



## *Seamless Integration with Oracle Discoverer & Oracle Financials*

### Screen Shot Overview

BBB Intelligence is designed specifically for use with Oracle's Enterprise Applications. It integrates seamlessly with Oracle Order Management and Oracle Discoverer.

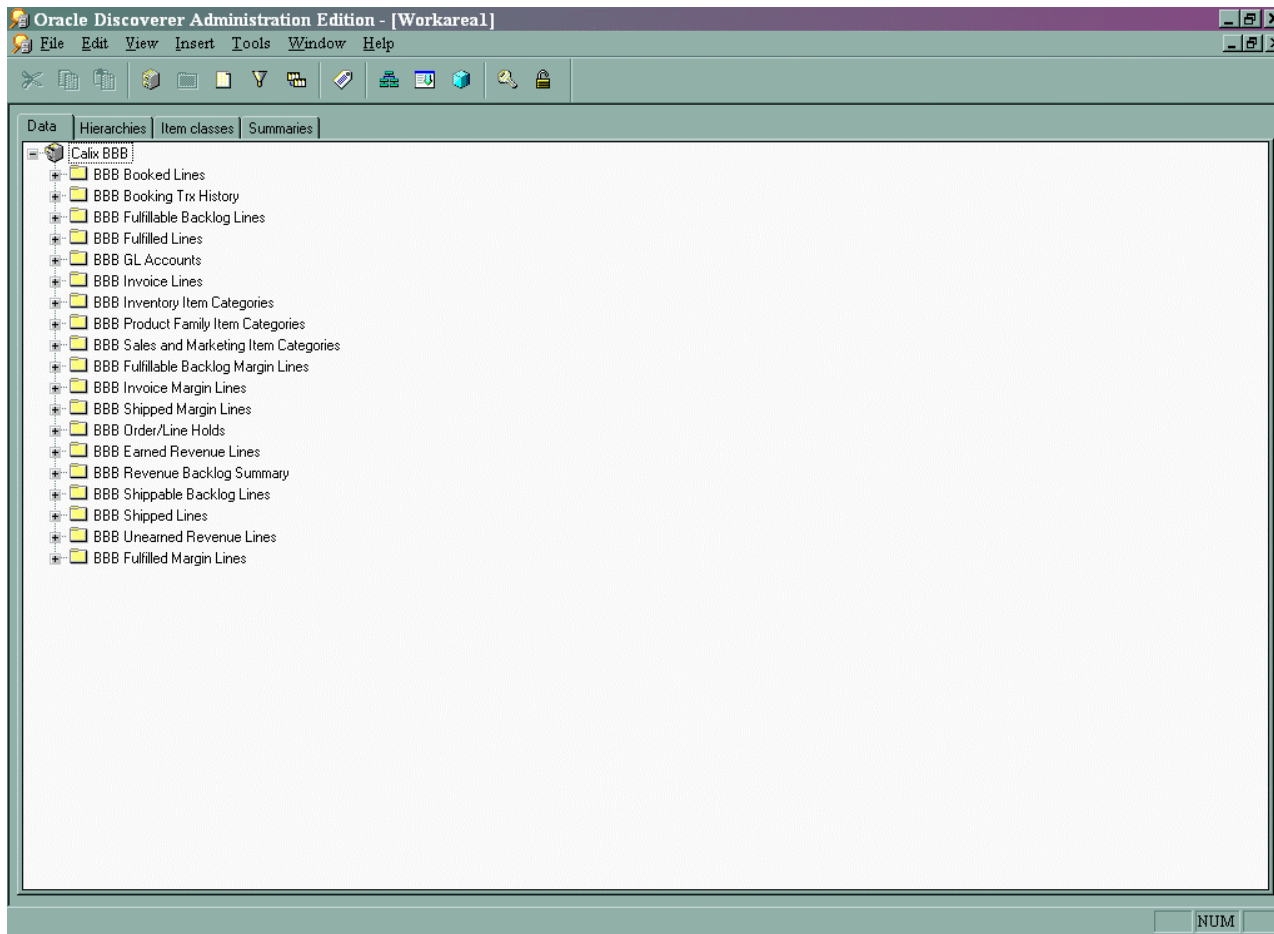
# Table of Contents

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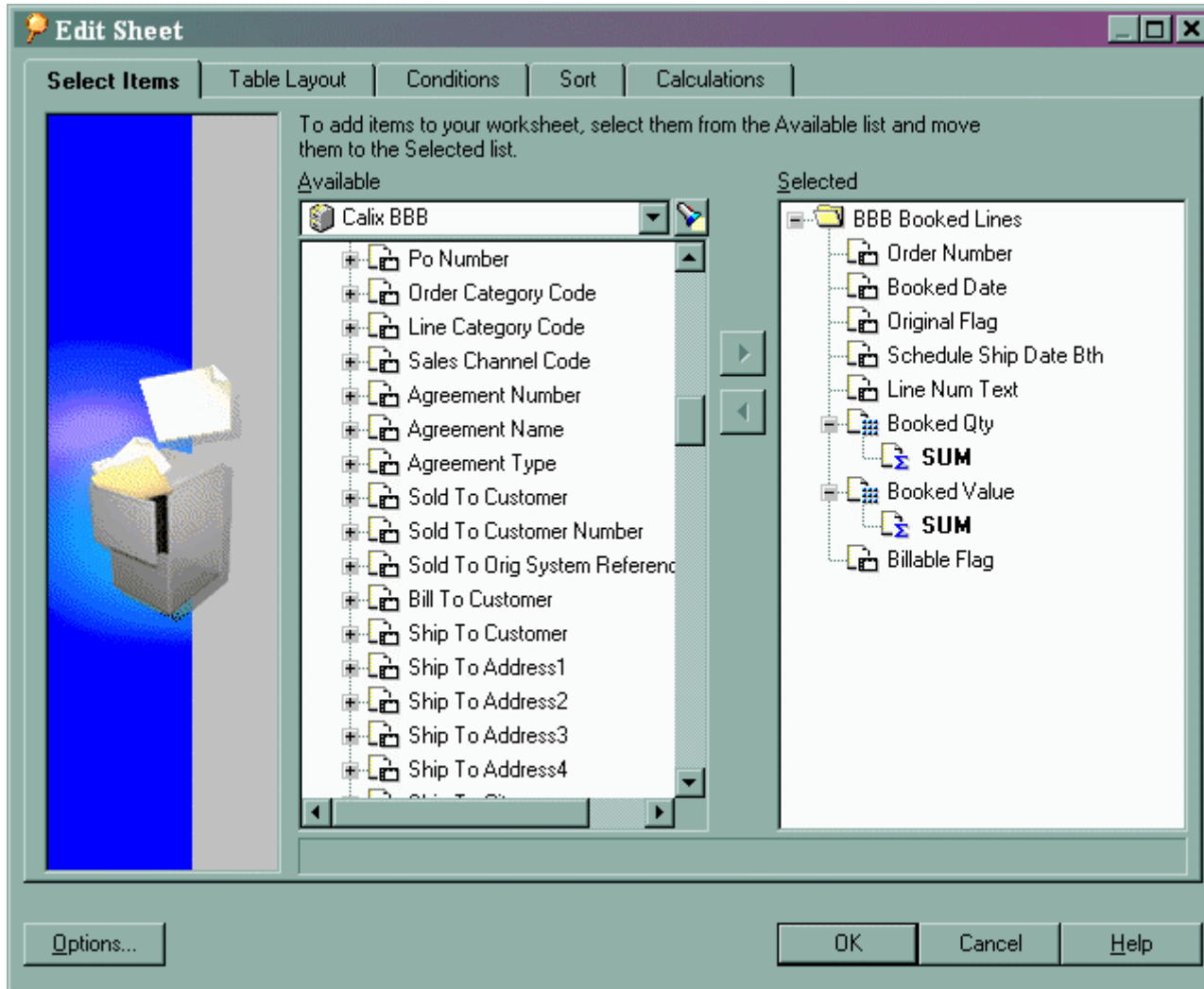
BBB Intelligence Views Registered in an Oracle Discoverer Business Area	3
Create/Edit Discoverer Workbook Reports using BBBi Views	4
Booking Summary by Order Category and Salesperson	5
Booking Line Details	6
Fulfillment Summary by Shippable Code and Order Category	7
Fulfillment Line Details by Order Number	8
Revenue Backlog Summary (Report Output in PDF)	9
BBB Objects (Displays all Database Objects for BBB Intelligence)	10
BTH Column Definitions and Change Engine Compilation	11
BTH View Order Change History	12
BTH Booking Details by Customer/Order	13
BTH Booking Summary by Customer	14
BTH Booking Summary by Territory/Salesperson	15

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## BBB Intelligence Views Registered in an Oracle Discoverer Business Area



