

Prepared for:

TSL Client
Date



Enterprise Prospecting Solutions for IT Companies

TSL Client Lead Report

Sample Corporation
PO Box 1111
San Jose, CA 55555

Lead Rating: Immediate Lead



Enterprise Prospecting Solutions for IT Companies
www.tsleads.com

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USA
877 258 7703

TSL House
Burrin Street
Carlow, Ireland
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Soane Point
6-8 Market Street
Reading, Berkshire, RG1 2GE, UK
0800 085 4005

Company Information:

Target Company

Sample Corporation

Fiscal Year End

December 31

Address

PO Box 1111
San Jose, CA 55555

Employees

31000

Revenues(Millions)

5540

Telephone

555 555 5555

Business Description:

Sample Corporation is a leading domestic producer of industrial resins and catalysts as well as specialty intermediates and additives. The company's corporate headquarters and manufacturing facilities are located in San Jose, CA. The organization consists of three divisions.

Initiative Summary:

Next Step:

A conference call meeting has been confirmed for November 1 at 2pm with Mr. Bob S. He has received an information packet via email.

Initiative:

Mr. Bob S stated that the company plans to select an ERP solution by the 2nd quarter of this year at the latest. The company hopes to integrate a total solution. The key modules the company plans to evaluate are financial, sales, manufacturing and logistics. Mr. S stated that the company was very impressed with the X



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ERP solution at the time of evaluation. However, Mr. S continued that the company is open to evaluating other providers.

Key Issues:

Mr. S continued that one of the key issues will be budget. The company wishes to implement a total solution, but will have a limited budget. Therefore, Mr. S added, the ERP provider who can supply a cost effective solution will have a competitive advantage in the evaluation process. Mr. S was interested in TSL Client as an ERP provider because they offer Tier 1 solutions at Tier 2 pricing.

Reasons to Change:

Mr. S stated that ERP solution is critical, as the Management Resource Planning system in operation is out-dated. The application software package the company uses is not sufficient for their manufacturing process.

Purchasing Dynamics:

Budget:

Mr. S stated that the budget for ERP implementation will be \$150,000-\$300,000.

Decision Making Process:

Mr. S confirmed that he will make the final decision after consulting with with senior officers and their Board. Mr. Dan Yee is also expected to be a key evaluator in the process.

Timeframe:

Mr. S continued that evaluation of ERP providers has already begun with a purchase decision to be made by March.

Background Information:

Current ERP Solution:

Mr. Bob S, Director of IT, stated that the company does not have an ERP solution in place. The company is currently using an MRP system.

Main Computing Platforms:

Mr. Bob S, Director of IT, stated that the company's main computing platform is a Windows NT.



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Contacts:

Salutation: Mr.
First Name: M
Last Name: Key
Title: VP of Technology & Services
Interviewed: No
Info request: No

Salutation: Mr.
First Name: Bob
Last Name: S
Title: Director of IT/Head of Logistics
Interviewed: Yes
Info request: Yes

Salutation: Mr.
First Name: Dan
Last Name: Yee
Title: COO
Interviewed: No
Info request: No

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