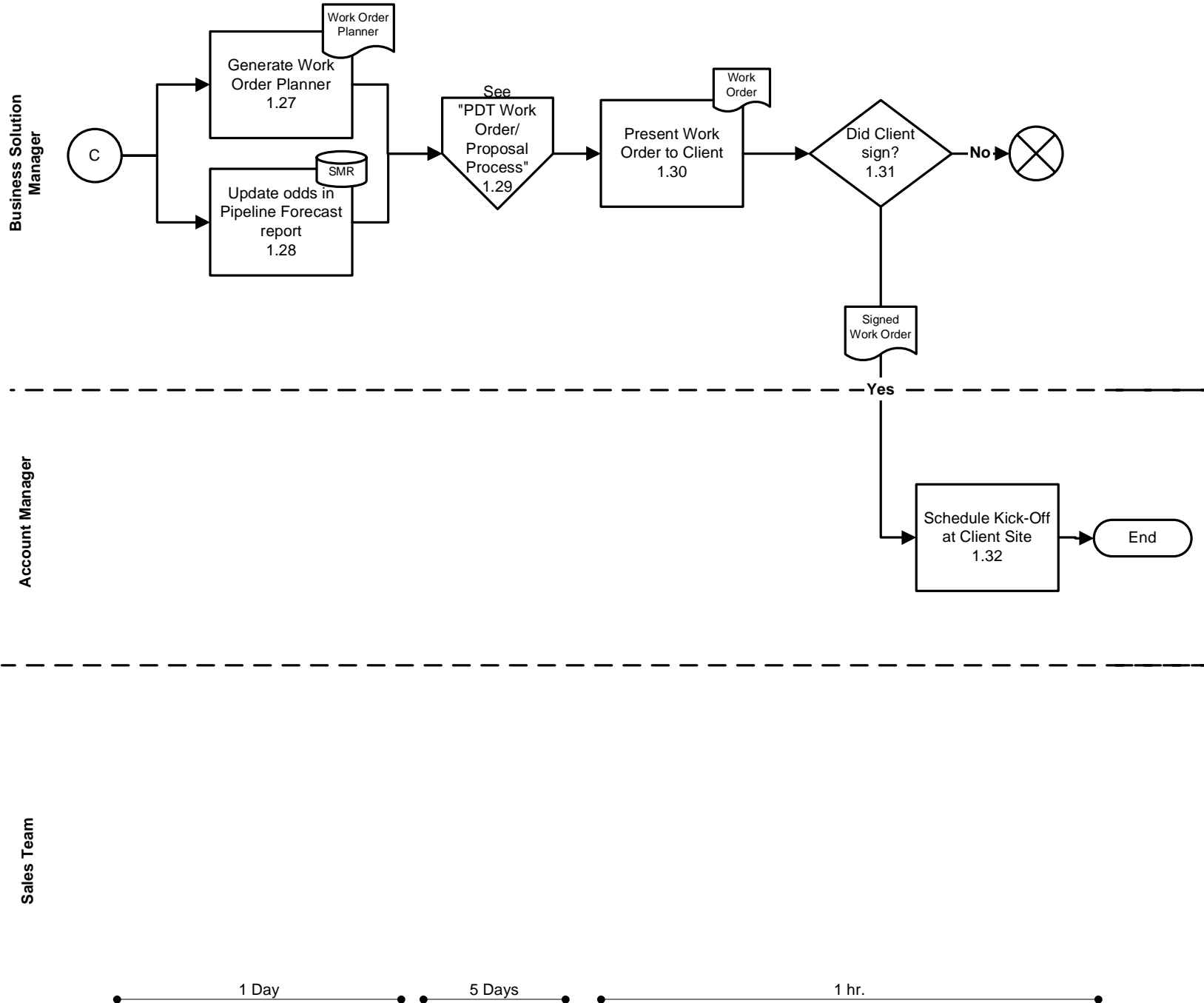
Sales Team



1 hour meeting

2 hrs





End Point:

Client has signed work order
 -or-
 Opportunity has been determined to be unqualified
 -or-
 Client has chosen not to move forward

Outputs:

- Completed Work Order Planner
- Signed Work Order
- Updated Pipeline Forecast
- Tailored client presentation

