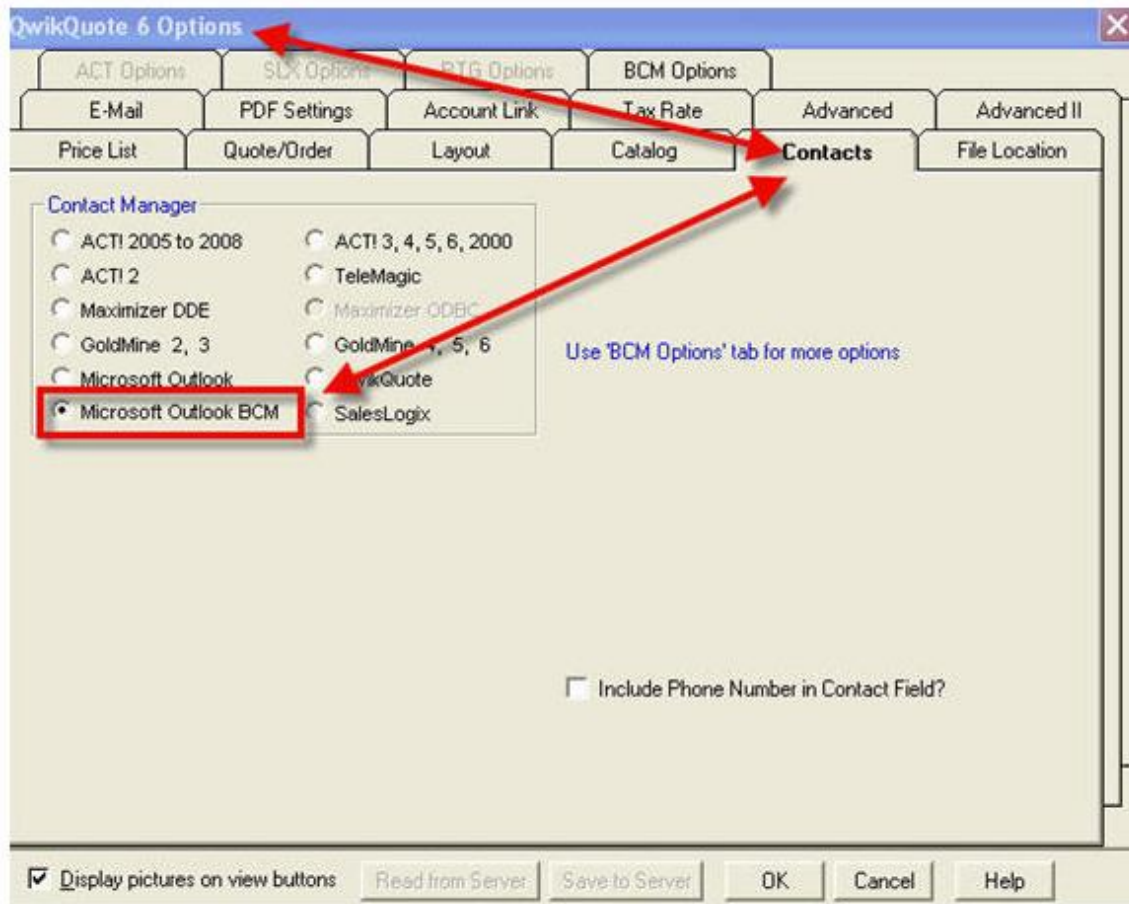


Microsoft Business Contact Manager

