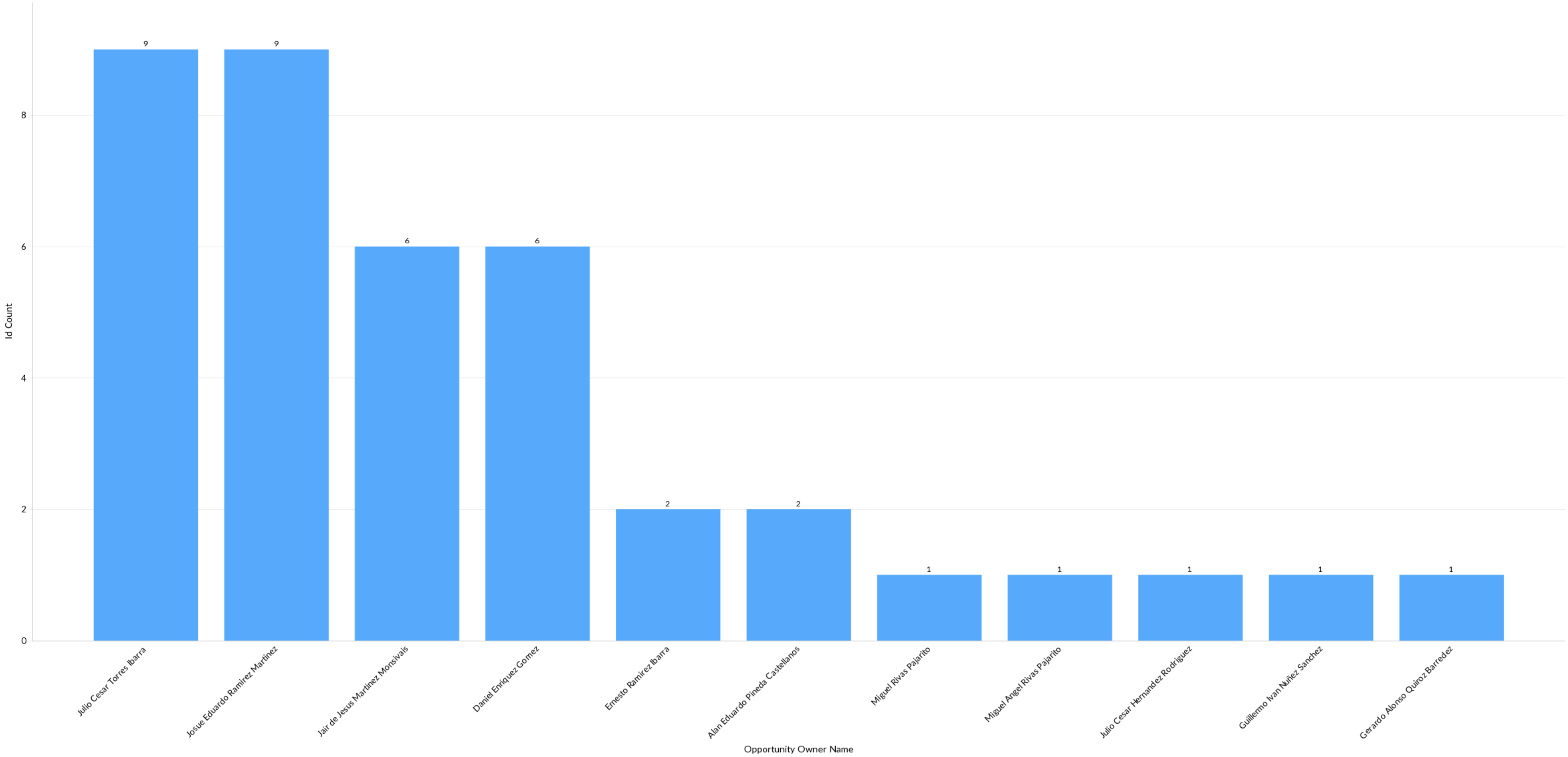
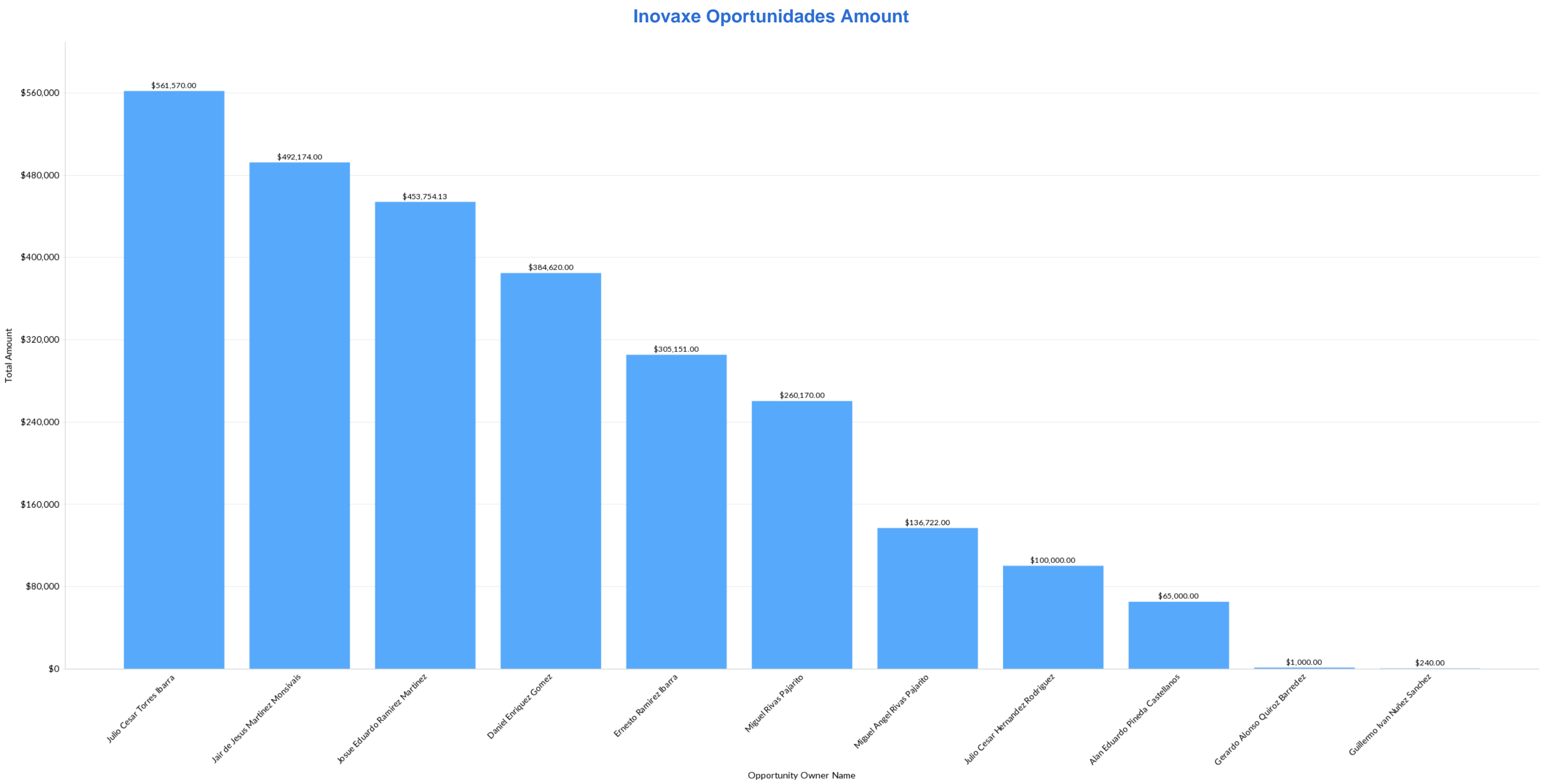


