Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Allison Mikola: 23 Opportunities Totaling $186,000.00

Opportunity Amount by Reason

For Allison Mikola

Current Client Relationship	$65,000	34.9%
No Reason Listed	$22,000	11.8%
ROI Offered by CH TechOne	$87,000	46.8%
Went with lower price option	$12,000	6.5%
Total:	$186,000	100.0%

Close Date	Company	Contact	Opportunity Name	Reason	Amount
Current Client Relationship: 8 Opportunities Totaling $65,000.00					
6/1/2011	Dittmeier Delights	Liz Dittmeier	New Opportunity	Current Client Relationship	$5,000.00
7/3/2011	Bodega's Bodacious Birds	Mitch Brenner	Bodega's Birds-New Opportunity	Current Client Relationship	$12,000.00
7/3/2011	Circle Photography	Jonathan Jenkins	New Opportunity	Current Client Relationship	$12,000.00
7/3/2011	Corleone's Pasta Company	Morty Manicotti	Corleone's Pasta-New Opportunity	Current Client Relationship	$4,000.00
7/3/2011	Django Consulting	Dan Minnick	Django Consulting-New Opportunity	Current Client Relationship	$4,000.00
7/4/2011	Duke Industries	Ethan Edwards	Duke Industries-New Opportunity	Current Client Relationship	$4,000.00
7/4/2011	Duke Industries	Sam McCord	Duke Industries-New Opportunity	Current Client Relationship	$12,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Allison Mikola: 23 Opportunities Totaling $186,000.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
Current Client Relationship: 8 Opportunities Totaling $65,000.00					
7/4/2011	Freemont Corp	Dylan Nguyen	Freemont Corp-Home Office	Current Client Relationship	$12,000.00
No Reason Listed: 6 Opportunities Totaling $22,000.00					
7/3/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	New Opportunity		$2,000.00
7/3/2011	Circle Photography	Jonathan Jenkins	Circle Photography-New Opportunity		$4,000.00
7/3/2011	Dittmeier Delights	Liz Dittmeier	New Opportunity		$4,000.00
7/4/2011	Duke Industries	Ethan Edwards	Duke Industries-New Opportunity		$4,000.00
7/4/2011	Freemont Corp	Dylan Nguyen	New Opportunity		$4,000.00
7/4/2011	Golf Greens Extraordinaire	Carl Spackler	New Opportunity		$4,000.00
ROI Offered by CH TechOne: 8 Opportunities Totaling $87,000.00					
6/1/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	Brock, Lathers and Freedman-Main Facility	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Circle Photography	Jonathan Jenkins	Circle Photography-Plano Plant	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Duke Industries	Ethan Edwards	New Opportunity	ROI Offered by CH TechOne	$7,500.00
7/3/2011	Brock, Lathers and Freedman	Dr. Deiter Brock	Brock, Lathers and Freedman-Plant	ROI Offered by CH TechOne	$12,000.00
7/3/2011	Coffee Producers of Australia	Morgan Kennedy	Coffee Producers-Roasting Facilities	ROI Offered by CH TechOne	$12,000.00
7/3/2011	Coffee Producers of Australia	Morgan Kennedy	Coffee Producers-Roasting Plant	ROI Offered by CH TechOne	$7,500.00
7/3/2011	Dittmeier Delights	Liz Dittmeier	Dittmeier Delights-New Opportunity	ROI Offered by CH TechOne	$12,000.00
7/3/2011	Django Consulting	Dan Minnick	Django Consulting-New Opportunity	ROI Offered by CH TechOne	$12,000.00
Went with lower price option: 1 Opportunities Totaling $12,000.00					
7/3/2011	American Dreams	Hayleigh Frieda	American Dreams-New Opportunity	Went with lower price option	$12,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Chris Huffman: 61 Opportunities Totaling $578,100.00

Opportunity Amount by Reason

For Chris Huffman

Current Client Relationship	$125,800	21.8%
Excellent ROI Offered	$113,000	19.5%
Local Representation	$2,000	0.3%
No Reason Listed	$113,000	19.5%
ROI Offered by CH TechOne	$224,300	38.8%
Total:	$578,100	100.0%

