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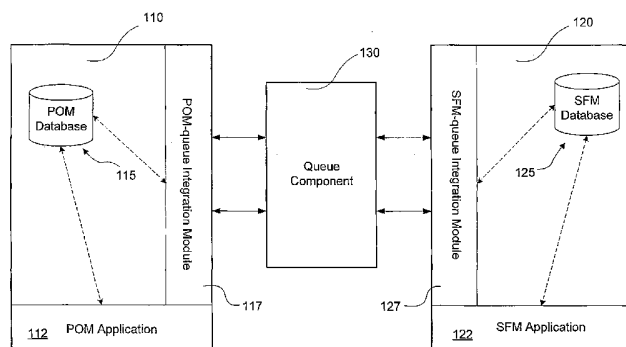
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[Continued on next page]

(54) Title: TOOL FOR SYNCHRONIZATION OF BUSINESS INFORMATION



100

(57) Abstract: Disclosed herein are systems, electronic tools and related methods for integrating the business rules, processes, and technology necessary to enable collaboration between personal office management applications, which are used by individuals on a daily basis to organize personal contacts, appointment calendars, and tasks, with sales force management applications, which are used to manage client and account contact information and coordinate the pursuit of business opportunities across an organization. Users of both applications can have their data electronically synchronized to share specifically designated information automatically within the applications. The information designated for synchronization can be of three types having different rules regarding their sharing among the applications, wherein the types include business contacts, sales force activities, and opportunity tasks. Users can thereby manage a large synchronized base of business contacts via both their personal office management application and a sales force management application, synchronize sales force activities from their personal office management application into the sales force management application, and assign client or account opportunity action items to other users in the organization via the sales force management application, and then have those action items automatically appear to the assigned user in that assigned user's personal office management application as a task.

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INTERNATIONAL SEARCH REPORT

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A. CLASSIFICATION OF SUBJECT MATTER

IPC(7) : G06F 17/00, G06F 17/60, G06F 15/00, G06F 17/00, 21, 24

US CL : 707/103, 104.1, 705/1, 8, 715/500.1, 963

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

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Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category *	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
A	US 2003/0233404 A1 (HOPKINS) 18 December 2003 (18.12.2003), Abstract; para. 35-37 and 41-46; Fig. 3, 6, 10A-D, 11A-D, 12A-D	1-48
A	US 5,640,565 (DICKINSON) 17 June 1997 (17.6.1997), col. 5, lines 7-28; col. 9, line 25 - col. 10, line 38; Fig. 7, 11	1-48
A	US 6,748,402 B1 (REEVES et al) 8 June 2004 (8.6.2004), Abstract; col. 1, lines 9-45; col. 2, lines 44-53; col. 2, line 66 - col. 3, line 49; col. 4, lines 10-61; col. 5, lines 5-64; Fig.	1-48
A	US 6,374,259 (CELIK) 16 April 2002 (16.4.2002), Abstract; col 1, line 50 - col. 2, line 37; col. 3, line 25 - col. 6, line 7; col. 10, line 32- col. 11, line 7; Fig. 2B	1-48

Further documents are listed in the continuation of Box C.

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