## Create/Edit Discoverer Workbook Reports using BBi Views



## Booking Summary by Order Category and Salesperson

Oracle Discoverer - [BBB Booked Lines]

File Edit View Sheet Format Tools Graph Window Help

Page Items: Billable Flag: Y Schedule Ship Date Year: 2003

		USD							
		2003-4:Apr-03	2003-5:May-03	2003-6:June-03	2003-7:July-03	2003-8:Aug-03	2003-9:Sep-03		Sum
ORDER		\$255,135	\$2,834,940	\$3,060,400	\$716,935	\$76,445	\$170,685	\$1,150	\$7,115,690
ALLEN, WILLIAM				\$1,390					\$1,390
CARPINELLI, MIKE		\$33,674	\$161,955	\$1,195,016	\$80,870	\$27,130		\$1,150	\$1,499,795
FLEMING, MITCH		\$19,312	\$750,289	\$297,516	\$75,675	\$49,315	\$170,685		\$1,362,792
HARRIS, JOHN		\$12,145	\$21,950						\$34,095
LAMM, JERRY		\$6,300	\$144,774	\$85,098	\$35,883				\$272,055
No Sales Credit		\$37,900	\$20,775	\$671,373					\$730,048
ROACH, TONY		\$71,293	\$926,226	\$640,446	\$523,060			\$0	\$2,161,024
RUTKA, STEPHEN			\$85,587						\$85,587
SCHLEGEL, JESSE		\$17,550	\$245,291	\$22,604	\$1,448				\$286,893
TOOLE, DOW		\$56,961	\$478,094	\$146,958				\$0	\$682,012
Sum		\$255,135	\$2,834,940	\$3,060,400	\$716,935	\$76,445	\$170,685	\$1,150	\$7,115,690