Close Date	Company	Contact	Opportunity Name	Reason	Amount
Current Client Relationship: 13 Opportunities Totaling $125,800.00					
6/1/2011	Captains of Industry	UR Powerful	COI-SC	Current Client Relationship	$2,000.00
6/1/2011	Django Consulting	Dan Minnick	Dijango Consulting-Outback Offices	Current Client Relationship	$800.00
6/28/2011	Ace Pet Store Franchises	Gavin Dillerstone	Ace Pet Store-Oregon Franchises	Current Client Relationship	$12,000.00
7/3/2011	Mandrake Think Tank	Lionel Mandrake	Mandrake Think Tank-Focus Group Facilities	Current Client Relationship	$24,000.00
7/3/2011	Willis Enterprises	Bill Willis	Willis Enterprises-Main Office Update	Current Client Relationship	$4,000.00
7/3/2011	T-Bone's Steakhouse	Mike Underwood	T-Bone's Steakhouse-Upgrade	Current Client Relationship	$7,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Chris Huffman: 61 Opportunities Totaling $578,100.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
Current Client Relationship: 13 Opportunities Totaling $125,800.00					
7/3/2011	Studio Designs	Lucy Connor	New Opportunity	Current Client Relationship	$24,000.00
7/3/2011	Stevenson & Smith	Louise Harper	Stevenson & SMith-Office Upgrades	Current Client Relationship	$5,000.00
7/3/2011	Spaghetteroni's	Mary Nara	Spaghetteroni's-Main Restaurant	Current Client Relationship	$5,000.00
7/3/2011	SimAero	Bruce Baker	New Opportunity	Current Client Relationship	$2,000.00
7/3/2011	Searchlight Casting	Gracie Anderson	Searchlight Casting-New Opportunity	Current Client Relationship	$4,000.00
7/3/2011	Searchlight Casting	Gracie Anderson	Searchlight Casting-Tempe	Current Client Relationship	$12,000.00
7/3/2011	River Rat Tours	Charlie Allnut	New Opportunity	Current Client Relationship	$24,000.00
Excellent ROI Offered: 10 Opportunities Totaling $113,000.00					
6/28/2011	Ace Pet Store Franchises	Jackie Jorgensen	Ace Pet Store-New Opportunity	Excellent ROI Offered	$12,000.00
7/3/2011	Boomers Artworx	Jane Bellamy	Boomer's Artworx-Whitley Bay Warehouse	Excellent ROI Offered	$7,500.00
7/3/2011	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-New Opportunity	Excellent ROI Offered	$5,000.00
7/3/2011	Mandrake Think Tank	Buck Turgidson	Mandrake Think Tank-War Room	Excellent ROI Offered	$5,000.00
7/3/2011	Captains of Industry	UR Powerful	COI-TX Headquarters	Excellent ROI Offered	$24,000.00
7/3/2011	T-Bone's Steakhouse	Mike Underwood	T-Bone's Steakhouse-Washington Steakhouse	Excellent ROI Offered	$12,000.00
7/3/2011	Taylor Street Protection Agency	Don Delgetti	New Opportunity	Excellent ROI Offered	$12,000.00
7/3/2011	Swing Software	Ivan A. Stekopick	Swing Software-Headquarters	Excellent ROI Offered	$9,500.00
7/3/2011	Superior Technologies Ltd	Neilson Watts	Superior Technologies-New Opportunity	Excellent ROI Offered	$24,000.00
7/3/2011	Stevenson & Smith	Louise Harper	Stevenson & Smith-UK Offices	Excellent ROI Offered	$2,000.00
Local Representation: 1 Opportunities Totaling $2,000.00					
7/3/2011	Captains of Industry	UR Powerful	COI-SC for Bellaire Offices	Local Representation	$2,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Chris Huffman: 61 Opportunities Totaling $578,100.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
No Reason Listed: 16 Opportunities Totaling $113,000.00					
6/1/2011	Django Consulting	Dan Minnick	Django Consulting-Install TechONE		$12,000.00
6/1/2011	Hospital de la Gente	Silvia Carlini	Hospital de la Gente-New Opportunity		$12,000.00
7/3/2011	Mandrake Think Tank	Lionel Mandrake	New Opportunity		$2,000.00
7/3/2011	Cadbury	William Cadbury	Cadbury-Chocolate Blending Plant		$2,000.00
7/3/2011	Yellow Jersey Bikes	Lance Parker	YJBikes-California Plant		$24,000.00
7/3/2011	Wedgwood Marshall & Wilson	Rob Hughes	Wedgewood Marshall & Wilson-New Opportunity		$5,000.00
7/3/2011	Willis Enterprises	Bill Willis	Willis Enterprises-SC		$2,000.00
7/3/2011	Taylor Street Protection Agency	Frank Bullit	Taylor Street Protection-New Opportunity		$2,000.00
7/3/2011	Studio Designs	Lucy Connor	Studio Designs-New Opportunity		$2,000.00
7/3/2011	Spaghetteroni's	Mary Nara	Spaghetteroni's-New Opportunity		$5,000.00