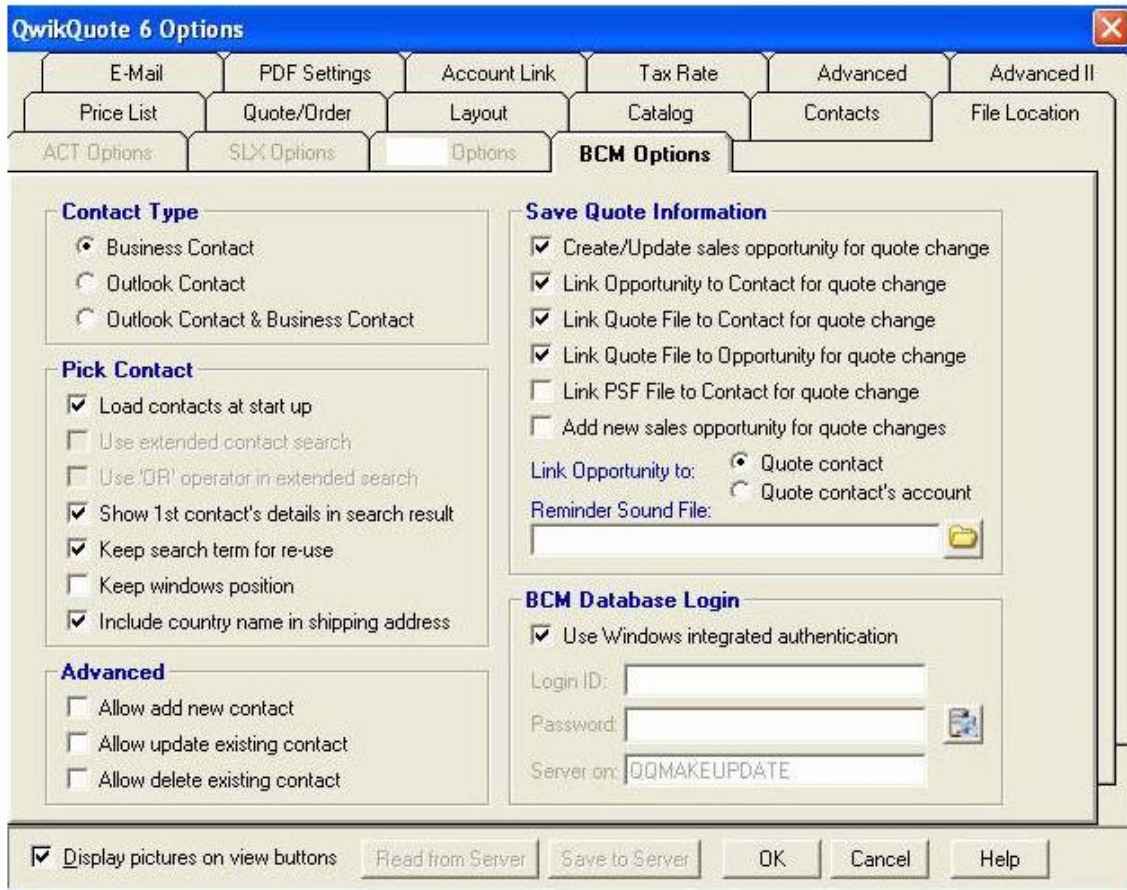
First select the MS BCM in the Options in QwikQuote.

