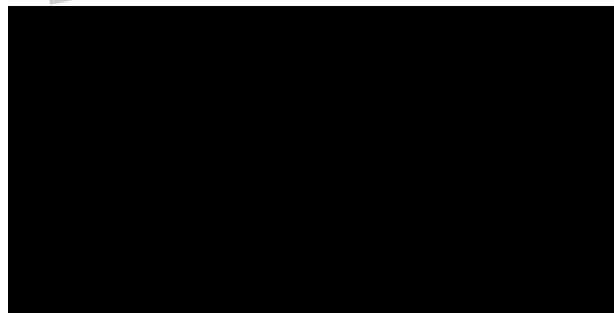
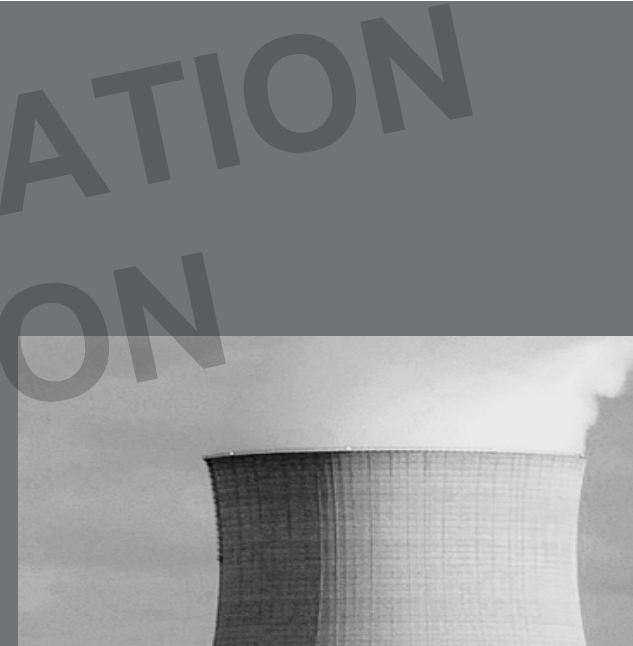


**CURTISS -
WRIGHT**



EST Group
2025 Sales Partner Meeting – EMEA
Customer Relationship Management – Microsoft Dynamics 365



In House Quote Database

My Home Page

Search

Reports

Products

All My Quotes

All Quotes

Admin

Recently Lost: 0

Go to Dynamics CRM

Current User:

Logged In: Maryann Moore

Quote Number: 1907MA-004

Approved!

Generate PDF

Commercial Summary

Edit Quote

Revise Quote

Clone Quote

Export to Excel

Urgent Approval Request

Pick List Items

Selected Items

Try "DC3001" or "GTMAX"

Update Documents

Quote Attributes:

Quote Value: \$3975.00

Expected Amount: \$3975.00

Creation Date: 2019-07-11

Product Group: Service

Plant Type: Other

RFQ Number:

Estimated Net Weight: 0.0 lbs

Expected Month: December 2019

Approval Date: Nov 14, 2019

Action Date: Dec 9, 2019

Next Action: 07/11 - Follow up on PO status and training dates

Source: Phone

Status: Active

Stage: New

Strategy: None

Final Country: United States

Creator: Jason Ma

Owner: Jason Ma

ASM Name: Brent DiNunzio

ASM Phone: 215-721-1100

ASM E-Mail: bdiunzio@curtisswright.com

Created At: Jul 11, 2019 8:04PM

Updated At: Nov 14, 2019 3:43PM

Currency: US Dollars

Shipping Time: 8-10 Working Days

Shipping Method:

Packaging:

Customer Note:

Customer Information:

Name: Caerus Oil and Gas LLC

SysPRO Customer Number:

Rep Company: Mountain View Power Associates, LLC- CO & NM

Rep Contact: Nathan Peck

Rep Phone: 8019734455

Rep Email: npeck@mvpplc.com

Telephone:

Contact: Wes Brennan

Fax:

State Code:

Email: brennanwes@gmail.com

Shipping Address:

143 Diamond Ave

Shipping Postal Code: 81635

Shipping City: Parachute

Billing Address: 143 Diamond Ave

Billing State: CO

Billing Postal Code: 81635

Billing City: Parachute

Geo Area:

End User:

Line Items:

Move	Stock Code	Description	Unit Weight	Unit Price	Quantity	Available	Discount %	Subtotal
+	SJ3161	Pop-A-Plug training class for 6 people	lbs	\$3975.00	1		0.0	\$3975.00

Microsoft Dynamics 365 Sales



MSD 365- Features & Benefits

Centralizes customer data, making it accessible to all stakeholders.

Helps identify and convert more leads.

Increases customer retention rates.

Enables data-driven decision-making.

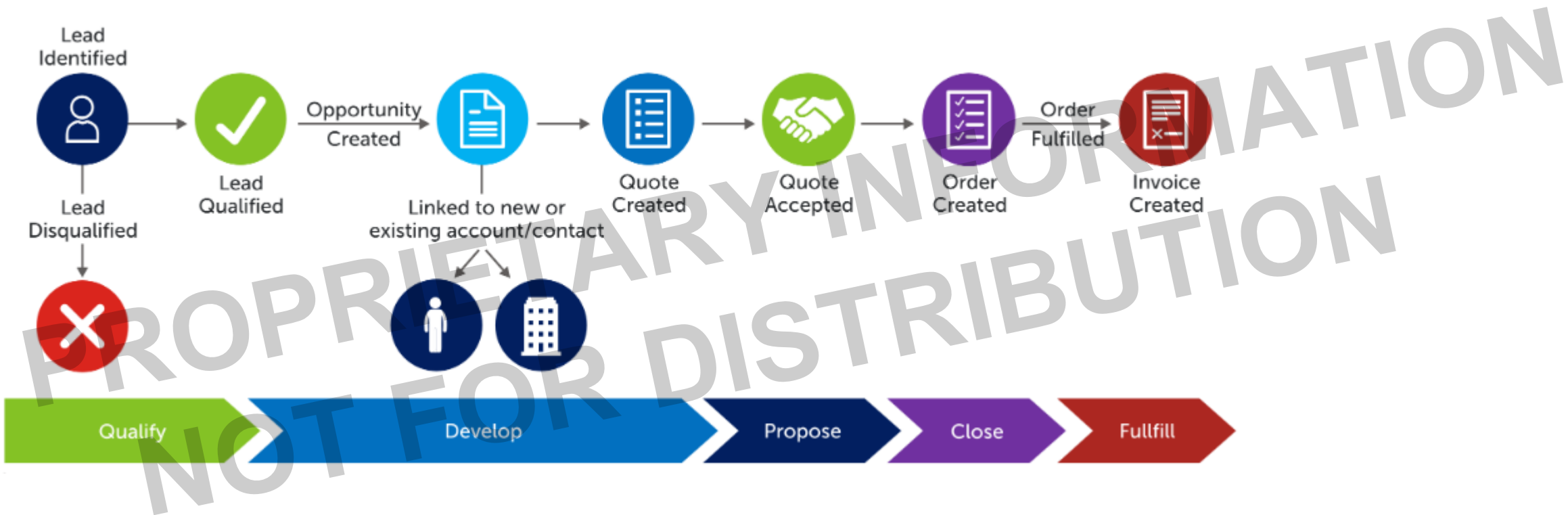
Automates repetitive tasks.