7/3/2011	SimAero	Bruce Baker	SimAero-Picacho Offices		$5,000.00
7/3/2011	SimAero	Bruce Baker	SimAero-Upgrade to TWO		$4,000.00
7/3/2011	Sewing Room;The	Danielle Middlebury	Sewing Room-New Facility		$24,000.00
7/3/2011	Sewing Room;The	Danielle Middlebury	New Opportunity		$5,000.00
7/3/2011	Sewing Room;The	Danielle Middlebury	New Opportunity		$2,000.00
7/3/2011	S D Enterprises	Kelsey Reay	SD Enterprises-New Opportunity		$5,000.00
ROI Offered by CH TechOne: 21 Opportunities Totaling $224,300.00					
6/1/2011	Captains of Industry	UR Powerful	COI-Houston Training Facility	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Duke Industries	Ethan Edwards	New Opportunity	ROI Offered by CH TechOne	$10,000.00
6/1/2011	Hospital de la Gente	Silvia Carlini	Hospital de la Gente-New Opportunity	ROI Offered by CH TechOne	$7,500.00
6/1/2011	Hospital de la Gente	Silvia Carlini	Hospital de la Gente-South American Facilities	ROI Offered by CH TechOne	$4,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Chris Huffman: 61 Opportunities Totaling $578,100.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
ROI Offered by CH TechOne: 21 Opportunities Totaling $224,300.00					
6/1/2011	Hospital de la Gente	Silvia Carlini	Hospital de la Gente-Main Office Upgrade	ROI Offered by CH TechOne	$800.00
6/1/2011	Mandrake Think Tank	Lionel Mandrake	New Opportunity	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Manxsys Financial	Alexander O'Brien	New Opportunity	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Mercury Production Management	Albert Barry	Mercury Productions Mgmt-Warehouse	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Mutthound Enterprises	Steve Reese	Muthound Enterprises-AZ Dealership	ROI Offered by CH TechOne	$12,000.00
6/1/2011	Mutthound Enterprises	Steve Reese	Muthound Enterprises-New Mexico Dealership	ROI Offered by CH TechOne	$9,000.00
6/28/2011	Ace Pet Store Franchises	Colleen McCarthy	Ace Pet Store-TechONE	ROI Offered by CH TechOne	$12,000.00
6/28/2011	A1 Services of UK	Angela Ives	A1 Services of UK-Portable Unit	ROI Offered by CH TechOne	$12,000.00
7/3/2011	American Dreams	Kristi Cameron	American Dreams-New Opportunity	ROI Offered by CH TechOne	$2,500.00
7/3/2011	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-Bakery Expansion	ROI Offered by CH TechOne	$2,000.00
7/3/2011	Widget Corporation	Max Headlong	Widget Corporation-New Opportunity	ROI Offered by CH TechOne	$12,000.00
7/3/2011	Widget Corporation	James Finlay	New Opportunity	ROI Offered by CH TechOne	$2,500.00
7/3/2011	Spin Recording Studios	Anthony Keltie	New Opportunity	ROI Offered by CH TechOne	$24,000.00
7/3/2011	Spin Recording Studios	Anthony Keltie	Spin Recording Studios-Australian Studios	ROI Offered by CH TechOne	$12,000.00
7/3/2011	SimAero	Bruce Baker	Sim Aero-Corporate Headquarters	ROI Offered by CH TechOne	$24,000.00
7/3/2011	S D Enterprises	Kelsey Reay	SD Enterprises-New Opportunity	ROI Offered by CH TechOne	$28,000.00
7/3/2011	River Rat Tours	Charlie Allnut	New Opportunity	ROI Offered by CH TechOne	$2,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Ernst Anderson: 29 Opportunities Totaling $148,500.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
Current Client Relationship: 8 Opportunities Totaling $59,500.00					
6/1/2011	International Safari	Vivian Grace	International Safari-Upgrade to Warribee	Current Client Relationship	$12,000.00
6/28/2011	American Dreams	Kristi Cameron	American Dreams-N TX Offices	Current Client Relationship	$10,000.00
7/4/2011	Beautiful Friendship Bar & Grill	Louis Renault	New Opportunity	Current Client Relationship	$12,000.00
7/4/2011	Boomers Artworx	Richard Harvison	New Opportunity	Current Client Relationship	$2,000.00
7/4/2011	Circle Photography	Sean Duffy	New Opportunity	Current Client Relationship	$7,500.00
7/4/2011	Dr. Brian Bayne, M.D.	Dr. Brian Bayne, M.D.	Dr Brian Bayne-New Opportunity	Current Client Relationship	$12,000.00
7/4/2011	FP Building Supplies	David Purkis	New Opportunity	Current Client Relationship	$2,000.00
7/4/2011	Prospect Boutique	Emma Francis	New Opportunity	Current Client Relationship	$2,000.00

