

## LEAD MANAGEMENT ORDER FORM – PAGE 1

### STEP 1 – SELECT YOUR EQUIPMENT NEEDS:

#### STANDARD

#### STANDARD PLUS PRINTER

Our Standard model utilizes a Handheld PDA, so additional features are available, including taking notes, selecting qualifiers on-screen and running prize drawings from the available leads. All data remains on the handheld until the end of the event. Our Standard model is our most popular, due to its advanced features and great pricing. *If you need printing capabilities, please select our Standard Plus Printer model.*

Our Standard model utilizes a Handheld PDA, so additional features are available, including taking notes, selecting qualifiers on-screen and running prize drawings from the available leads. An integrated printer provide lead receipts with the tap of a button. All data remains on the handheld until the end of the event.

#### SHOWFOCUS PDA FEATURE LIST

PDA WITH SCREEN	PDA WITH SCREEN
QUALIFIERS USING CARD	QUALIFIERS USING CARD
ON-SCREEN QUALIFIERS	ON-SCREEN QUALIFIERS
ON-SCREEN NOTES	ON-SCREEN NOTES
	INTEGRATED LEAD RECEIPT PRINTER

PRE-SHOW		AFTER 05/09/2008		PRE-SHOW		AFTER 05/09/2008	
QTY 1	QTY 2+	QTY 1	QTY 2+	QTY 1	QTY 2+	QTY 1	QTY 2+
\$325.00	\$275.00	\$350.00	\$300.00	\$375.00	\$325.00	\$400.00	\$350.00
QTY:		QTY:		QTY:		QTY:	
PRICE:		PRICE:		PRICE:		PRICE:	
TOTAL:		TOTAL:		TOTAL:		TOTAL:	

All of our models come with one (1) **Lead Qualifier Laminated Card** (a \$10 value). Additional cards are available for \$10 each. A discount is available for ordering **Pre-Show** and for ordering more than one (1) unit. If ordering one unit, select the **QTY 1** price for the desired model and for the date you are placing the order. If ordering more than one unit, select the **QTY 2** price for **EACH** unit of the desired model and for the date you are placing the order. *For example, if you want to order two (2) Standard models and you are ordering on February 15, 2008, the price per unit is \$275.00 and your total pricing for the two (2) units is \$550.00. If you select the wrong pricing for your quantity and date ordered, we will adjust the order accordingly and contact you via email or phone to confirm the correct order pricing.*

Company Name: \_\_\_\_\_

Booth Number: \_\_\_\_\_

**PLEASE FAX COMPLETED FORM(S) TO 800-292-1724 OR 440-854-3131 OR 732-493-8315  
QUESTIONS? CONTACT PATRICK LOFTUS AT 877-220-8211.**

## LEAD MANAGEMENT ORDER FORM – PAGE 2

### STEP 2 – CUSTOMIZE YOUR QUALIFIERS (OPTIONAL, BUT RECOMMENDED):

#### USE # STANDARD QUALIFIERS

- \_\_\_ ADD TO MAILING LIST
- \_\_\_ DECISION MAKER
- \_\_\_ EXISTING CUSTOMER
- \_\_\_ HAVE SALES REP CALL
- \_\_\_ JUST INVESTIGATING
- \_\_\_ NEEDS TECHNICAL DATA
- \_\_\_ READY TO BUY
- \_\_\_ SEND INFORMATION
- \_\_\_ SEND QUOTE
- \_\_\_ WILL PURCHASE SOON

#### USING QUALIFIERS – PLEASE READ

Ten (10) standard qualifiers are provided with each Handheld PDA. Use the following area to customize your qualifiers. To use a standard qualifier, place a checkmark to the left of the phrase. To include a custom qualifier, place a checkmark to the left of the phrase and specify the qualifier text (25 characters or less). You can have a maximum of forty (40) qualifiers. If more than forty (40) qualifiers are specified, all custom qualifiers will be utilized first and then the remainder taken from the standard list. If any qualifier is more than 25 characters, SDS will abbreviate the qualifier as necessary to fit the 25 character requirement. Use the Number (#) column to specify the sort order of the qualifiers (if not specified, qualifiers will be displayed in ascending alphabetic sort order on the handheld screen in a list). Please ensure that you phrase your qualifiers to match your needs. You can also group similar qualifiers together by using a common leading word. For example, PRODUCT-ABC, PRODUCT-DEF, PRODUCT-ZZZ, SERVICE-ABC, SERVICE-XYZ, SERVICE-ZZZ.