Facilitates stronger customer relationships.

Simplifies processes and increases productivity.

Contributes to revenue growth.

MSD 365- Sales Process Support



Ways potential leads/customers can trigger our web forms.

- Product pages on our website
- Print ads in magazines
- Digital banner ads on industry websites
- Google Ads / PPC ads
- Email campaigns

All web forms have been set up in our Marketing Automation platform to automatically flow the supplied information directly into our CRM.

MSD 365 Lead Automation – EST Group Website

Each product page of our website contains a form, as well as our Contact Us page. Clicking the “Request a Quote or Demo Now” CTA or the “Product Enquiry” buttons will trigger a form.

Features & Benefits

- Plug material matches tube material preventing thermal expansion and contraction issues and/or undesirable galvanic interaction
- Resistant to thermal and pressure cycling
- Eliminates welded or explosive plugging methods
- Meets ASME PCC-2* recommendations and EPRI** criteria
- Lowest lifecycle cost compared to alternative plugging methods
- Maintains helium leak-tight seal to 1 x 10⁻⁶ cc/sec
- Accommodates Through-the-Tube Plugging applications
- Large inventory available with 24/7 emergency manufacturing capability

Request a Quote or Demo Now

CPI/Perma Plug page

al tube
er tubes.
d ring
thermal

gineered
erator
g tubes.
erial
s

PRODUCT ENQUIRY »

RELATED DOCUMENTS

- Application Sheet - Condenser Plug Change Out (MK0016) - English
- Pop-A-Plug® CPI/Perma Tube

REQUEST A DEMO OR QUOTE

First Name *

Last Name *

E-mail *

Phone *

Company

Country *

United States

State/Province *

☐ Request a Quote

☐ Request a Demo

Pop-A-Plug Tube Plugs

Test & Isolation Plugs

Comment

☐ By checking this box I agree to receive more information about EST Group's products/services, events

MSD 365 Lead Automation – Google Ads

Searchers who click on our Google Search & Display (re-targeting) Ads will trigger a website product page or landing page with a form.

Heat Exchanger Tube Plugs | Request A Quote

[www.cw-estgroup.com](#) 800.355.7044

24/7 Manufacturing. Large Inventory Available.


Safe · Reliable

Service catalog: Heat Exchanger Service, Tube Leak Repair, Tube Sleeving

[24/7 Service Available](#) [Request A Quote](#)


Three Mile Island reactor shutdown to start soon; Exelon says Pennsylvania nuclear rescue is dead

by Andrew Maykuth, Updated: May 8, 2019



Exelon Generation on Wednesday acknowledged that a proposed \$500 million Pennsylvania nuclear rescue had failed to win sufficient support for passage and said that the company will move forward, as promised, to shut down its money-losing Three Mile Island reactor this fall.

"Today is a difficult day for our employees, who were hopeful that state policymakers would support valuing carbon-free nuclear energy the same way they value other forms of clean energy in time to save TMI from a premature closure," Bryan Hanson, Exelon senior vice president and chief nuclear officer, said in a statement.



Superior Reliability

Pop-A-Plug® Tube Plugs provide unmatched reliability for maximum HX system performance

NEWSLETTERS: INQUIRER MORNING HEADLINES >

Get the news you need to start your day

your@email.com

REQUEST A DEMO OR QUOTE

First Name *

Last Name *

E-mail *

Phone *

Company

Country *
United States

State/Province *

☐ Request a Quote

☐ Request a Demo

Pop-A-Plug Tube Plugs

Test & Isolation Plugs

Comment

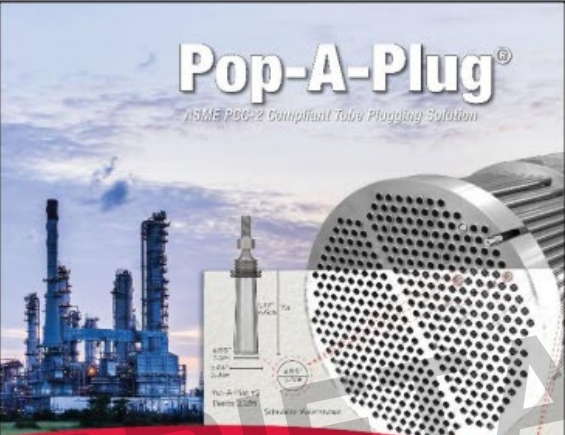
☐ By checking this box I agree to receive more information about EST Group's products/services, events

MSD 365 Lead Automation – Print Ads

Our Print Ads contain links that trigger landing pages with a form.

Pop-A-Plug®

ASME PG-2 Compliant Tube Plugging Solution



Perfect Solution for Leaking Heat Exchanger Tubes!