Competitive Analysis - Why do we Win?

Date Range: January 1, 2011 to December 31, 2011 **Opportunity Status:** Closed - Won

Ernst Anderson: 29 Opportunities Totaling $148,500.00

Close Date	Company	Contact	Opportunity Name	Reason	Amount
No Reason Listed: 11 Opportunities Totaling $41,000.00					
7/3/2011	A1 Services	Andy Harrison	New Opportunity		$4,000.00
7/3/2011	A1 Services	Andy Harrison	A1 Services-SC		$2,000.00
7/4/2011	Beautiful Friendship Bar & Grill	Louis Renault	Beautiful Friendship-SC		$2,000.00
7/4/2011	Boomers Artworx	Richard Harvison	Boomer's Artworx-TechONE		$7,500.00
7/4/2011	County Tennis Supplies	Chris Burn	New Opportunity		$2,000.00
7/4/2011	E H Studios	Craig Potts	EH Studios-New Opportunity		$2,500.00
7/4/2011	Graham Electonics	Ed Connor	New Opportunity		$2,500.00
7/4/2011	GreyBeard Trust;The	Philip Harvison	New Opportunity		$12,000.00
7/4/2011	International Safari	Vivian Grace	International Safari-New Opportunity		$2,000.00
7/4/2011	Macolm Hall Associates	Gavin Maxwell	Malcolm Hall-SC		$2,000.00
7/4/2011	Making Technology Co	Ben Barrow	Making Technology-Testing ONEComponent		$2,500.00
ROI Offered by CH TechOne: 10 Opportunities Totaling $48,000.00					
6/1/2011	Harrison & Graham Garages	Ella Harrison	Harrison & Graham-Main Garages	ROI Offered by CH TechOne	$7,500.00
6/1/2011	E D Enterprises	Claire Haldane	ED Enterprises-New TechONE	ROI Offered by CH TechOne	$12,000.00
7/3/2011	Ace Pet Store Franchises	Gavin Dillerstone	Ace Pet Store-Upgrade for Corp Offices	ROI Offered by CH TechOne	$4,000.00
7/4/2011	Boomers Artworx	Richard Harvison	Boomer's Artworx-Upgrade to Loft	ROI Offered by CH TechOne	$4,000.00
7/4/2011	Circle Photography	Sean Duffy	Circle Photography-New Opportunity	ROI Offered by CH TechOne	$4,000.00
7/4/2011	County Tennis Supplies	Chris Burn	County Tennis Supplies-New Opportunity	ROI Offered by CH TechOne	$2,500.00
7/4/2011	Dr. Brian Bayne, M.D.	Dr. Brian Bayne, M.D.	Dr Brian Bayne-New Opportunity	ROI Offered by CH TechOne	$2,000.00
7/4/2011	E D Enterprises	Claire Haldane	ED Enterprises-Install ONE	ROI Offered by CH TechOne	$2,500.00
7/4/2011	Goldfish Records	Annette Sharkey	New Opportunity	ROI Offered by CH TechOne	$7,500.00
7/4/2011	Graham Electonics	Ed Connor	New Opportunity	ROI Offered by CH TechOne	$2,000.00