Figure 1

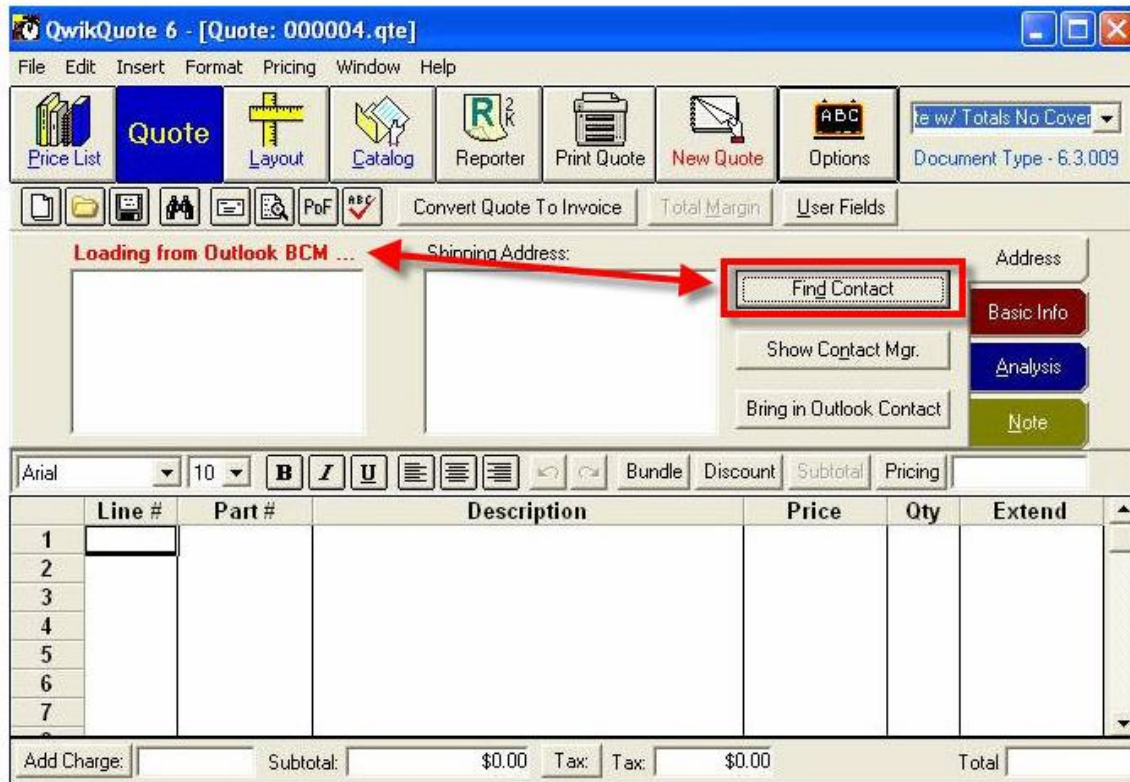


Select the criteria you want in your BCM quoting module.

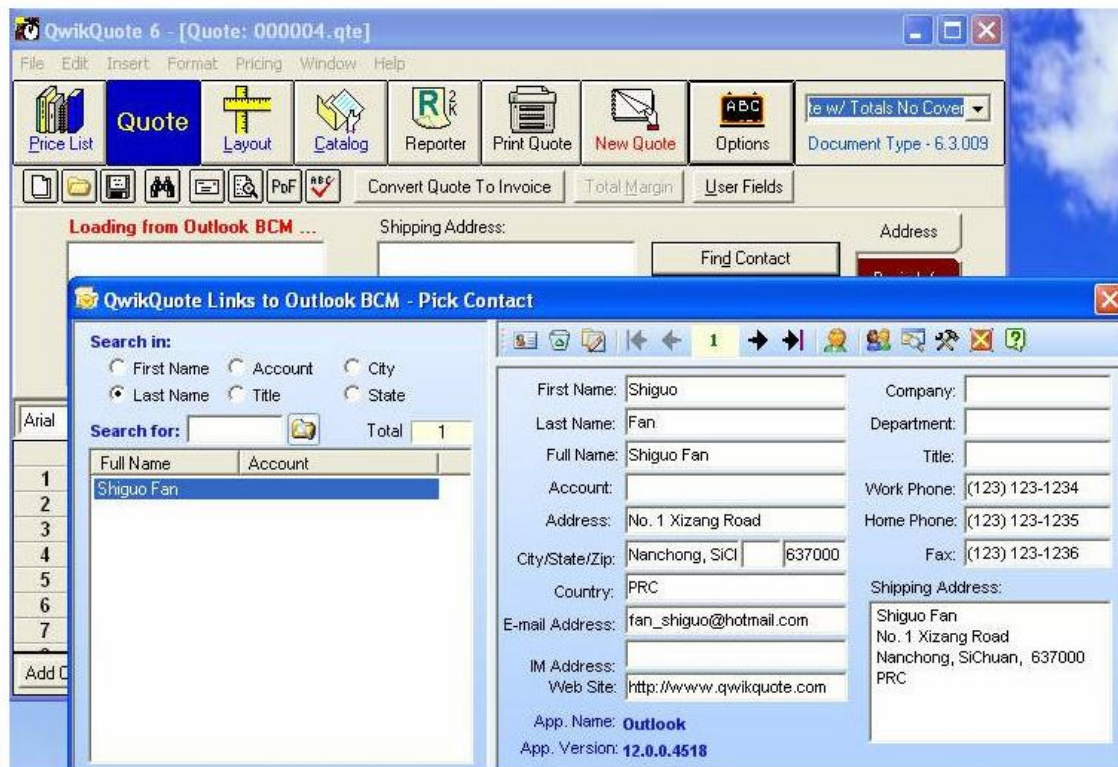
Figure 2



Find your contact in your BCM
Figure 3



Search the BCM database and select the contact you want.
Figure 4



Make a quote.