Trusted by Chemical plants around the world as the industry's leading tube leak solution, Pop-A-Plug Tube Plugs from Curtiss-Wright are engineered for optimal performance throughout the life cycle of the heat exchanger. Controlled hydraulic installation with never welding and time-consuming pre-baked sealed heat exchangers that can cause damage to tubes, tube sheet, gaskets, and joints. Pop-A-Plug Tube Plugs are manufactured with ASME/ASTM certified materials.

- Pressure rating: 2000 PSIG (143 BarG)
- Wide range of sizes/materials to accommodate any application
- Hydraulic tight seal in 1 x 10⁻⁶ cc/sec
- 100% lot tested to ensure consistent quality

877.537.9120 | est-sales@curtisswright.com | cw-estgroup.com/ce


CURTIS - WRIGHT
EST Group

right.com | cw-estgroup.com/ce

CURTIS - WRIGHT
EST

CURTIS - WRIGHT

EST Group



Thanks for Checking Out Our Products in Chemical Engineering!

Stop Heat Exchanger Tube Leaks Before They Stop You

Tube Vibration is a leading cause of tube leaks. Tube seal weld cracks and tubesheet cracks are also main sources. As a result, leaks can occur on individual tube, entire rows or regions within the heat exchanger and cause failure.

Large or small, tube leaks can compromise thermal performance, create cross-contamination, increase energy usage, and lead to serious plant capacity loss and/or shutdowns. Additionally, plant personnel can be exposed to hazardous materials and equipment can sustain serious damage.

Superior Solution

EST Group's Pop-A-Plug® Tube Plug is a proven performer in highly corrosive and severe service conditions. Their hydraulic installation can significantly reduce turnaround/downtime, as no welding is necessary. Our Pop-A-Plug Tube Plugs are **available in over 25 different alloys** to match your heat exchanger tube material avoiding thermal expansion contraction issues, and undesirable galvanic corrosion.

Want to know more?

Check out our success in Fertilizer Plants around the world, or talk to our sales team today!

- [A Safer Repair Solution for Critical-Use Heat Exchangers](#)
- [Keeping Turnarounds on Track](#)
- [Effective Heat Exchanger Tube Plugging in Ammonia / Urea Services](#)

Call Now 1.877.537.9120

First Name *

Last Name *

E-mail *

Phone *

Company

Country *

☐ Request a Quote

☐ Request a Demo

Pop-A-Plug Tube Plugs

Test & Isolation Plugs

Publication *

Comment

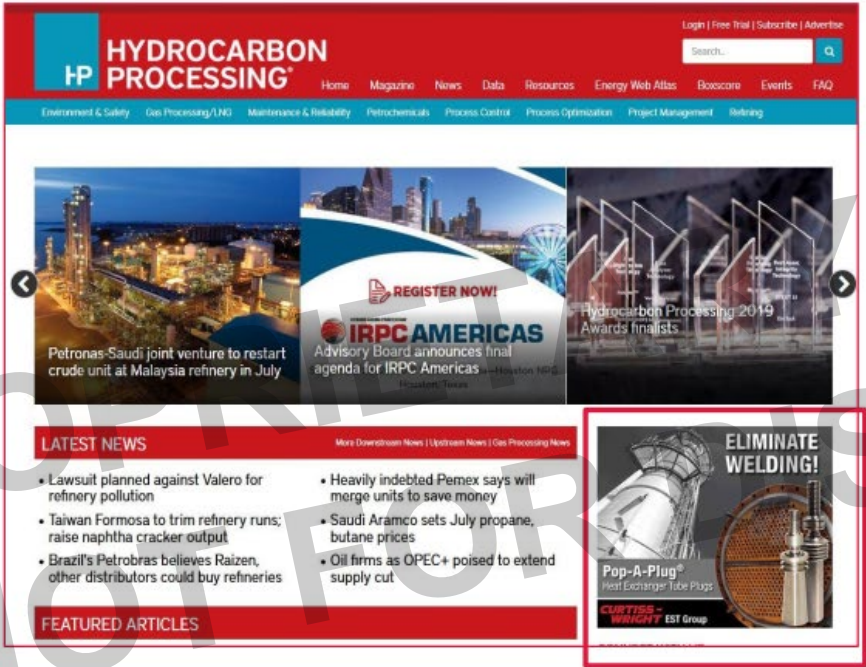
☐ By checking this box I agree to receive more information about EST Group's products/services, events

☐ I'm not a robot

Submit

MSD 365 Lead Automation – Digital Ads

Our digital banner ads on websites also trigger a landing pages with a form.

