

B	I	N	G	O
We have a vendor for that already	"Send over some additional info"	Got asked about an old order / issue	Tried multiple contacts at an account	Spoke to an IT contact
Got Hung Up On	We dont have IT	They Mention An Upcoming Project	50 Dials Today	Transfer to VM
We are fully remote	We just upgraded or refreshed	FREE	Asked what is CDW?	Says "We are a small office"
Says "We don't take solicitations"	Voicemail full	Someone called / emailed you back	Receptionist says NO	They Dont Know Who Handles That
POC doesnt work there anymore	Disconnected Phone #	Transfer to POC	We use an outsourced company	Got a quote opportunity

B	I	N	G	O
We just upgraded or refreshed	50 Dials Today	Tried multiple contacts at an account	Got Hung Up On	They Mention An Upcoming Project
Got asked about an old order / issue	We use an outsourced company	Spoke to an IT contact	Disconnected Phone #	Transfer to VM
Says "We don't take solicitations"	Asked what is CDW?	FREE	Says "We are a small office"	"Send over some additional info"
Receptionist says NO	Transfer to POC	We have a vendor for that already	Got a quote opportunity	Voicemail full
Someone called / emailed you back	They Dont Know Who Handles That	We are fully remote	We dont have IT	POC doesnt work there anymore

B	I	N	G	O
Disconnected Phone #	Transfer to POC	50 Dials Today	They Dont Know Who Handles That	Asked what is CDW?
We have a vendor for that already	Says "We don't take solicitations"	Someone called / emailed you back	We dont have IT	Spoke to an IT contact
We are fully remote	Got a quote opportunity	FREE	Voicemail full	Receptionist says NO
We just upgraded or refreshed	Transfer to VM	Tried multiple contacts at an account	We use an outsourced company	Got asked about an old order / issue
Says "We are a small office"	"Send over some additional info"	They Mention An Upcoming Project	Got Hung Up On	POC doesnt work there anymore