Figure 5

The screenshot shows the QwikQuote 6 software interface. The title bar reads "QwikQuote 6 - [Quote: 000004.qte]". The menu bar includes File, Edit, Insert, Format, Pricing, Window, and Help. The toolbar contains icons for Price List, Quote, Layout, Catalog, Reporter, Print Quote, New Quote, and Options. Below the toolbar are buttons for Convert Quote To Invoice, Total Margin, and User Fields. The interface is divided into sections for Contact Address and Shipping Address, both containing the same information: Shiguo Fan, No. 1 Xizang Road, Nanchong, SiChuan, 637000, PRC, with phone and fax numbers. To the right are buttons for Find Contact, Show Contact Mgr., Bring in Outlook Contact, and a vertical stack of buttons: Address, Basic Info, Analysis, and Note. Below this is a formatting toolbar with options like Arial, font size 10, Bold, Italic, Underline, and buttons for Bundle, Discount, Subtotal, and Pricing. The main area is a table with columns: Line #, Part #, Description, Price, Qty, and Extend. The table contains three rows of battery items and a discount row. At the bottom, a summary bar shows Add Charge, Subtotal (\$243.00), Tax (\$14.58), and Total.

| Line # | Part # | Description | Price | Qty | Extend |
|--------|----------|-------------------|----------|-----|-----------|
| 1 | 12VCAR\$ | Battery -- Best | \$105.00 | 1 | \$105.00 |
| 2 | 12VCARB | Battery -- Better | \$45.00 | 2 | \$90.00 |
| 3 | 12VCARG | Battery -- Good | \$25.00 | 3 | \$75.00 |
| 4 | | Less 10% discount | | | (\$27.00) |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |

Summary Bar: Add Charge: [] Subtotal: \$243.00 Tax: Tax: \$14.58 Total: \$2

Figure 6

Quote

Price List | Layout | Catalog | Reporter | Print Quote | New Quote | Options | Document Type - 6.3.009

Convert Quote To Invoice | Total Margin | User Fields

QwikQuote Links to Outlook BCM - Save Quote Info to BCM

Create/Update Sales Opportunity

Opportunity Title: Category: Follow Up:

Assigned To: Source:

Link To: Initiated by:

Sales Stage: Competitors:

Close Date: Type:

Probability: Payment terms:

Reminder:

Expiration date: Delivery date:

| Item Name | Description | Qty | Cost | Markup | Unit Pricd | Discount | Line Total | Tax |
|-----------|-------------------|-----|---------|---------|------------|----------|------------|---------|
| 12VCAR\$ | Battery -- Best | 1 | \$14.45 | \$90.55 | \$105.00 | 10.00% | \$94.50 | Taxable |
| 12VCARB | Battery -- Better | 2 | \$13.34 | \$31.66 | \$45.00 | 10.00% | \$81.00 | Taxable |
| 12VCARG | Battery -- Good | 3 | \$12.09 | \$12.91 | \$25.00 | 10.00% | \$67.50 | Taxable |

Expected Revenue: Total Discount: Total:

Link Opportunity to Contact

Link Quote File to Opportunity Link PDF File to Opportunity

Link Quote File to Contact Link PDF File to Contact

Figure 7

Quote: 000004 - Opportunity

Opportunity information

Opportunity title: Quote: 000004

Assigned to: QQMAKEUPDATE:SFan

Linked account or business contact

Link To...: Shiquo Fan

Status

Sales stage: Proposal/Price Quote

Close date: Sun 5/4/2008

Probability: 0%

Reminder: Sun 5/4/2008 8:30 AM

Source information

Source: Advertisement

Initiated By...: Shiquo Fan

Competitors:

Type: Standard

Terms

Payment terms:

Expiration date: Tue 5/27/2008 Delivery date: Mon 1/1/1900

Product and services

| Add... | Item Name | Description | Qty | Cost | Markup | Unit Price | Discount | Line Total | Tax |
|---------|-----------|-------------------|-----|---------|---------|------------|----------|------------|---------|
| Edit... | 12VCAR5 | Battery -- Best | 1 | \$14.45 | \$90.55 | \$105.00 | 10% | \$94.50 | Taxable |
| | 12VCARB | Battery -- Better | 2 | \$13.34 | \$31.66 | \$45.00 | 10% | \$81.00 | Taxable |
| Remove | 12VCARG | Battery -- Good | 3 | \$12.09 | \$12.91 | \$25.00 | 10% | \$67.50 | Taxable |

Expected revenue: \$0.00 Total discount: \$27.00 Total: \$243.00

Figure 8

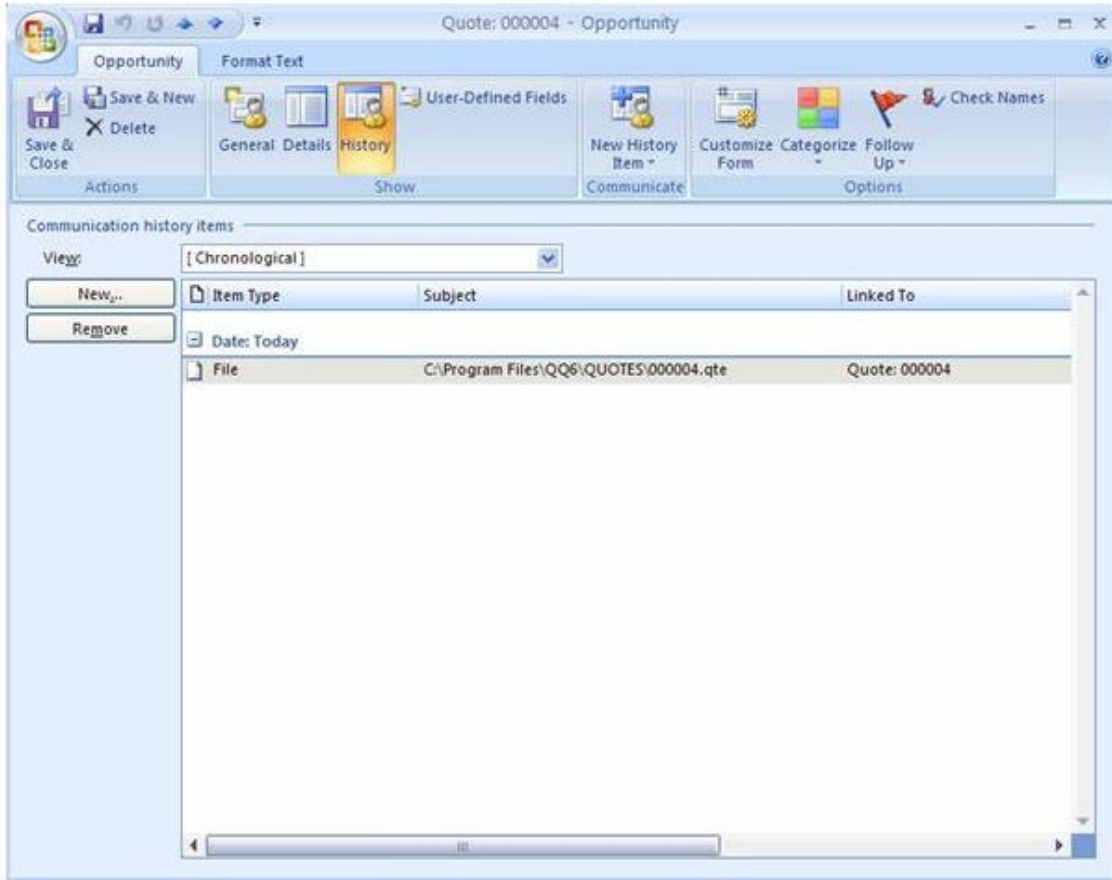


Figure 9