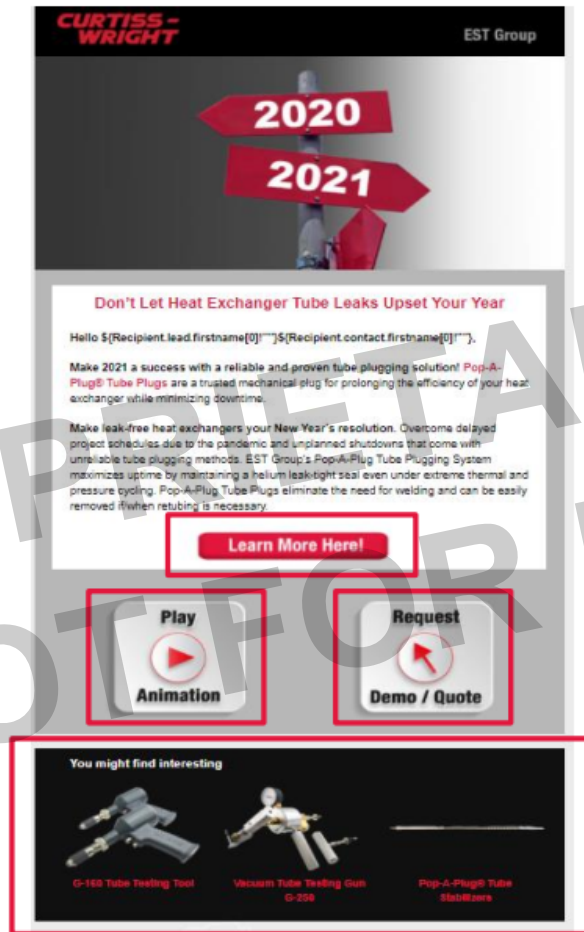


Hydrocarbon Processing page

The image shows a landing page for the EST Group, specifically for their 'Pop-A-Plug' tube plugs. The page has a black header with the 'CURTISS-WRIGHT' logo and 'EST Group' text. Below the header is a large image of an industrial facility. The main content area includes a headline 'Thanks for Checking Out Our Products in Hydrocarbon Processing!' and a sub-headline 'Stop Heat Exchanger Tube Leaks Before They Stop You'. The text describes the benefits of the Pop-A-Plug product, such as reducing downtime and avoiding thermal expansion issues. A 'Superior Solution' section further details the product's advantages. At the bottom, there's a 'Want to know more?' section with links to 'A Safer Repair Solution for Critical-Use Heat Exchangers', 'Keeping Turnarounds on Track', and 'Effective Heat Exchanger Tube Plugging in Ammonia / Urea Services'. On the right side, there is a contact form with fields for First Name, Last Name, E-mail, Phone, Company, and Country. There are also checkboxes for 'Request a Quote' and 'Request a Demo', and a 'Pop-A-Plug Tube Plugs' dropdown menu. A 'Test & Isolation Plugs' dropdown menu is also present. A 'Publication' dropdown menu is also included. A 'Comment' field is provided for additional information. At the bottom right, there is a 'Submit' button. A red box highlights the contact form area.

MSD 365 Lead Automation – Email Campaign

Email Campaigns contain one or more CTA buttons that trigger forms as well.



The form is titled "Mechanical Tube Plugging Solution" and is for the Curtiss-Wright EST Group. It includes a "Call Now 215.874.4514" button. The form asks for the following information:

- First Name *
- Last Name *
- E-mail *
- Phone *
- Company
- Country *

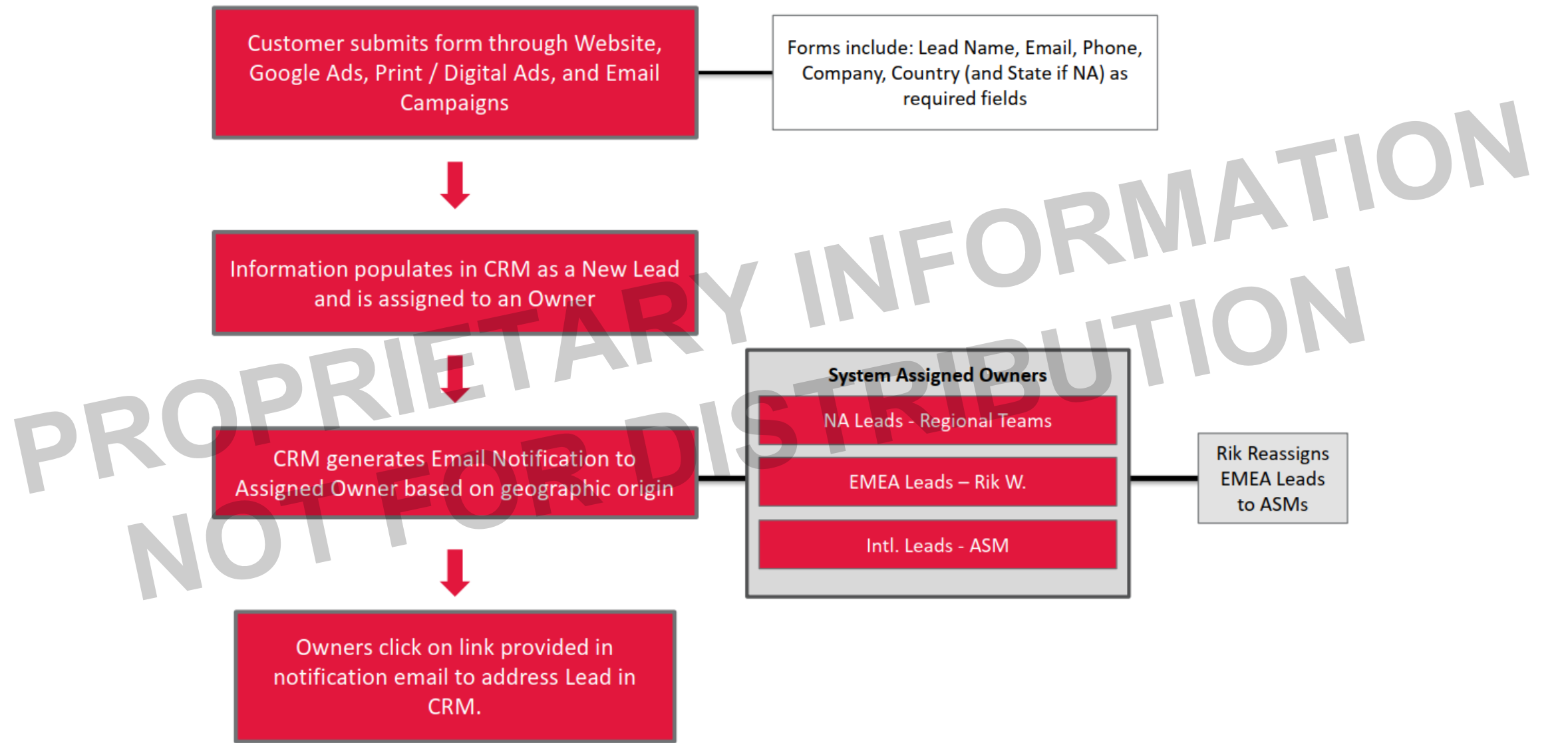
There are checkboxes for "Request a Quote" and "Request a Demo". Below these are dropdown menus for "Pop-A-Plug Tube Plugs" and "Test & Isolation Plugs". There is a "Comment" text area. At the bottom, there is a "Submit" button and a checkbox for "I'm not a robot".

The form also includes a section titled "Design Goals For an Ideal Heat Exchanger Tube Plugging System Include:" with a list of requirements:

1. Reliable performance over the life of the heat exchanger under the most severe conditions.
2. Simple installation.
 - Plant maintenance personnel should be able to install the plug easily by following a few simple instructions.
 - Correct sizing of the plug must be accurate and foolproof.
 - Preparation of the tube, sizing, and installation of the plug should require only a few minutes.
3. Installation must not cause damage to adjacent tubes.
4. Must be safe for all maintenance workers.

