

Using SJAMs to review your commissions database (tblSales.mdb) to confirm shipments of specific part types

Opportunity Entry Form View 1 View 2

Track Follow Up Indirect KSO Created Updated 3/31/2011

Customer Name	Principal	Principal P/N	Program	Sales
Big Round Top	Delta Flex	D-33IECA9	CO DMT ADSL	SJAMs

ASP	Quantity Ks	Potential Ks	Conf	Conf*Potential	Customer P/N	Application	Distributor	Dist Reg #
\$1.50	6000.00	\$9,000	50	\$4,500	EP7(50800)			

Contact	Contact Phone	Contact Email	Competition	Latest Status	Proto Date	Prod Date
				Win Design	Q4 2011	Q4 2011

Next Action - Last Comment

General Comments

Specialty	Specialty II	Specialty III	Specialty IV	Online Oppty ID#	Oppty ID	Duplicate Record
					1652203178	

Split	CEM Location	CEM Notes	CEM #2 Location	CEM #2 Notes	CEM #3 Location
<input type="checkbox"/>					

Comment History
 Quote History

 Shipment History
 Splits
 Online Systems

	DISTI	CUSTOMER	PURCHASING CUSTOMER	PRINCIPAL	PART NUMBER	OEM/POS	Total	Unit Resale	QTY	Q4 '10	Q3 '10	Q2 '10	Q1 '10	Q4 '09
▶	ARROW	Martin Robin		IDT	D-33IECA91C1		(\$33,032)	\$178.550	0			\$33,032		
	ARROW	Martin Robin		IDT	D-33IECA91C1		\$10,973	\$365.750	30			\$10,973		
	ARROW	Martin Robin		IDT	D-33IECA91C1		\$56,691	\$365.750	155			\$56,691		

Clicking on the [Shipment History](#) or editing the field in the shown in the highlighted box will search the [tblSales.mdb](#) and return records based on the filter in highlighted box. In the above example, [Shipment History](#) will search the [tblSales.mdb](#) for Part Number D-33IECA9 only. This field can be edited to search for partial part numbers such as "D-33IEC" or "IECA9".