Summary by Order Category & Salesrep Sheet

For Help, press F1

# Booking Line Details

Oracle Discoverer - [BBB Booked Lines]

File Edit View Sheet Format Tools Graph Window Help

Page Items: Billable Flag: Y Line Status: AWAITING\_SHIPPING

	Order #	Booked	Original?	Scheduled Date	Line No	Qty	Value	Hold Flag	Sold To Customer	Line Category	Shi	
>	1	100316	02-MAY-2003	N	10-JUN-2003	1.2	25	\$63,550.00	N	SKYLINE TELEPHONE MEMBERSHIP CO.	ORDER	Y
>	2	100431	18-APR-2003	N	08-MAY-2003	2.2	5	\$19,975.00	N	WINNEBAGO COOPERATIVE TELEPHONE ASSOCIATION	ORDER	Y
>	3	100431	16-MAY-2003	N	08-MAY-2003	2.2	-5	-\$19,975.00	N	WINNEBAGO COOPERATIVE TELEPHONE ASSOCIATION	ORDER	Y
>	4	100431	16-MAY-2003	N	23-MAY-2003	2.2	5	\$19,975.00	N	WINNEBAGO COOPERATIVE TELEPHONE ASSOCIATION	ORDER	Y
>	5	100472	29-APR-2003	Y	10-JUN-2003	23.1	2	\$1,390.00	N	ARCTIC SLOPE TELEPHONE	ORDER	Y
>	6	100576	16-MAY-2003	N	01-MAY-2003	3.1	-1	-\$3,915.10	N	HANCOCK TELECOM	ORDER	Y
>	7	100576	16-MAY-2003	N	23-MAY-2003	3.1	1	\$3,915.10	N	HANCOCK TELECOM	ORDER	Y
>	8	100606	11-APR-2003	Y	17-JUN-2003	11.1.12	6	\$0.00	N	CENTURYTEL	ORDER	Y
>	9	100606	11-APR-2003	Y	17-JUN-2003	11.1.13	4	\$0.00	N	CENTURYTEL	ORDER	Y
>	10	100606	11-APR-2003	Y	17-JUN-2003	11.1.14	8	\$0.00	N	CENTURYTEL	ORDER	Y
>	11	100606	11-APR-2003	Y	17-JUN-2003	11.1.2	2	\$0.00	N	CENTURYTEL	ORDER	Y
>	12	100606	11-APR-2003	Y	17-JUN-2003	11.1.3	1	\$0.00	N	CENTURYTEL	ORDER	Y
>	13	100606	11-APR-2003	Y	17-JUN-2003	11.1.4	4	\$0.00	N	CENTURYTEL	ORDER	Y
>	14	100606	11-APR-2003	Y	17-JUN-2003	11.1.5	4	\$0.00	N	CENTURYTEL	ORDER	Y
>	15	100606	11-APR-2003	Y	17-JUN-2003	11.1.7	1	\$0.00	N	CENTURYTEL	ORDER	Y
>	16	100606	11-APR-2003	Y	17-JUN-2003	11.1.8	2	\$0.00	N	CENTURYTEL	ORDER	Y
>	17	100606	11-APR-2003	Y	17-JUN-2003	11.1.9	1	\$0.00	N	CENTURYTEL	ORDER	Y
>	18	100606	06-MAR-2003	Y	17-JUN-2003	1.1	4	\$226.52	N	CENTURYTEL	ORDER	Y
>	19	100606	06-MAR-2003	Y	17-JUN-2003	10.1	4	\$121.96	N	CENTURYTEL	ORDER	Y
>	20	100606	06-MAR-2003	Y	17-JUN-2003	2.1	2	\$113.26	N	CENTURYTEL	ORDER	Y
>	21	100606	06-MAR-2003	Y	17-JUN-2003	3.1	2	\$7,484.04	N	CENTURYTEL	ORDER	Y
>	22	100606	06-MAR-2003	Y	17-JUN-2003	4.1	3	\$14,362.56	N	CENTURYTEL	ORDER	Y
>	23	100606	06-MAR-2003	Y	17-JUN-2003	5.1	26	\$42,926.52	N	CENTURYTEL	ORDER	Y
>	24	100606	06-MAR-2003	Y	17-JUN-2003	7.1	1	\$97.38	N	CENTURYTEL	ORDER	Y
>	25	100606	06-MAR-2003	Y	17-JUN-2003	8.1	4	\$1,209.52	N	CENTURYTEL	ORDER	Y
>	26	100606	11-APR-2003	Y	17-JUN-2003	11.1.1	4	\$0.00	N	CENTURYTEL	ORDER	Y
>	27	100606	11-APR-2003	Y	17-JUN-2003	11.1.10	1	\$0.00	N	CENTURYTEL	ORDER	Y

