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## Edge Communications

<b>Account Owner</b>	Brajendra Singh	<b>Rating</b>	Hot
<b>Account Name</b>	Edge Communications	<b>Phone</b>	(512) 757-6000
<b>Parent Account</b>		<b>Fax</b>	(512) 757-9000
<b>Account Number</b>	CD451796	<b>Website</b>	http://edgecomm.com
<b>Account Site</b>		<b>Ticker Symbol</b>	EDGE
<b>Type</b>	Customer - Direct	<b>Ownership</b>	Public
<b>Industry</b>	Electronics	<b>Employees</b>	1,000
<b>Annual Revenue</b>	€139,000,000	<b>SIC Code</b>	6576
<b>Billing Address</b>	312 Constitution Place Austin, TX 78767 USA Austin TX	<b>Shipping Address</b>	312 Constitution Place Austin, TX 78767 USA
<b>Customer Priority</b>	Medium	<b>SLA</b>	Silver
<b>SLA Expiration Date</b>	15/07/2020	<b>SLA Serial Number</b>	2657
<b>Number of Locations</b>	2	<b>Upsell Opportunity</b>	Maybe
<b>Active</b>	Yes		
<b>Created By</b>	Brajendra Singh, 20/06/2020, 15:15	<b>Last Modified By</b>	Brajendra Singh, 20/06/2020, 15:15
<b>Description</b>	Edge, founded in 1998, is a start-up based in Austin, TX. The company designs and manufactures a device to convert music from one digital format to another. Edge sells its product through retailers and its own website.		
<b>Custom Links</b>	<a href="#">Billing</a>		

## Contacts

### Sean Forbes

**Title** CFO  
**Email** [sean@edge.com](mailto:sean@edge.com)  
**Phone** (512) 757-6000  
**Fax** (512) 757-9000  
**Mobile** (512) 757-4561  
**Description**

### Rose Gonzalez

**Title** SVP, Procurement  
**Email** [rose@edge.com](mailto:rose@edge.com)  
**Phone** (512) 757-6000  
**Fax** (512) 757-9000  
**Mobile** (512) 757-9340  
**Description**

## Opportunities

### Edge Emergency Generator

Stage **Id. Decision Makers**  
 Amount **€35,000.00**  
 Close Date **22/06/2020**  
 Probability (%) **60**  
 Expected Revenue **€21,000.00**  
 Lead Source  
 Owner Full Name **Brajendra Singh**  
 Won ☐  
 Fiscal Period **Q2-2015**  
 Next Step  
 Type **Existing Customer - Replacement**  
 Last Modified Date **20/06/2020**  
 Description

### Edge Emergency Generator

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Stage **Closed Won**  
 Amount **€75,000.00**  
 Close Date **16/06/2020**  
 Probability (%) **100**  
 Expected Revenue **€75,000.00**  
 Lead Source **Word of mouth**  
 Owner Full Name **Brajendra Singh**  
 Won ☒  
 Fiscal Period **Q2-2015**  
 Next Step  
 Type **New Customer**  
 Last Modified Date **20/06/2020**  
 Description

### Edge Installation

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Stage **Closed Won**  
 Amount **€50,000.00**  
 Close Date **07/04/2020**  
 Probability (%) **100**  
 Expected Revenue **€50,000.00**  
 Lead Source **Word of mouth**  
 Owner Full Name **Brajendra Singh**  
 Won ☒  
 Fiscal Period **Q1-2015**  
 Next Step  
 Type **Existing Customer - Upgrade**  
 Last Modified Date **20/06/2020**  
 Description

### Edge SLA

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Stage **Closed Won**  
 Amount **€60,000.00**  
 Close Date **03/03/2020**  
 Probability (%) **100**  
 Expected Revenue **€60,000.00**  
 Lead Source **Word of mouth**  
 Owner Full Name **Brajendra Singh**  
 Won ☒

Fiscal Period	<b>Q1-2015</b>
Next Step	
Type	<b>Existing Customer - Upgrade</b>
Last Modified Date	<b>20/06/2020</b>
Description	

**Cases****00001000**

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Contact Name	<b>Rose Gonzalez</b>
Subject	<b>Starting generator after electrical failure</b>
Priority	<b>High</b>
Date Opened	<b>20/06/2020</b>
Status	<b>Closed</b>
Owner	<b>Brajendra Singh</b>
Description	

**00001017**

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Contact Name	<b>Sean Forbes</b>
Subject	<b>Shutting down of generator</b>
Priority	<b>Medium</b>
Date Opened	<b>20/06/2020</b>
Status	<b>Closed</b>
Owner	<b>Brajendra Singh</b>
Description	

**00001018**

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Contact Name	<b>Sean Forbes</b>
Subject	<b>Cannot start generator after electrical failure</b>
Priority	<b>Medium</b>
Date Opened	<b>20/06/2020</b>
Status	<b>Closed</b>
Owner	<b>Brajendra Singh</b>
Description	