Below this is a section titled "Pop-A-Plug® Tube Plugs Meet ALL these Requirements!" with a paragraph of text. At the bottom, there is a section titled "Improve Your Readiness and Eliminate Emergency Shipments!" with a paragraph of text.

MSD 365 - Automated Lead Notification Process



MSD 365– Lead Qualification

CH

Chris Housley - Saved Lead

Summary

Details

Files

Related

Contact

Topic

Lead Source

First Name

Last Name

Job Title

Business Phone

Mobile Phone

Email

Customer Class

Customer Sub Category

Sales Region

LinkedIn

Company

Company

Quote Type

GTNG Spares

Website Inquiry

Chris

Housley

01332796095

chris.housley@rolls-royce.com

Up next

Manage your activities

See upcoming activities by creating an activity. [Learn more](#)

Create activity

Timeline

Search timeline

Enter a note...

Highlights

Recent

Auto-post on Lead Chris Housley: 3:28 AM

Lead qualified by Paul van der Vorm and converted to Contact Chris Housley

Modified on: 3:04 AM

Email from: Johnston Julao Closed

Chris Housley CRM:0002749

Hello, You have been assigned a new lead from a Marketing Campaign Form. Please respond promp...

View more

Modified on: 3:03 AM

Email from: Johnston Julao Closed

Chris Housley CRM:0002746

Hello, You have been assigned a new lead from a Marketing Campaign Form. Please respond promp...

View more

Modified on: 3:03 AM

Email from: Johnston Julao Closed

Website Inquiry

Lead Source

Warm

Rating

Passed to Rep

Status

Paul van der Vorm

Owner

Who Knows Whom

No connections found

Start by creating a manual activity with Chris Housley. [Learn More](#)

Assistant

Notifications

No notifications or suggestions

Check back later to see what's new and stay up to date.

Stakeholders

Chris Housley

Stakeholder

Competitors

Select all

MSD 365 – Account and Contact Management

LFF (Scotland) Ltd - Saved
Account

Summary | Addresses | Details | Assets and Locations | Files | Related ▾

ACCOUNT INFORMATION

Account Name *	LFF (Scotland) Ltd
Account Number	LFFSC01
Rep Lookup	119 - United Kingdom / Mactech (Europe) Ltd x
Phone	+441224747636
Website	https://www.LFF-Scotland.co.uk
Email	---
Price List	Euro List +10% x
Source Company	Company A Company B
Sales Region	EMEA ▾
Customer Class	77 Engr'g, Construction and Fab ▾
Customer Sub Category	Oil & Gas ▾
Relationship Type	Ship To Bill To
Strategic Account	<input checked="" type="checkbox"/> Yes
Regional Priority Account	<input type="checkbox"/> No

Timeline

Search timeline

Enter a note...

Highlights

Recent

- Modified on: 4/23/2025 4:34 AM
☒ Task modified by : Benjamin Cock Active
follow up
View more
Opportunity: 2504BRC-009
- Auto-post on Opportunity 2504BRC-009: 4/23/2025, 4:28 AM
Opportunity created by Benjamin Cock for Account LFF (Scotland) Ltd
- Auto-post on Opportunity 2502BRC-006: 4/22/2025, 5:17 AM
Benjamin Cock lost Opportunity for Account LFF (Scotland) Ltd
- Modified on: 4/22/2025 5:17 AM
☒ Opportunity Close from : Benjamin Cock
€0.00
2502BRC-006
View more
Opportunity: 2502BRC-006
- Modified on: 4/22/2025 5:17 AM
☒ Quote Close Quote closed by : Benjamin Cock
Quote Closed (Canceled) - QUO-30848-P3D0B1
View more

Resale/Distributor ☐ No

End User ☐ No

Rep ☐ No

CONTACTS

<input type="checkbox"/>	Full Name ↑ ▾	Busines... ▾	Email ▾	Rep
<input type="checkbox"/>	Allan Maitland	+44 (0) 1...	allan.mait...	
<input type="checkbox"/>	Catherine Begbie	+44 (0) 1...	catherine....	
<input type="checkbox"/>	Cheryl Coutts	+44 (0) 1...	cheryl.co...	
<input type="checkbox"/>	Gary Buchan	+441224...	gary.buch...	
<input type="checkbox"/>	Hazel McDonald	+44 (0) 1...	Hazel.Mc...	
<input type="checkbox"/>	Ian Pritchard		ian.pritch...	

Rows: 10

RECENT OPPORTUNITIES

Opportunity Nu... ▾	Account ▾	End User ▾	Proc
We didn't find anything to show here			

MSD 365 – Account and Contact Management

AM

Allan Maitland - Saved

Contact

SummaryAddressesDetailsFilesRelated

CONTACT INFORMATION

First Name

Allan

Last Name

Maitland

Job Title

Sales

Contact Type

Account Name

LFF (Scotland) Ltd

Email

allan.maitland@LFF-scotland.co.uk

Business Phone

+44 (0) 1224 747614

Mobile Phone

+44 (0) 7725 009764

Preferred Method of Contact

Any

Status Reason

Active

Customer Class

77 Engr'g, Construction and Fab

Customer Sub Category

Sales Region

EMEA

Timeline

Search timeline

Enter a note...

Highlights

Recent

Auto-post on Contact Allan Maitland: 1/25/2022, 9:21 AM

Contact created by Ben Cock

Who Knows Whom

No connections found

Start by creating a manual activity with Allan Maitland. [Learn More.](#)

CONNECTIONS

Select

22201BRC-020

Assistant

Notifications

No notifications or suggestions

Check back later to see what's new and stay up to date.