Summary by Order Category & Salesrep | Line Details

For Help, press F1

## Fulfillment Summary by Shippable Code and Order Category

Oracle Discoverer - [BBB Fulfillment Summary]

File Edit View Sheet Format Tools Graph Window Help

Page Items: Billable Flag: Y

	Order Value				Actual Cost				Margin %		
	2003-01:Jan-03	2003-02:Feb-03	2003-03:Mar-03	Sum	2003-01:Jan-03	2003-02:Feb-03	2003-03:Mar-03	Sum	2003-01:Jan-03	2003-02:Feb-03	2003-03:Mar-03
Non-Shippable	\$84,352	\$200,395	\$514,746	\$799,493	\$0	\$0	\$0	\$0	100%	100%	100%
ORDER	\$84,352	\$200,395	\$514,034	\$798,781	\$0	\$0	\$0	\$0	100%	100%	100%
RETURN			\$712	\$712			\$0	\$0			100%
Shippable	\$758,357	\$721,313	\$3,782,329	\$5,261,999	\$739,262	\$779,352	\$3,316,951	\$4,835,564	3%	-8%	12%
ORDER	\$766,947	\$824,319	\$3,815,673	\$5,406,938	\$752,145	\$863,465	\$3,352,916	\$4,968,526	2%	-5%	12%
RETURN	-\$8,590	-\$103,006	-\$33,344	-\$144,940	-\$12,883	-\$84,114	-\$35,965	-\$132,961	-50%	18%	-8%
Sum	\$842,709	\$921,708	\$4,297,075	\$6,061,491	\$739,262	\$779,352	\$3,316,951	\$4,835,564	12%	15%	23%

Summary Detail Order Number Detail

For Help, press F1

NUM

## Fulfillment Line Details by Order Number

Oracle Discoverer - [BBB Fulfillment Summary]

File Edit View Sheet Format Tools Graph Window Help

BBB Intelligence  
 BBB Fulfillment Summary: Order Number Detail  
 Trx Date From: 01-MAR-2003, Trx Date To: 31-MAR-2003

Page Items: Order Number: 100069 Billable Flag: Y

	Transaction Date	Line No	Qty	Unit Selling Price	Order Value	Actual Cost	Margin %	Invoiced	Ship To Customer	Shippable Code	Item	
> 1	14-MAR-2003	7.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 2	14-MAR-2003	8.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
> 3	14-MAR-2003	16.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 4	14-MAR-2003	17.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
> 5	14-MAR-2003	24.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 6	14-MAR-2003	25.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
> 7	14-MAR-2003	32.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 8	14-MAR-2003	33.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
> 9	14-MAR-2003	40.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 10	14-MAR-2003	41.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
> 11	14-MAR-2003	49.1	1	\$5,524.15	\$5,524.15	\$3,027.21	45%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00054	10/100 Ethernet,
> 12	14-MAR-2003	50.1	1	\$121.25	\$121.25	\$307.64	-154%	Y	ABBA TECHNOLOGIES, INC.	Shippable	100-00215	Ethernet Interfac
13	Sum		12		\$33,872.40	\$20,009.10	41%					

Summary Detail Order Number Detail

NUM

## Revenue Backlog Summary (Report Output in PDF)

Adobe Acrobat - [BBB Revenue Backlog.pdf]

