

Click Through Tracking of Email Sales Campaign Sample

COMPANY	CLICK THROUGHS	RATING	PRIORITY	FIRST NAME
Perficient, Inc.	clkd thru twice on master sales list, possibly theory?	15.7	AAAAA	Rajesh
Hitachi Consulting	5/6/10 clkd on prospect list	14	AAAAA	David
IBM, App Integr Middleware	5/18/10 frwded, someone clkd on fav win, probably Toby C	15	AAAAA	Lorene
IBM, App Integr Middleware	5/18/10 clkd on favorite win	16	AAAAAAA	Doug
	5/17/10 4 clks total5/15/10 2 clks on cirs5/13/10 clkd on bid pkg use cases	16	AAAAAAA	Jay
IBM, Bus Ptnrs, Mid Market	5/12/10 6 clicks, prosp list, BPI win 5/7/10 clicked on prospect list, might have forwarded to Rich	15	AAAAAA	Maggie
Sirius Computer Solutions	4/26/10 clkd thru on something after we talked, possibly forwarded	15	AAAA	Darrin
IBM Rational Swr	4/26/10 clkd on favorite sale	13		Steve
North Highland Company	4/26/10 11 cick thrus 4/21/10 9 cick thrus!!! 4/20/10 clkd on celanese	15.7	AAAA	Jim
McLane Advanced Technologies, LLC	4/23/10 may have clkd, not sure	17		Gary
McLane Advanced Technologies, LLC	4/22/10 looks like clicked thru	17	AAAA	Skip
Advantage BPO Services	4/22/10 clkd on celanese 3/28/10 clkd on MT background	15	AAAA	Chris
IBM Lotus	4/22/10 clkd not sure what	13		Jennifer
Ascendant Technology	4/10/10 clkd on tom sales record	17		Mike
Birlasoft Inc.	3/4/10 Karen did test click	12		Arup
Tibco Software	3/4/10 asked to be removed 2/1/10 read drip 1/11/10 read 12/28/09 Read drip mail 12/14/09 read how shorten sales cycles	12		Ram
Advantage BPO Services	3/23/10 clkd thru on ES credentials, might have been someone he forwarded to. 3/10/10 clkd on advantage fin plan	15	A	Adam

Bleum Inc.	3/15/10 read and click newhead ES	12	Eric
Internet Capital Group, Inc.	3/11/10 clckd on ed slayton, possible that tom clckd by mistake	15	Kirk
CPM Braxis	2/27/10 tom clicked by accident	15	Alothon
CPM Braxis	2/25/10 clkd on MO credentials	15	Marcio
Slalom Consulting	2 clk thrus on sales record 4/13/10	17 AAA	Paul
IBM Global Services	2 clk thrus on sales record 4/13/10	13	Mike
Syntel, Inc.	12/28/09 read and click drip mail	15 AAA	Raja
Patni Computer Systems Ltd.	12/22/09 read, 12/09/09 7 reads on drip email 11/18/09 read email 11/29/09 read eamil	13 AAA	Naresh
CIBER	12/17/09 read12/14/09 read,	12	Mac
TechTeam Global, Inc.	12/14/09 Clicked thru on SR How be Partner Not Commodity	15	Kevin
Consero Global	11/6/09 read	12	Tom
CIBER	11/29/09 read	12	Tony
Raytheon Professional Services	11/20/09 read	12	David
Genpact	11/13/09 read	12	Tiger
Wipro Technologies	1/28 clickand read1/19/10 clicked twice on SR how ptrn indty experts	16 AAAAA	Bhanu
Wipro Technologies	1/28 clickand read1/19/10 clicked twice on SR how ptrn indty experts	15 AAAAA	Bhanu
CPM Braxis	1/27/10 read and clickCPMBraxisRossiFina ncialCaseLetterSWIFTPA GE	15	Mauricio
Wipro Technologies	1/26/10 read and clickHow To Sell High Margin Work Part 2	16	Veera
Wipro Technologies	1/26/10 read and clickHow To Sell High Margin Work Part 2	12 AAAAA	Veera
Retail Marketing Professionals, Inc.	1/26/10 read and click on How To Sell High Margin Work Part 2	15	Bob
Lionbridge Technologies, Inc.	1/26 Clickthru 1/19/10 clicked on SR how ptrn with indty expert 10/30/09 read	11	Yvonne
Lionbridge Technologies, Inc.	1/19/10 clicked on SR how ptrn with indty expert	11	Henri

Lionbridge Technologies, Inc. 1/14/10 assistant Anne got 7 reads and 1 click thru 12/21/09 read and clicked on how sold 1mm at 50%

11

Paula