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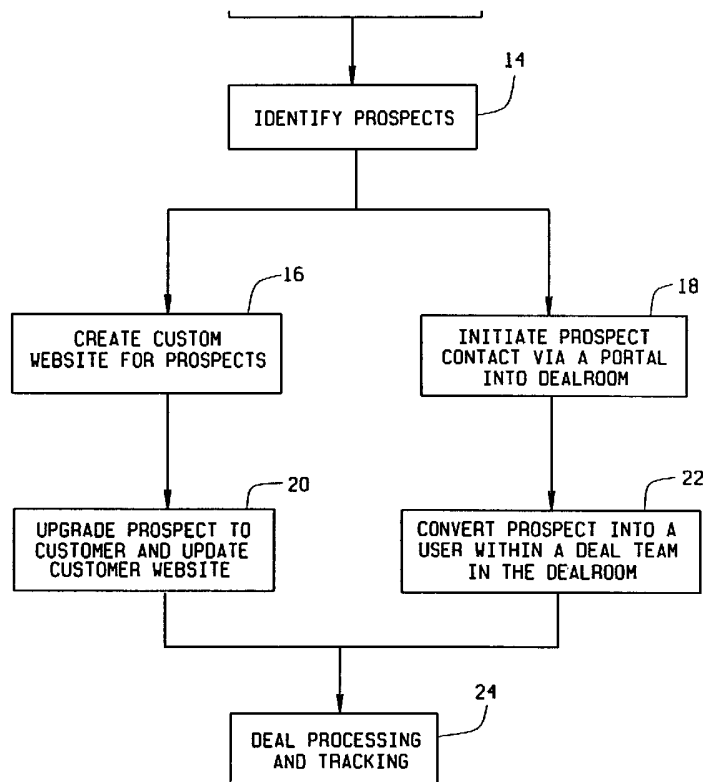
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[Continued on next page]

(54) Title: METHODS AND SYSTEMS FOR IDENTIFYING PROSPECTIVE CUSTOMERS AND MANAGING DEALS



(57) Abstract: A method for supporting, streamlining and standardizing a deal-making process using a deal managing and processing system (100) includes the steps of creating a new deal profile (12), creating a deal prospect user interface, updating a status of prospects based upon a prospects response and using system based tool to guide a deal team through the deal-making process. In one embodiment, personal portals are configured for prospective customers to access deal information. In another embodiment, personalized web pages are configured to attract prospects for business.



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A. CLASSIFICATION OF SUBJECT MATTER

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US CL : 705/9

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

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Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)
prospect, customer, client, business, deal, contract, manage, process, profile, project, status.

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category *	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
A,P	US 2001/0054004 A1 (POWERS) 20 December 2001 (20.12.2001); see abstract; page 1, paragraph 3.	1-74
X,E	US 2002/0055967 A1 (COUSSEMENT) 09 May 2002 (09.05.2002); see abstract; figure 1; page 3, paragraph 25-29.	1-74
X,P	JP02001209701A (FUNAKI et al.) 03 August 2001 (03.08.2001); see abstract.	1-74



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