



Route To	SALES MANAGER	Invoice Date	01/01/10
Co. Name	ABC COMPANY	Acct. Number	00240
Src@Address	12345 THE AMERICAN ROAD NORTH, GOLDEN VALLEY, 55427	Page	X
Type	INDIVIDUAL LOCATION	Report Number	093S

Call Accounting

**OUTGOING CALLS BY ACCOUNT CODE**

Phone Call Summary with Five-Month History

Call Types Requiring Account Codes:  Local  Long Distance  0/411  
 Sorted by:  State and Area Code  Area Code  Most to Least Minutes  Most to Least Calls  
 Current/Past Month Column Displays:  All Numbers  Numbers with 10 minutes and more

Department or Project: SALES, Account Code 133 - BILL POPP

Phone Number	Location	Type	Current/Past Month			2 <sup>nd</sup> Past Month		3 <sup>rd</sup> Past Month		4 <sup>th</sup> Past Month		5 <sup>th</sup> Past Month	
			Calls	Minutes	Charge	Calls	Minutes	Calls	Minutes	Calls	Minutes	Calls	Minutes
218-679-3106	RED LAKE, MN	LD	12	16.2	0.48	42	51.2	25	45.3	42	51.2	25	45.3
218-947-4684	BACKUS, MN	LD	32	100.5	3.00	30	96.0	51	168.0	30	96.0	51	168.0
310-395-2920	SAN MONICA, CA	LD	3	14.8	0.44	29	48.3	50	113.9	29	48.3	50	113.9
314-206-8500	ST LOUIS, MO	LD	24	85.6	2.56	51	63.2	43	76.5	51	63.2	43	76.5
320-253-6579	ST CLOUD, MN	LD	9	27.4	1.35	51	63.2	43	76.5	51	63.2	43	76.5
320-255-7314	ST CLOUD, MN	LD	15	62.2	1.86	46	62.5	51	74.1	46	62.5	51	74.1
507-359-4525	NEW ULM, MN	LD	19	75.1	2.25	21	26.3	15	24.5	21	26.3	15	24.5
507-645-0672	JANESVILLE, MN	LD	32	74.5	2.23	65	202.9	42	54.4	65	202.9	42	54.4
512-464-7985	AUSTIN, TX	LD	18	62.4	1.87	12	21.6	2	5.2	12	21.6	2	5.2
517-636-3386	MIDLAND, MI	LD	32	100.1	3.00	20	74.3	12	28.7	20	74.3	12	28.7
612-722-4238	MINNEAPOLIS, MN	L	10	58.9	N/C	12	21.6	2	5.2	12	21.6	2	5.2
612-723-4002	MINNEAPOLIS, MN	L	37	55.6	N/C	42	71.2	39	36.0	42	71.2	39	36.0
612-781-7619	ST ANTHONY, MN	L	16	51.2	N/C	1	2.1	3	6.2	1	2.1	3	6.2
612-869-0793	RICHFIELD, MN	L	25	48.9	N/C	44	65.3	17	30.6	44	65.3	17	30.6
650-854-2364	PALO ALTO, CA	LD	15	48.1	1.44	29	69.1	31	62.4	29	69.1	31	62.4
651-224-8729	ST PAUL, MN	L	55	216.5	N/C	0	0.0	0	0.0	0	0.0	0	0.0
651-225-4842	ST PAUL, MN	L	18	44.8	N/C	20	37.7	16	44.2	20	37.7	16	44.2
651-351-0917	STILLWATER, MN	L	39	60.2	N/C	22	42.3	22	49.8	22	42.3	22	49.8
651-423-5837	ROSEMOUNT, MN	L	19	42.6	N/C	20	74.3	12	28.7	20	74.3	12	28.7
651-429-1764	WHT BEAR LK, MN	L	34	53.4	N/C	38	48.1	32	50.6	38	48.1	32	50.6
651-457-9902	ROSEMOUNT, MN	L	5	38.5	N/C	6	13.6	2	4.5	6	13.6	2	4.5
651-632-7033	ST PAUL, MN	L	20	36.2	N/C	15	53.4	0	0.0	15	53.4	0	0.0
651-773-8692	ST PAUL, MN	L	17	33.9	N/C	9	18.6	8	17.2	9	18.6	8	17.2
704-348-2676	CHARLOTTE, NC	LD	37	59.6	1.78	2	3.6	3	8.6	2	3.6	3	8.6
763-241-9366	ELK RIVER, MN	L	14	30.5	N/C	39	78.3	36	48.9	39	78.3	36	48.9
763-416-0924	MAPLE GROVE, MN	L	6	26.7	N/C	17	46.2	21	40.6	17	46.2	21	40.6
763-424-2571	MAPLE GROVE, MN	L	18	29.6	N/C	5	15.9	3	7.5	5	15.9	3	7.5
763-427-2154	COON RAPIDS, MN	L	9	28.1	N/C	0	0.0	0	0.0	0	0.0	0	0.0
763-519-1305	PLYMOUTH, MN	L	41	129.3	N/C	8	20.5	0	0.0	8	20.5	0	0.0
917-365-3653	NEW YORK, NY	LD	39	78.4	2.35	2	23.6	6	13.8	2	23.6	6	13.8
920-830-4407	APPLETON, WI	LD	10	22.8	0.68	2	5.1	1	4.5	2	5.1	1	4.5
941-263-2899	NAPLES, FL	LD	26	85.6	2.56	12	35.8	6	16.5	12	35.8	6	16.5
952-233-5087	SHAKOPEE, MN	L	7	21.5	N/C	6	22.1	2	4.2	6	22.1	2	4.2
952-423-5170	APPLE VALLEY, MN	L	39	75	N/C	8	14.2	2	6.8	8	14.2	2	6.8
952-440-2336	SAVAGE, MN	L	9	19.2	N/C	6	13.6	8	16.2	6	13.6	8	16.2
952-448-7767	CHASKA, MN	L	65	194.2	N/C	3	5.4	4	7.5	3	5.4	4	7.5
972-991-1647	ADDISON, TX	LD	2	12.3	0.36	6	9.8	1	2.5	6	9.8	1	2.5
411	N/A		4	N/A	5.96	3	N/A	1	N/A	0	N/A	5	N/A
<b>Total</b>			<b>832</b>	<b>2220.4</b>	<b>34.17</b>								