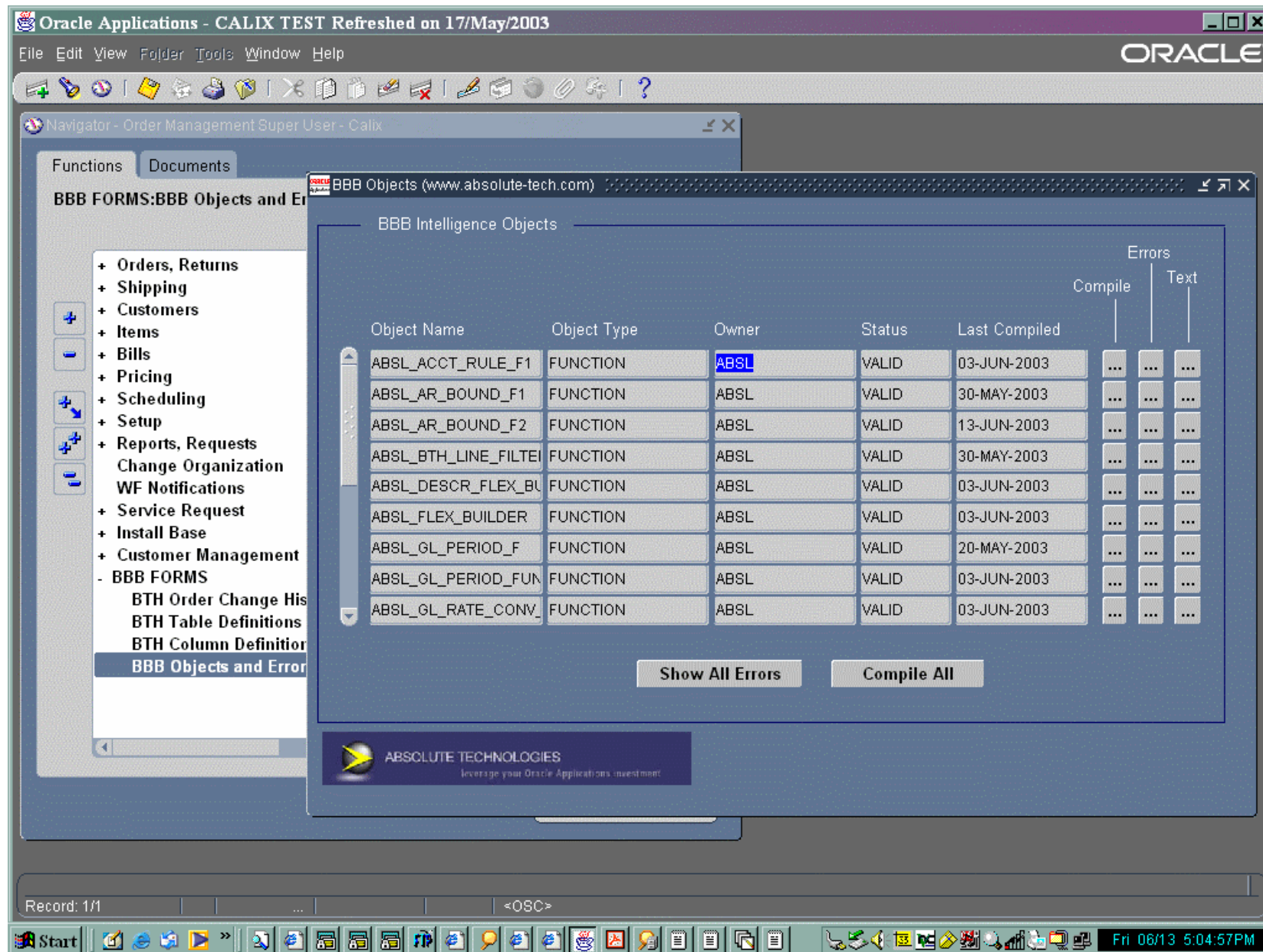
File Edit Document Tools View Window Help

**BBB Intelligence**  
**BBB Beg/End Backlog: Revenue Backlog**  
**From Period Start Date: 01-MAR-2003**

	Value SUM									Sum
	26-APR-2003 Apr-03	24-MAY-2003 May-03	28-JUN-2003 June-03	26-JUL-2003 July-03	23-AUG-2003 Aug-03	27-SEP-2003 Sep-03	25-OCT-2003 Oct-03	22-NOV-2003 Nov-03	31-DEC-2003 Dec-03	
<b>BEG BACKLOG</b>	\$3,697,676	\$3,249,531	\$6,867,109	\$6,904,128	\$6,900,747	\$6,898,844	\$6,897,498	\$6,896,846	\$6,896,394	\$55,208,772
Non-Shippable	\$518,418	\$512,404	\$1,491,034	\$1,487,660	\$1,484,279	\$1,482,376	\$1,481,030	\$1,480,378	\$1,479,926	\$11,417,506
Shippable	\$3,179,258	\$2,737,127	\$5,376,076	\$5,416,468	\$5,416,468	\$5,416,468	\$5,416,468	\$5,416,468	\$5,416,468	\$43,791,266
<b>BOOKINGS</b>	\$1,476,330	\$5,476,132	\$40,392	\$0	\$0	\$0	\$0	\$0	\$0	\$6,992,853
Non-Shippable	\$451,082	\$1,214,117	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,665,199
Shippable	\$1,025,247	\$4,262,015	\$40,392							\$5,327,654
<b>REV RECOGNIZED</b>	-\$1,924,474	-\$1,858,554	-\$3,374	-\$3,381	-\$1,903	-\$1,346	-\$652	-\$452	-\$302	-\$3,794,437
Non-Shippable	-\$457,096	-\$235,487	-\$3,374	-\$3,381	-\$1,903	-\$1,346	-\$652	-\$452	-\$302	-\$703,993
Shippable	-\$1,467,378	-\$1,623,066								-\$3,090,445
<b>Ending Backlog</b>	\$3,249,531	\$6,867,109	\$6,904,128	\$6,900,747	\$6,898,844	\$6,897,498	\$6,896,846	\$6,896,394	\$6,896,092	\$58,407,188

