

**Accelerated Innovations, Inc.**

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**CONTACT MANAGEMENT SOFTWARE  
PRELIMINARY ANALYSIS**

(General Outline)

1. Economic Entity Overview

- A. Type of economic activity
- B. Primary contacts
  - 1. Project Management
  - 2. Administration
  - 3. MIS
  - 4. Other
- C. Product Lines
- D. Basic Organization
- E. Current Contact Management Organization

2. Current System Configuration

- A. Hardware
  - 1. Network Topology
  - 2. File Server
  - 3. Database Server
  - 4. Client Hardware
  - 5. Network Infrastructure Hardware
- B. Software
  - 1. Network
  - 2. File Server Type
  - 3. Database Server Type
  - 4. Client Operating Software
  - 5. Word Processor
  - 6. Scheduler
  - 7. E-Mail
  - 8. Fax Server
  - 9. Communication Software
  - 10. Other Application Software

3. Current Contact Management Tracking System

- A. Current Tracking Procedures and Philosophy
- B. Current Software
- C. Database Definitions
- D. Existing data collected
- E. Form Letters

4. New System Requirements

- A. Change in Tracking Procedures and Philosophy
- B. Additional Data Requirements
- C. New Mailing Requirements
- D. Reporting Requirements
- E. Data Synchronization
- F. Additional System Requirements
- G. Additional Software Requirements

5. Proposed Plan of Action

- A. Statement of Work
- B. Proposed Schedule
- C. Data Conversion Plan
- D. Tasking Breakdown
  - 1. Tasks performed by Client
  - 2. Tasks performed by STSI, Inc.
  - 3. Tasks performed by Others
- E. Manpower/Resource requirements
  - 1. Client resources
  - 2. STSI, Inc. resources
  - 3. Other resources

6. Projected Financial Requirements

- 1. Required Software
- 2. Proposed Additional Hardware
- 3. System Design & Installation
- 4. Training (Initial & Ongoing)
- 5. Annual Support Contract