Company

LFF (Scotland) Ltd

MSD 365 – Opportunity and Quote Management

2504PV-006 - Saved

Opportunity

Summary Product line items Quotes Related

Status for GM Report

Topic 2504PV-006

Opportunity Number 2504PV-006

Owner Paul van der Vorm (Offline)

Account Mactech Europe Limited

Product Type Test Plug

Strategic Initiative N/A

Key Account N/A

NB Project Name

IIR Project Number

Industry Type Other

Lead Source Email Inquiry

Sales Region EMEA

Quoted Amount €628.99

Price List Euro List +8%

Forecast Category Won

Currency Euro

Opportunity Type EST Quote Pass to Rep/Distributor

NIP Application 2504PV-006

Create activity

Last Activity Completed

Last updated: 4/24/2025 11:46 AM

Next Activity Due

8/28/2025

Last updated: 4/24/2025 11:46 AM

Timeline

Search timeline

Enter a note...

Filter by

Record type

Notes (1)

Posts (2)

Activities (1)

Activity type

Task (1)

Activity status

Activity status reason

Posts by

Modified date

Highlights

Recent

Auto-post on Opportunity 2504PV-006: 3:30 AM

Actual Revenue (from Sales Orders)

Stakeholders

Refresh

Name

Role

James Beckenham

Stakeholder

Page 1

Competitors

Refresh

Name

Website

We didn't find anything to show here

Rows: 0

MSD 365 – Opportunity and Quote Management

2504PV-006 - Saved

Opportunity

€2,000.00
Expected Amount

8/31/2025
Est. close date

3. Med - 50%
Probability

Won
Stage

Summary **Product line items** Quotes Related

Revenue

User Provided

Refresh Flow Run Report

<input type="checkbox"/>	Product name	Description (Existing Product)	Price per unit	Quant...	Quanti...	Quantity Won	Discount (%)	Extended amount	<input type="checkbox"/>
<input type="checkbox"/>	P02060	1" SCH 160 NIPPLE x 20" L	€211.68	2.00000	8.00		20.00	€338.69	<input type="checkbox"/>
<input type="checkbox"/>	P01707	1" SCH 160 NIPPLE x 10" L	€181.44	2.00000	22.00		20.00	€290.30	<input type="checkbox"/>

Rows: 2

Detail amount €628.99

(-) Discount (%)

(-) Discount

Total amount €628.99

MSD 365 – Opportunity and Quote Management

**CURTISS -
WRIGHT**

EST Group B.V.
Hoon 312D, 2404 HL Alphen aan den Rijn
The Netherlands
Chamber of Commerce Number: 27339723
Phone: +31.172.418841 • Fax: +31.172.418849
est-emea@curtisswright.com

Quote # 2504RW-005
Salesperson: Rik Warmerdam

8 April 2025
Email: rwarmerdam@curtisswright.com
Telephone: +31.0.172.418841

To: Jergo AB
Attn: Jonas Jeppsson

#	Qty	Part Number	Description	Unit Price	Total Price	Disc.
1	1	HL2B18PSTD	High Lift Flange Weld Test Plug for use in 18" Schedule STD Pipe to 18" 300# RF Flange Connection. Nominal Pipe ID 17.25" (438.2mm). Plug OD 16.75" (425.5mm). Maximum Pressure Rating 1125 PsiG (77 BarG). Plug materials are steel components with Urethane seal and Buna-N O-Ring. 1-5/8" Deep Impact Socket required (sold separately).	€ 14.871,60	€ 14.871,60	20 %

Total	€ 14.871,60
Discount	€ 2.974,32
Net Total	€ 11.897,28

Delivery:	25 working days (Please advise if you need a better delivery time)
INCO Terms:	: Ex Works Alphen aan den Rijn, NL
Terms & Conditions:	Pricing is based on Curtiss-Wright Industrial standard terms and conditions, a copy of which is available at: https://www.cw-estgroup.com/Terms-Conditions
Payment:	Net 60
Packaging:	ISPM-15 Wooden Crate
Estimated Weight:	296,7 kg (Please contact EST Group for shipping weights/dimensions if required)

Sales Partnership –Customer Feedback and Tracking



Sales Partnership –Customer Feedback and Tracking

2503PV-003 - Saved

Opportunity

Summary Product line items Quotes Related

Status for GM Report

Topic 2503PV-003

Opportunity Number 2503PV-003

Owner Paul van der Vorm (Offline)

Account Presto Fuites

Product Type Test Plug

Strategic Initiative N/A

Key Account N/A

NB Project Name

IIR Project Number

Industry Type Nuclear Power

Lead Source Email Inquiry

Sales Region EMEA

Quoted Amount €2,500.00

See upcoming activities by creating an activity. Learn more

Create activity

Last Activity Completed

Last updated: 4/24/2025 3:45 PM

Next Activity Due 6/26/2025

Last updated: 4/24/2025 3:45 PM

Timeline

Search timeline

Enter a note...

Highlights

Recent

Modified on: 3/13/2025 9:40 AM

Note modified by Paul van der Vorm

Mail with quote

EST Q 2503PV-003 - (Presto Fuites)_ cnpe chooz _ gtmx 4P160 with ss gripper _EXTERNAL_msg

View more

Actual Revenue (from Sales Orders)