145% 1 of 1 11 x 8.5 in

## BBB Objects (Displays all Database Objects for BBB Intelligence)



Oracle Applications - CALIX TEST Refreshed on 17/May/2003

Navigator - Order Management Super User - Calix

BBB FORMS: BBB Objects and Error

BBB Intelligence Objects

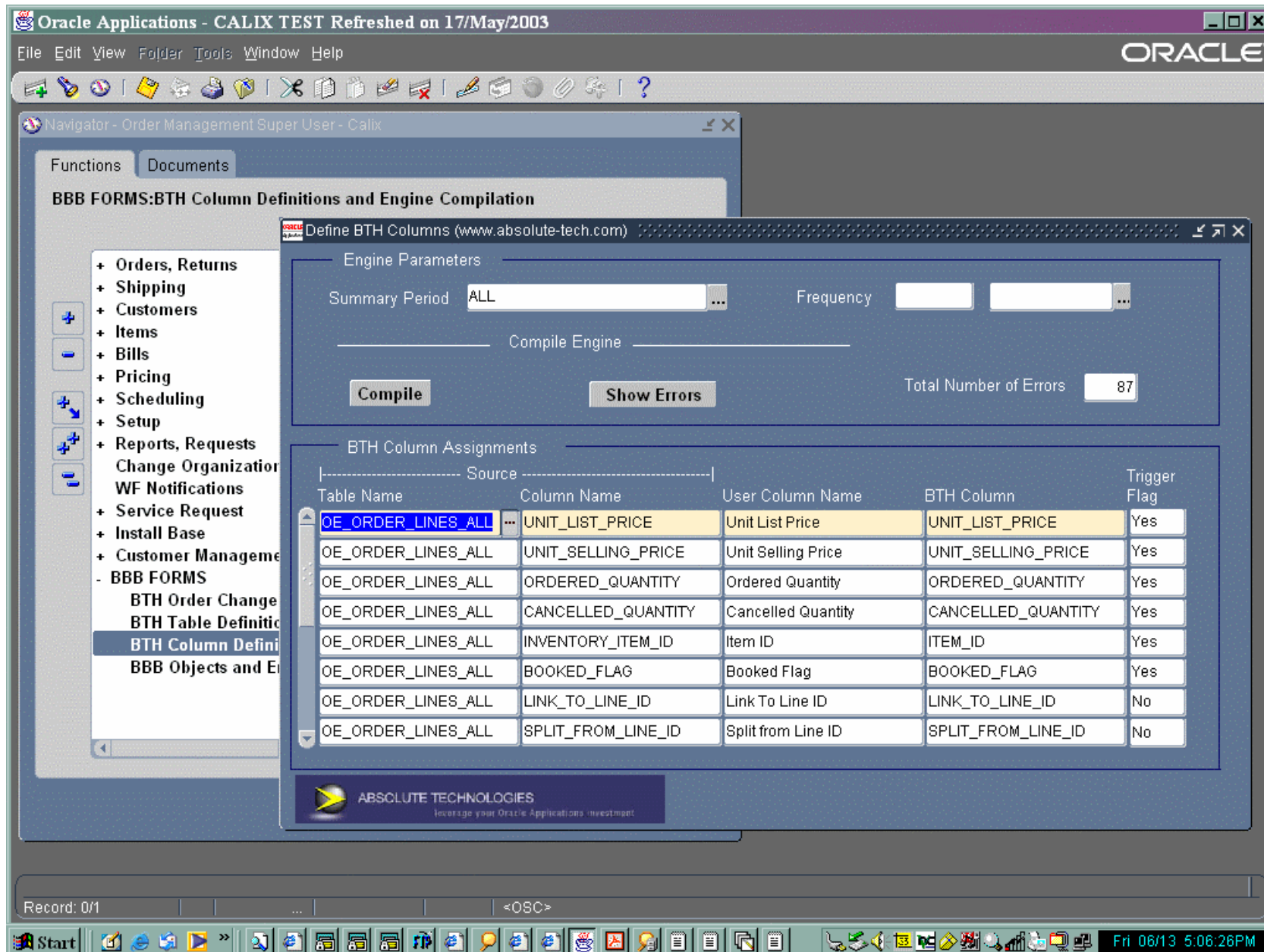
Object Name	Object Type	Owner	Status	Last Compiled	Errors	
					Compile	Text
ABSL_ACCT_RULE_F1	FUNCTION	ABSL	VALID	03-JUN-2003	...	...
ABSL_AR_BOUND_F1	FUNCTION	ABSL	VALID	30-MAY-2003	...	...
ABSL_AR_BOUND_F2	FUNCTION	ABSL	VALID	13-JUN-2003	...	...
ABSL_BTH_LINE_FILTER	FUNCTION	ABSL	VALID	30-MAY-2003	...	...
ABSL_DESCR_FLEX_BUILDER	FUNCTION	ABSL	VALID	03-JUN-2003	...	...
ABSL_FLEX_BUILDER	FUNCTION	ABSL	VALID	03-JUN-2003	...	...
ABSL_GL_PERIOD_F	FUNCTION	ABSL	VALID	20-MAY-2003	...	...
ABSL_GL_PERIOD_FUNCTION	FUNCTION	ABSL	VALID	03-JUN-2003	...	...
ABSL_GL_RATE_CONV	FUNCTION	ABSL	VALID	03-JUN-2003	...	...

