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United Oil & Gas Corp.

Account Owner	Brajendra Singh	Rating	Hot
Account Name	United Oil & Gas Corp.	Phone	(212) 842-5500
Parent Account		Fax	(212) 842-5501
Account Number	CD355118	Website	http://www.uos.com
Account Site		Ticker Symbol	UOS
Type	Customer - Direct	Ownership	Public
Industry	Energy	Employees	145,000
Annual Revenue	€5,600,000,000	SIC Code	4437
Billing Address	1301 Avenue of the Americas New York, NY 10019 USA New York NY	Shipping Address	1301 Avenue of the Americas New York, NY 10019 USA
Customer Priority	High	SLA	Platinum
SLA Expiration Date	15/01/2021	SLA Serial Number	6654
Number of Locations	955	Upsell Opportunity	Yes
Active	Yes		
Created By	Brajendra Singh, 20/06/2020, 15:15	Last Modified By	Brajendra Singh, 20/06/2020, 15:15
Description	World's third largest oil and gas company.		
Custom Links	Billing		

Contacts

Lauren Boyle

Title	SVP, Technology
Email	lboyle@uog.com
Phone	(212) 842-5500
Fax	(212) 842-5501
Mobile	(212) 842-5611
Description	

Avi Green

Title	CFO
Email	agreen@uog.com
Phone	(212) 842-5500
Fax	(212) 842-5501
Mobile	(212) 842-2383
Description	

Stella Pavlova

Title	SVP, Production
Email	spavlova@uog.com
Phone	(212) 842-5500

Fax **(212) 842-5501**
 Mobile **(212) 842-5501**
 Description

Arthur Song

Title **CEO**
 Email **asong@uog.com**
 Phone **(212) 842-5500**
 Fax **(212) 842-5501**
 Mobile **(212) 842-4535**
 Description

Opportunities

United Oil Standby Generators

Stage **Closed Won**
 Amount **€120,000.00**
 Close Date **09/06/2020**
 Probability (%) **100**
 Expected Revenue **€120,000.00**
 Lead Source **External Referral**
 Owner Full Name **Brajendra Singh**
 Won ☒
 Fiscal Period **Q2-2015**
 Next Step
 Type **Existing Customer - Upgrade**
 Last Modified Date **20/06/2020**
 Description

United Oil SLA

Stage **Closed Won**
 Amount **€120,000.00**
 Close Date **08/06/2020**
 Probability (%) **100**
 Expected Revenue **€120,000.00**
 Lead Source **Partner**
 Owner Full Name **Brajendra Singh**
 Won ☒
 Fiscal Period **Q2-2015**
 Next Step
 Type **Existing Customer - Upgrade**
 Last Modified Date **20/06/2020**
 Description

United Oil Refinery Generators

Stage **Proposal/Price Quote**
 Amount **€270,000.00**
 Close Date **01/06/2020**
 Probability (%) **75**
 Expected Revenue **€202,500.00**
 Lead Source
 Owner Full Name **Brajendra Singh**
 Won ☐
 Fiscal Period **Q2-2015**

Next Step
 Type **Existing Customer - Upgrade**
 Last Modified Date **20/06/2020**
 Description

United Oil Refinery Generators

Stage **Closed Won**
 Amount **€915,000.00**
 Close Date **25/05/2020**
 Probability (%) **100**
 Expected Revenue **€915,000.00**
 Lead Source **Partner**
 Owner Full Name **Brajendra Singh**
 Won ☒
 Fiscal Period **Q2-2015**
 Next Step
 Type **New Customer**
 Last Modified Date **20/06/2020**
 Description

United Oil Plant Standby Generators

Stage **Needs Analysis**
 Amount **€675,000.00**
 Close Date **11/05/2020**
 Probability (%) **20**
 Expected Revenue **€135,000.00**
 Lead Source
 Owner Full Name **Brajendra Singh**
 Won ☐
 Fiscal Period **Q1-2015**
 Next Step
 Type **Existing Customer - Upgrade**
 Last Modified Date **20/06/2020**
 Description

United Oil Installations

Stage **Closed Won**
 Amount **€235,000.00**
 Close Date **24/04/2020**
 Probability (%) **100**
 Expected Revenue **€235,000.00**
 Lead Source **External Referral**
 Owner Full Name **Brajendra Singh**
 Won ☒
 Fiscal Period **Q1-2015**
 Next Step
 Type **Existing Customer - Upgrade**
 Last Modified Date **20/06/2020**
 Description

United Oil Office Portable Generators

Stage **Negotiation/Review**
 Amount **€125,000.00**

Close Date **17/04/2020**
Probability (%) **90**
Expected Revenue **€112,500.00**
Lead Source
Owner Full Name **Brajendra Singh**
Won ☐
Fiscal Period **Q1-2015**
Next Step
Type **Existing Customer - Upgrade**
Last Modified Date **20/06/2020**
Description

United Oil Installations

Stage **Negotiation/Review**
Amount **€270,000.00**
Close Date **13/04/2020**
Probability (%) **90**
Expected Revenue **€243,000.00**
Lead Source
Owner Full Name **Brajendra Singh**
Won ☐
Fiscal Period **Q1-2015**
Next Step
Type **Existing Customer - Upgrade**
Last Modified Date **20/06/2020**
Description

United Oil Installations

Stage **Closed Won**
Amount **€270,000.00**
Close Date **12/04/2020**
Probability (%) **100**
Expected Revenue **€270,000.00**
Lead Source **Partner**
Owner Full Name **Brajendra Singh**
Won ☒
Fiscal Period **Q1-2015**
Next Step
Type **Existing Customer - Upgrade**
Last Modified Date **20/06/2020**
Description

United Oil Emergency Generators

Stage **Closed Won**
Amount **€440,000.00**
Close Date **06/04/2020**
Probability (%) **100**
Expected Revenue **€440,000.00**
Lead Source **External Referral**
Owner Full Name **Brajendra Singh**
Won ☒
Fiscal Period **Q1-2015**
Next Step

Type **Existing Customer - Upgrade**Last Modified Date **20/06/2020**

Description

Cases**00001001**

Contact Name **Avi Green**
Subject **Performance inadequate for second consecutive week**
Priority **High**
Date Opened **20/06/2020**
Status **Closed**
Owner **Brajendra Singh**
Description

00001002

Contact Name **Stella Pavlova**
Subject **Seeking guidance on electrical wiring installation for GC5060**
Priority **Low**
Date Opened **20/06/2020**
Status **New**
Owner **Brajendra Singh**
Description

00001021

Contact Name **Stella Pavlova**
Subject **Generator GC3060 platform structure is weakening**
Priority **High**
Date Opened **20/06/2020**
Status **Closed**
Owner **Brajendra Singh**
Description

00001022

Contact Name **Stella Pavlova**
Subject **Signal panel on GC5060 blinks intermittently**
Priority **Medium**
Date Opened **20/06/2020**
Status **Closed**
Owner **Brajendra Singh**
Description

00001023

Contact Name **Stella Pavlova**
Subject **Electric surge damaging adjacent equipment**
Priority **High**
Date Opened **20/06/2020**
Status **Closed**
Owner **Brajendra Singh**
Description

00001024

Contact Name **Lauren Boyle**
Subject **Design issue with mechanical rotor**
Priority **Low**

Date Opened	20/06/2020
Status	New
Owner	Brajendra Singh
Description	

00001025

Contact Name	Lauren Boyle
Subject	Motor design hindering performance
Priority	Medium
Date Opened	20/06/2020
Status	Closed
Owner	Brajendra Singh
Description	

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