Stakeholders

Name Role

Amandine Lesade Stakeholder

Page 1

Competitors

Name Website

We didn't find anything to show here















Sales Partnership –Customer Feedback and Tracking

Open Opportunities*

Edit columnsEdit filters

Filter by keyword

<input type="checkbox"/>	Opportunity Nu...	Account	End User	Owner	Product ...	Est. Close Date	Expected ...	Stage	Probabil...	Quoted ...	Status for G...	Strategi...	Key Acc...	IIR #
<input type="checkbox"/>	2503MP-012	Presto Fui...	Ponticelli	 Paul van ...	Test Plug	5/27/2025	€5,536.51	3. Evaluatio...	3. Med...	€5,536.51		N/A		
<input type="checkbox"/>	2412PV-014	Presto Fui...	Equans FR	 Paul van ...	Test Plug	5/30/2025	€5,000.00	3. Evaluatio...	3. Med...	€16,609.54		N/A		
<input type="checkbox"/>	2502PV-002	Presto Fui...	Presto Fui...	 Paul van ...	Test Plug	5/30/2025	€0.00	3. Evaluatio...	1. Bud...	€0.00		N/A		
<input type="checkbox"/>	2503MP-001	Bardenha...	Mainova ...	 Paul van ...	PAP	5/31/2025	€13,437.82	3. Evaluatio...	3. Med...	€13,437.82		N/A		
<input type="checkbox"/>	2503MP-004	Presto Fui...	Monteiro	 Paul van ...	Test Plug	5/31/2025	€9,694.08	3. Evaluatio...	3. Med...	€9,694.08		N/A		
<input type="checkbox"/>	2503MP-005	Mactech ...	ICR UK	 Paul van ...	Test Plug	5/31/2025	€9,007.00	3. Evaluatio...	3. Med...	€9,007.00		N/A		
<input type="checkbox"/>	2501PV-012	Presto Fui...	Presto Fui...	 Paul van ...	Test Plug	5/31/2025	€9,000.00	3. Evaluatio...	2. Low ...	€9,573.12		N/A		
<input checked="" type="checkbox"/>	2411RW-011	Bardenha...	Solvay Be...	 Paul van ...	PAP	5/31/2025	€8,500.00	3. Evaluatio...	3. Med...	€8,453.41		N/A		
<input type="checkbox"/>	2503RW-002	Presto Fui...	Presto Fui...	 Paul van ...	PAP	5/31/2025	€7,000.00	3. Evaluatio...	3. Med...	€7,022.59		N/A		
<input type="checkbox"/>	2411MP-020	Presto Fui...	Naval Gro...	 Paul van ...	Test Plug	5/31/2025	€5,533.06	3. Evaluatio...	3. Med...	€5,533.06		N/A		
<input type="checkbox"/>	2501PV-017	Mactech ...	BAE Syste...	 Paul van ...	Test Plug	5/31/2025	€5,000.00	3. Evaluatio...	3. Med...	€2,280.96		N/A		
<input type="checkbox"/>	2411RW-012	Bardenha...	Bardenha...	 Paul van ...	Test Plug	5/31/2025	€4,000.00	3. Evaluatio...	3. Med...	€4,783.10		N/A		
<input type="checkbox"/>	2501PV-011	Proplug Ltd	Proplug Ltd	 Paul van ...	Test Plug	5/31/2025	€4,000.00	3. Evaluatio...	3. Med...	€16,371.07		N/A		

MSD 365 Connections - Forecast Report

April-25		Risk Adjustment using FY24 Closure % by Probability	
Probability/Stage	Sum of Expected Amount	Risk Adjusted by Probability	Calculation
Low - 10%			
Evaluation / Negotiation	\$327,041	\$94,842	29% Exp Amt in E/N Stage
Med - 50%			
Evaluation / Negotiation	\$1,087,723	\$696,143	64% Exp Amt in E/N Stage
High - 90%			
Evaluation / Negotiation	\$111,940	\$101,865	91% Exp Amt in E/N Stage
Partial Rec'd/Ongoing	\$98,000	\$98,000	100% Exp Amt in PR/O Stage
Verbal Commitment	\$485,501	\$485,501	100% Exp Amt in VC Stage
Total	\$2,110,204	\$1,476,350	
OTT	\$276,000	\$276,000	\$46K/day, 6 working days
Bookings Forecast	\$2,386,204	\$1,752,350	
MTD Booked Orders		\$5,065,000	
Forecast 4.22.25		\$6,817,350	
April 2025 Budget		\$4,398,000	
Go-Get		-\$2,419,350	

MSD 365 Connections - Sales Partner Report



EST Group Sales Partner Report (119) Feb-25

119 United Kingdom / Mactech (Europe) Ltd

ASM: Paul van der Vorm Printed Date: 03-18-25

EST Group B.V.
Hoorn 312D
2404 HL Alphen aan den Rijn, NL
P:+31.172.418841

BOOKINGS & SALES									
	February (2025)			YTD 2025			Full Year (2025)		2024 Total
	Actual	Forecast	%Forecast	Actual	Forecast	%Forecast	Forecast	%Forecast	Actual
Bookings	\$ 84,449	\$ 44,371	190%	\$ 110,562	\$ 82,498	134%	\$ 569,910	19%	\$ 553,934
Sales	\$ 57,333	\$ 40,106	143%	\$ 69,983	\$ 77,397	90%	\$ 565,104	12%	\$ 503,845

Sales by Product Segment			
Segment	Feb-25	YTD 2025	2024 Total
Heat Exchanger	\$ 11,942	\$ 22,711	\$ 228,895
Test & ISO	\$ 45,045	\$ 56,512	\$ 271,191
Service	\$ 0	\$ 0	\$ 0
Other	\$ 346	\$ 812	\$ 3,759
Total	\$ 57,333	\$ 80,035	\$ 503,845

BOOKINGS BY MONTH			
Month	Bookings	Forecast	% Forecast
January	\$ 26,112	\$ 38,127	68%
February	\$ 84,449	\$ 44,371	190%
March	\$ 0	\$ 51,238	0%
April	\$ 0	\$ 55,345	0%
May	\$ 0	\$ 54,001	0%

CRM Opportunities/Quotes as of 03-18-25					
	February (2025)			YTD 2025	
Status	Count	Exp. Value		Count	Exp. Value
Total Issued	8	\$ 25,327		13	\$ 71,334
Won	2	\$ 3,430		4	\$ 39,420
Lost	1	\$ 2,000		11	\$ 55,057
Active	21	\$ 101,894		21	\$ 101,894
Active 2024 Quotes				11	\$ 35,990