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Leverage your Oracle Applications investment

Record: 1/1      <OSC>

Fri 06/13 5:04:57PM

## BTH Column Definitions and Change Engine Compilation



Oracle Applications - CALIX TEST Refreshed on 17/May/2003

File Edit View Folder Tools Window Help

Navigator - Order Management Super User - Calix

Functions Documents

BBB FORMS:BTH Column Definitions and Engine Compilation

Define BTH Columns (www.absolute-tech.com)

Engine Parameters

Summary Period: ALL Frequency: [ ]

Compile Engine

Compile Show Errors Total Number of Errors: 87

BTH Column Assignments

Table Name	Column Name	User Column Name	BTH Column	Trigger Flag
OE_ORDER_LINES_ALL	UNIT_LIST_PRICE	Unit List Price	UNIT_LIST_PRICE	Yes
OE_ORDER_LINES_ALL	UNIT_SELLING_PRICE	Unit Selling Price	UNIT_SELLING_PRICE	Yes
OE_ORDER_LINES_ALL	ORDERED_QUANTITY	Ordered Quantity	ORDERED_QUANTITY	Yes
OE_ORDER_LINES_ALL	CANCELLED_QUANTITY	Cancelled Quantity	CANCELLED_QUANTITY	Yes
OE_ORDER_LINES_ALL	INVENTORY_ITEM_ID	Item ID	ITEM_ID	Yes
OE_ORDER_LINES_ALL	BOOKED_FLAG	Booked Flag	BOOKED_FLAG	Yes
OE_ORDER_LINES_ALL	LINK_TO_LINE_ID	Link To Line ID	LINK_TO_LINE_ID	No
OE_ORDER_LINES_ALL	SPLIT_FROM_LINE_ID	Split from Line ID	SPLIT_FROM_LINE_ID	No

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leverage your Oracle Applications investment

Record: 0/1 <OSC>

Start [Taskbar icons] Fri 06/13 5:06:26PM

# BTH View Order Change History

Oracle Applications - CALIX TEST Refreshed on 17/May/2003

File Edit View Folder Tools Window Help

View Booking Transaction History (www.absolute-tech.com)

Order Number: 100500 **Find** Sold to Customer: BENTLEYVILLE TELEPHONE COMPANY Cust. No.: 1706  
 Currency: USD Order Type: Ship from Calix Show Children: Yes

BTH Transactions

Drill Down	Line	Date	Item	Quantity		Price	Salesrep	Quota	%	Schedule	Ship Date	
				Ord	Canc							
...	1.1	03-FEB-2003	100-00021	10	0	1,895.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	2.1	03-FEB-2003	100-00097	1	0	3,995.00	LAMM, JERRY	Yes	100	20-MAR-2003		
...	3.1	03-FEB-2003	100-00167	2	0	2,295.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	4.1	03-FEB-2003	100-00143	2	0	2,095.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	5.1	03-FEB-2003	100-00261	2	0	2,495.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	6.1	03-FEB-2003	100-00014	2	0	4,295.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	7.1	03-FEB-2003	100-00016	1	0	895.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	8.1	03-FEB-2003	100-00032	1	0	30.00	LAMM, JERRY	Yes	100	14-FEB-2003		
...	9.1	03-FEB-2003	100-00009	1	0	395.00	LAMM, JERRY	Yes	100	14-FEB-2003		

Item Description: Remote POTS, 24 Ports

Original Total: 49,960.00    Current Total: 49,960.00    Net Change: 0.00

Note: To find the child press the button on to the left of line number

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Record: 0/1    <OSC>

Start    Fri 06/13 12:47:29PM

## BTH Booking Details by Customer/Order

Oracle Applications - CALIX TEST Refreshed on 17/May/2003

File Edit View Folder Tools Window Help

Report: request ID - 823711

Page 1 Font Size 10

Report: BTH\_COD  
 Transaction Date From: All To All  
 Sold To Customer: All  
 Order: 100345  
 Billable: Yes   
 Quota Flag: Yes

Calix Operating Unit  
 BTH Booking Details by Customer/Order  
 US Operations   
 All Values Displayed in (USD)