Current/Past Month Account Code Summary:  
133 - BILL POPP, SALES

	Local Calls		Long Distance Calls			0/411 Calls		Total Calls		
	Calls	Minutes	Calls	Minutes	Charge	Calls	Charge	Calls	Minutes	Charge
Business Day (8am to 5pm M-F)	503	1294.8	325	925.6	28.21	4	5.96	832	2220.4	34.17
Evening (5pm to 11pm M-F)	0	0.0	0	0.0	0.00	0	0.00	0	0.0	0.00
Night (11pm to 8am M-F)	0	0.0	0	0.0	0.00	0	0.00	0	0.0	0.00
Weekend (All Day Sat/Sun)	0	0.0	0	0.0	0.00	0	0.00	0	0.0	0.00
<b>SUMMARY TOTALS</b>	<b>503</b>	<b>1294.8</b>	<b>325</b>	<b>925.6</b>	<b>28.21</b>	<b>4</b>	<b>5.96</b>	<b>832</b>	<b>2220.4</b>	<b>34.17</b>

- Evaluate Time Spent.** POPP is the only Twin Cities company providing account codes on local, long distance and 0/411 calls. Use our account codes and reporting to evaluate how much time was spent on calls to specific telephone numbers. Do the numbers with a lot of minutes belong to customers, prospects or others? Look up the number in your customer database.
- Identify Important Customers Who Aren't Receiving Phone Calls From Your Representatives.** In many businesses, 20% of customers generate 80% of revenue. Measure how often your employees are calling your revenue-generating customers by finding their telephone numbers on this POPP exclusive report.
- Identify Customers Who Are Not Profitable.** Do you want to know if you're spending a lot of time with a customer who is generating very little revenue? With POPPcom account codes and Call Accounting, you have the tools to complete an analysis.