#### USE # CUSTOM QUALIFIERS

<input type="checkbox"/>	___	_____
<input type="checkbox"/>	___	_____
<input type="checkbox"/>	___	_____
<input type="checkbox"/>	___	_____
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#### USE # CUSTOM QUALIFIERS

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<input type="checkbox"/>	___	_____

Company Name: \_\_\_\_\_

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## LEAD MANAGEMENT ORDER FORM – PAGE 3

### STEP 3 – ENTER YOUR COMPANY INFORMATION (ALL FIELDS REQUIRED):

First Name: _____	Last Name: _____	Title: _____
Company Name: _____		Phone #: _____
Billing Address: _____		Fax #: _____
City, State, Postal: _____		Country: _____
Email Address: _____		Booth #: _____
Onsite Contact: _____		Onsite Cell: _____
Confirm Order? <input type="checkbox"/> YES Preferred Method: <input type="checkbox"/> EMAIL <input type="checkbox"/> FAX <input type="checkbox"/> PHONE <input type="checkbox"/> MAIL		Order Date: _____

### STEP 4 – ENTER TOTAL FROM PAGE 1:

**EQUIPMENT TOTAL:** \_\_\_\_\_

### STEP 5 – SELECT YOUR ACCESSORIES (OPTIONAL):

Description	Price	QTY
USB Memory Device (64 MB)	\$25.00	

**ACCESSORIES TOTAL:** \_\_\_\_\_

### STEP 6 – ENTER PAYMENT INFORMATION:

**ORDER TOTAL:** \_\_\_\_\_

Card Type:  VISA  M/C  DISC  NO AMEX

Card Number: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ MM/YYYY

Security Code: \_\_\_\_\_

We only accept Visa, MasterCard and Discover payments. We also accept PayPal payments for those wishing to pay with American Express. Simply login to your PayPal account ([www.paypal.com](http://www.paypal.com)) and use the Send Money feature to send payment to [orders@showdatasolutions.com](mailto:orders@showdatasolutions.com).

The Security Code is a 3 digit number on the back of Visa, MasterCard and Discover cards, in the signature panel area. It is required!

Signature: \_\_\_\_\_

SIGNATURE REQUIRED TO AUTHORIZE ALL ORDERS. You may cancel on or before May 9, 2008 and receive a full refund

### STEP 7 – SPECIAL INSTRUCTIONS:

### STEP 8 – REVIEW TERMS AND CONDITIONS:

Exhibitor is responsible for picking up and dropping off equipment at event at SDS' service counter, located in the exhibit hall. SDS provides onsite customer service and technical support for the duration of the event. At the end of the event, leads are delivered via secure web site login in Microsoft Excel format within one (1) business day of the close of the event and on optional **USB Memory Device** (purchased or exhibitor provided). If equipment and/or accessories are not returned or returned damaged, the following **Replacement Fees** apply: **Basic Scanner \$200.00, Standard PDA \$400.00, Printer \$300.00.**

### STEP 9 – REVIEW ADDITIONAL INFORMATION:

Use the following links for more information about our products and services:

- |   |   |
|---|---|
| Online Order Form                       | <a href="http://www.showdatasolutions.com/html/08054022.html">http://www.showdatasolutions.com/html/08054022.html</a>                               |
| Comprehensive Ordering Information      | <a href="http://www.showdatasolutions.com/shows/08054022/STC2008-INFO.pdf">http://www.showdatasolutions.com/shows/08054022/STC2008-INFO.pdf</a>     |
| Product Manual (includes Lead Tutorial) | <a href="http://www.showdatasolutions.com/shows/08054022/STC2008-MANUAL.pdf">http://www.showdatasolutions.com/shows/08054022/STC2008-MANUAL.pdf</a> |
| Specification Sheet                     | <a href="http://www.showdatasolutions.com/shows/SHOWfocusSpecs.pdf">http://www.showdatasolutions.com/shows/SHOWfocusSpecs.pdf</a>                   |

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