Sold To Customer: ALLTEL COMMUNICATIONS Number: 1004

Order Number: 100345 Currency: USD

Trx. Date	Line	Item	Ord. Qty	Canc Qty	Selling Price	Booked Value	Desc
24-OCT-02	1.1*	100-00014	5	0	2,965.50	14,827.50	
24-OCT-02	3.1*	100-00016	2	0	715.50	1,431.00	
24-OCT-02	4.1*	100-00097	4	0	4,495.50	17,982.00	
24-OCT-02	5.1*	100-00143	2	0	1,705.50	3,411.00	
24-OCT-02	7.1*	100-00007	2	0	895.50	1,791.00	
24-OCT-02	7.1*	110-00007	2	0	0.00	0.00	
24-OCT-02	8.1*	100-00009	2	0	265.50	531.00	
24-OCT-02	9.1*	100-00032	2	0	22.50	45.00	
24-OCT-02	10.1*	110-00001	6	0	0.00	0.00	10
24-OCT-02	11.1*	100-00181	0	2	2,965.50	0.00	

Go To... First Previous Next Last

Record: 1/1 <OSC>

Start [Taskbar icons] Fri 06/13 5:10:36PM

## BTH Booking Summary by Customer

Oracle Applications - CALIX TEST Refreshed on 17/May/2003

File Edit View Folder Tools Window Help

Report: requestID - 823712

Page 1 Font Size 10

Report: BTH\_CS  
 Transaction Date From: 30-MAR-03 To 26-APR-03  
 Sold To Customer: All  
 Billable: Yes  
 Quota Flag: Yes

Calix Operating Unit   
 BTH Booking Summary by Customer  
 US Operations  
 All Values Displayed in (USD)

Customer Name	Number	Original	Difference	Actual
(CONTRACTOR) LIBLA COMMUNICATIONS, INC.	1929	1,185.00	0.00	1,185.00
ABBA TECHNOLOGIES, INC.	1166	238,270.00	0.00	238,270.00
ADVANCED COMMUNICATIONS TECHNOLOGY	1946	37,900.00	0.00	37,900.00
ALLTEL COMMUNICATIONS	1004	229,500.50	0.00	229,500.50
BARRY COUNTY TELEPHONE	1145	2,995.00	0.00	2,995.00
CENTURYTEL	1545	471,013.10	0.00	471,013.10
CP-TEL NETWORK SERVICES	1686	7,990.00	0.00	7,990.00
FRONTIER A CITIZENS COMMUNICATIONS COMPANY	1748	18,052.50	0.00	18,052.50
GUADALUPE VALLEY TELEPHONE COOPERATIVE, INC.	1505	3,295.00	0.00	3,295.00
HANCOCK TELECOM	1625	52,973.90	0.00	52,973.90
LIBERTY COMMUNICATIONS	1022	0.00	0.00	0.00
MBO CORPORATION	1021	0.00	0.00	0.00
OTTER TAIL TELECOM	1986	16,710.00	0.00	16,710.00
RANDOLPH TELEPHONE MEMBERSHIP	1025	8,380.00	0.00	8,380.00
RICHLAND-GRANT TELEPHONE	1707	8,795.00	0.00	8,795.00
RINGGOLD TELEPHONE COMPANY	1305	35,420.00	0.00	35,420.00
SKYLINE TELEPHONE MEMBERSHIP CO.	1085	20,997.51	0.00	20,997.51
SOUTHEAST COLORADO POWER ASSOCIATION	2006	15,722.00	0.00	15,722.00
SOUTHWEST TEXAS TELEPHONE CO.	1966	11,985.00	0.00	11,985.00
STATE TELEPHONE	1867	6,300.00	0.00	6,300.00

Go To... First Previous Next Last

Record: 1/1 <OSC>

Start [Taskbar icons] Fri 06/13 5:15:24PM

## BTH Booking Summary by Territory/Salesperson

Oracle Applications - CALIX TEST Refreshed on 17/May/2003

File Edit View Folder Tools Window Help

Report: request ID - 823713

Page 1 Font Size 10

Report: BTH\_TSS  
 Transaction Date From: 30-MAR-03 To 26-APR-03  
 Territory: All  
 Salesrep: All  
 Billable: Yes  
 Quota Flag: Yes

Calix Operating Unit  
 BTH Booking Summary by Territory/Salesrep  
 US Operations  
 All Values Displayed in (USD)

Territory: Unassigned

Salesrep	Salesrep Total	Orig.Rep.Total	Difference
-----	-----	-----	-----
CARPINELLI, MIKE	369,718.90	369,718.90	0.00
FLEMING, MITCH	254,592.00	254,592.00	0.00
HARRIS, JOHN	44,595.00	44,595.00	0.00
LAMM, JERRY	6,300.00	6,300.00	0.00
No Sales Credit	53,180.00	53,180.00	0.00
ROACH, TONY	471,013.10	471,013.10	0.00
RUTKA, STEPHEN	18,052.50	18,052.50	0.00
SCHLEGEL, JESSE	33,672.51	33,672.51	0.00
SWAN, THOMAS	0.00	0.00	0.00
TOOLE, DOW	225,205.50	225,205.50	0.00
<b>Territory Totals:</b>	<b>1,476,329.51</b>	<b>1,476,329.51</b>	<b>0.00</b>

Go To... First Previous Next Last

At last page.  
 Record: 1/1 <OSC>

Start | [Icons] | Fri 06/13 6:28:54PM