



ACCOUNT HANDING OVER

ORGANIZATION NAME	Contact Person Name	Job Title	Contact Number	Email	REMARKS
Adyard / Altrad /Interserve Eng. & Cons.			025547722	mdsouza@hbm-contracting.com/ info@hbm-contracting.com	

CRM NOTE FOR TRANSFER:

SIGNATURE SHEET:

HANDOVER		TAKEOVER	
Old Owner	MR. MOHAMMED RYAZ	New Owner	ENG. AHMED KOLAYB
Signature		Signature	
Line Manager	ENG. TAHA HANIYA	Line Manager	MR. HAITHAM AL MISHAL
Signature		Signature	

SALES DIRECTOR

CRM Admin

GENERAL MANAGER



PROJECT HANDOVER/TAKING OVER LIST

Project Creation Date	Proj No	Opp No	Project Name	Sales Stage	Status	Consultant	MKT Person	MEP Contractor	Sales Person	Open Amount	Request Lost	Lost Amount	Won Amount	Remarks
8-May-19	BOQ	0301405	Replacement of Fire Water Pump Packages at UAD-CPC Agreement No. CTC SU 1533	JOH	LOST				Mr. Amro Al-Madhoum	-	Already Closed as Lost	1486072.00	0.00	Still awaiting for client to respond to our final price , but mainly it will be lost due to our dubai team submitting to the final quotation 2 weeks after the dead line (July 29, 2019)
15-Oct-20	33003737	0774689	Feed Services For Green Land Liquid Terminal At Khalifa Port Phase 1A&B	TENDER	NO SALE	Tebodin Middle East Ltd		Ibraheem Adnan	Mr. Alaa Mohammed Al Assaf	-	Already Closed as No Sale			
15-Feb-23	BOQ	1323020098	Engineering Package to install Additional Fire Hydrants in LQ1 & LQ2 at ABK	JOH	NO SALE				Mr. Mohd. Riyaz	-	Already Closed as No Sale			
7-Apr-23	1304230013	1323040054	EPC For RSF (Rim Seal Foam) And FSF (Full Surface Fire) Fighting System Upgrade For Cos Tanks At Zirku	JOH	LOST	Abu Dhabi National Oil Company (ADNOC)		Abdelrazeeq Jamal	Mr. Mohd. Riyaz	-	Already Closed as Lost	8,459,863.00		As per the customer they have price less than 3M and didn't short listed us in the comparison even. Also the other competitors complying technically too. Already informed our G.I.U team for rechecking but as per them we cant reach the same price within the that range. (Aug. 17, 2023)
15-Jun-23	1306230030	1323060078	EPC Works For Bu Haseer ESP Surface Facility - Package - 4	JOH	OPEN	Abu Dhabi National Oil Company (ADNOC)		Abdelrazeeq Jamal	Mr. Mohd. Riyaz	-				ON TRACK - Received the balance documents. Submit to submit the offer. (Sept. 22, 2023)

REASON OF TRANSFER FROM CRM TEAM:

SIGNATURE SHEET:

HANDING OVER

SALESMAN NAME

Signature:

LINE MANAGER

Signature:

Date:

28-Sep-23

Mr. Mohammed Riyaz

Eng. Taha Haniya

TAKING OVER

SALES or MKTG NAME

Signature:

LINE MANAGER

Signature:

Date:

28-Sep-23

Eng. Ahmed Kolayb

Mr. Haitham Al Mishal

MR. IBRAHEM TAWFIQ

CRM ADMIN MANAGER

ENGR. MOHAMMAD ASSAF

GENERAL MANAGER

ENGR. TAHA HANIYA

SALES AND MKTG DIRECTOR