

LEAD IDENTIFICATION

Company	Company size	Location	Structure	Company Telephone	Company Web Address	Company Email	Company Description	Contact First Name	Contact Last Name	Contact Title	Contact Telephone	Contact Email
	<i>Large / Medium / Small / Startup</i>	<i>US (provide state) / Foreign (provide country) / Multinational (provide major countries)</i>	<i>Public / Private / Nonprofit</i>				<i>Key services or products or nature of business</i>					
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OUTREACH

Contacted	Method	Date of Contact	Level of Interest	Negative Comments	Positive Comments	Reasons NOT interested	Reasons Interested	Reasons for not liking licensing terms	Additional Comments	Follow Up Promised
Yes / No	<i>Phone / Email / Other (specify)</i>		<i>Expressed a lot of interest / Moderately Interested / No interest</i>							