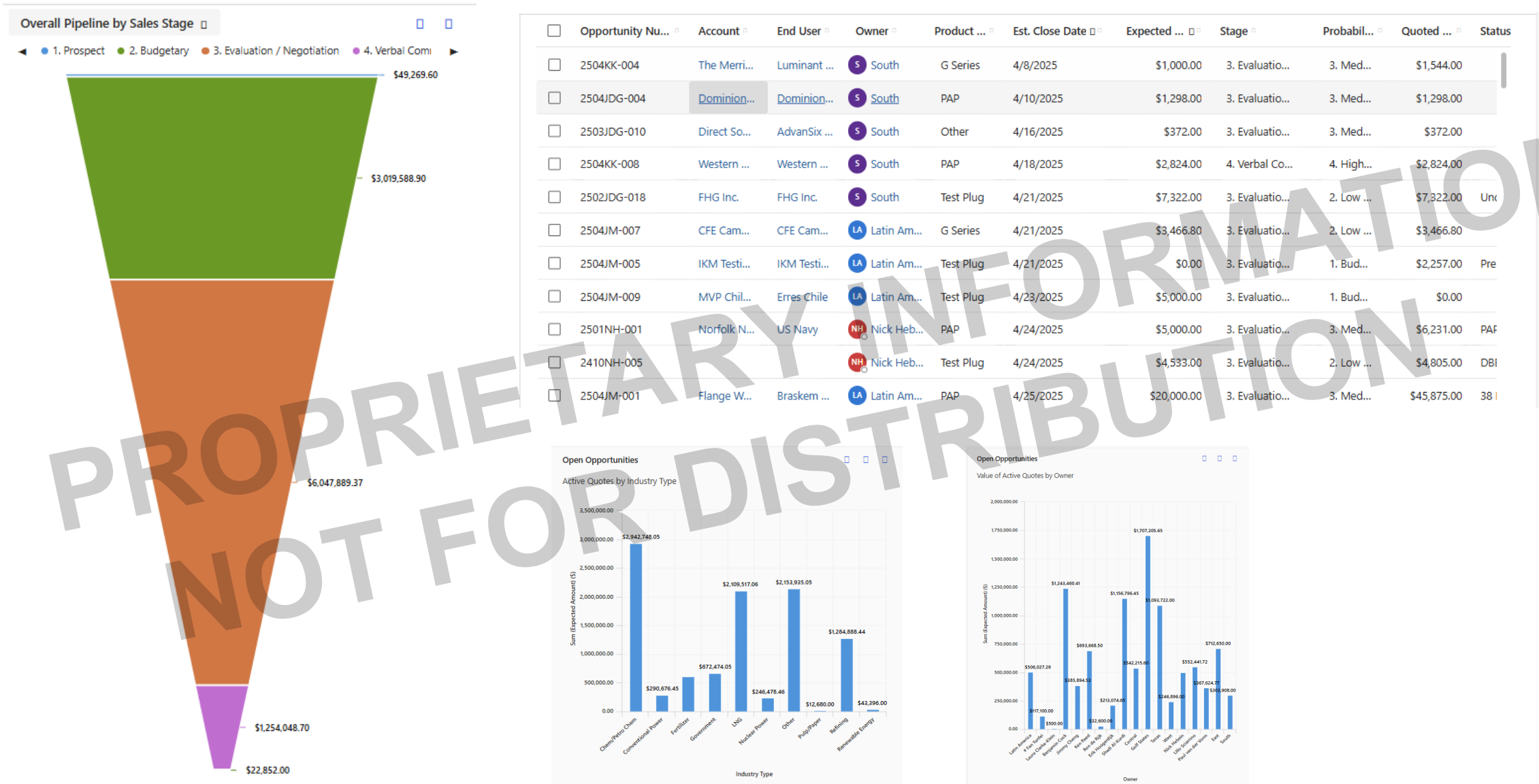
2025 is off to a good start...
Let's make it a great year!



MSD 365 Connections - Sales Partner Report

ACTIVE CRM OPPORTUNITIES/QUOTES AS OF 03-18-25									
Opportunity #	Distributor	Customer	Product Type	Opportunity Issued(Date)	Probability	Estimated Close Date	Expected Value	Date Last Updated	Contact
2501PV-003	Mactech Europe Limited	Ineos Salt	PAP	1/6/2025	Med	4/30/2025	\$ 30,000	1/24/2025	James Beckenham
2502MP-006	Mactech Europe Limited	Glacier Energy Services	PAP	2/19/2025	Med	4/30/2025	\$ 19,142	2/25/2025	James Beckenham
2405MP-013	Mactech Europe Limited	Glacier Energy Services	PAP	5/22/2024	Med	5/31/2025	\$ 17,190	3/7/2025	James Beckenham
2503MP-005	Mactech Europe Limited	ICR UK	Test Plug	3/4/2025	Med	5/31/2025	\$ 9,007	3/5/2025	James Beckenham
2411PV-007	Mactech Europe Limited	Rolls Royce	Test Plug	11/15/2024	Low	4/30/2025	\$ 8,800	3/6/2025	James Beckenham
2411PV-003	Mactech Europe Limited	Rolls Royce	Test Plug	11/6/2024	Med	3/31/2025	\$ 5,000	1/20/2025	James Beckenham
2501PV-017	Mactech Europe Limited	BAE Systems UK	Test Plug	1/24/2025	Med	5/31/2025	\$ 5,000	1/26/2025	James Beckenham
2411PV-002	Mactech Europe Limited	Paralloy	Test Plug	11/6/2024	Med	3/31/2025	\$ 3,000	12/16/2024	Patrick Leadbetter
2501PV-028	Mactech Europe Limited	HYQUIP Limited	Test Plug	1/31/2025	Med	5/31/2025	\$ 2,000	2/3/2025	James Beckenham
2411RW-003	Mactech Europe Limited	Mactech Europe Limited	PAP	11/7/2024	Med	5/30/2025	\$ 1,200	1/13/2025	Patrick Leadbetter
2411PV-001	Mactech Europe Limited	Mactech Europe Limited	Test Plug	11/6/2024	Low	3/31/2025	\$ 500	11/6/2024	Patrick Leadbetter
2502PV-001	Mactech Europe Limited	Hysave LLC	Test Plug	2/3/2025	Low	6/30/2025	\$ 400	2/3/2025	James Beckenham
2502MP-009	Mactech Europe Limited	Score Europe Lt UK	Test Plug	2/24/2025	Med	4/30/2025	\$ 355	2/25/2025	James Beckenham
2412PV-001	Mactech Europe Limited	BAE Systems UK	Test Plug	12/1/2024	Med	4/30/2025	\$ 300	12/2/2024	James Beckenham

CRM System – Sales Partner Portal



**Questions or
comments?**