INOVAXE OPORTUNIDADES





Inovaxe Oportunidades Detalles

Opportunity Owner Name	Account Name	Opportunity Name	Stage	Last Update	Next Step	Probability (%)	Closing Date	Total Amount
Alan Eduardo Pineda Castellanos	Huf Mexico	Inovaxe - Smart Rack	Interest Confirmed	22/05/2023 04:32 PM	Follow up on Cluso rack to offer Inovaxe solution	20	30/09/2023	\$30,000.00
	Marelli Tepotzotlan EDM	Inovaxe - Smart Racks	Interest Confirmed	19/05/2023 11:38 AM	Call customer to retake project.	20	30/11/2023	\$35,000.00
Daniel Enriquez Gomez	Emerson Termotec	Inovaxe - Smart Rack	Interest Confirmed	19/05/2023 03:17 PM	Following in early May	20	31/10/2023	\$45,000.00
	Emerson Termotec Planta 2	Inovaxe - Smart Rack	Initial Contact	12/05/2023 11:05 AM	Long term project review every 2-3 months	10	31/12/2023	\$45,000.00
	SMTC Chihuahua	Inovaxe - Smart Rack	Interest Confirmed	19/05/2023 01:53 PM	Following in 22 March visit	20	31/07/2023	\$45,000.00
	Stoneridge Juarez	Inovaxe - MODI	Quotes	23/05/2023 01:48 PM	Follow up the approval of the purchase	40	30/09/2023	\$84,810.00
	Valeo Juarez	Inovaxe - MODI	Initial Contact	23/05/2023 12:15 PM	sending the quote	10	30/09/2023	\$84,810.00
		Inovaxe - The X-RAY Counting System	Initial Contact	23/05/2023 12:15 PM	sending the quote from Inovaxe	10	30/09/2023	\$80,000.00
Ernesto Ramirez Ibarra	Eaton Controls and Power Conversion	Inovaxe - SR700-NC	Quotes	22/05/2023 02:45 PM	Review if this project, 3rd week of Jun	40	30/06/2023	\$115,566.00
	Harman Audio de Mexico	Inovaxe - Smart Rack	Quotes	23/05/2023 01:48 PM	Review if the project still for Q3, Jessica Corral, 3rd week July	40	31/07/2023	\$189,585.00
Gerardo Alonso Quiroz Barredez	Continental Temic Nogales	Inovaxe - MS2000	Quotes	19/05/2023 01:36 PM	Follow up the shared quotation GQ	40	31/08/2023	\$1,000.00
Guillermo Ivan Nuñez Sanchez	Eaton Electrical	Inovaxe - Service - Spare parts	Purchase Order	22/05/2023 09:20 AM	Follow up on the order update	90	30/09/2023	\$240.00
Jair de Jesus Martinez Monsivais	Acuity Brands Lighting de Mex	Inovaxe - Smart Rack	Interest Confirmed	23/05/2023 10:43 AM	Schedule visit in April to review status of approvals	20	31/10/2023	\$65,000.00
	Jabil Monterrey	Inovaxe - Smart rack	Interest Confirmed	23/05/2023 11:55 AM	Schedule a meeting with the warehouse engineers to determine their needs by the end of April.	20	31/07/2023	\$13,000.00
	Lear Electronica Apodaca	Inovaxe - Smart Rack	Interest Confirmed	23/05/2023 10:05 AM	Contact engineer to review details in April	20	30/06/2023	\$60,000.00
	Magna Electronics Inc	Inovaxe - SREX700-NC/SREX130-12-NC	Quotes	22/05/2023 05:56 PM	Progress of the requisition will be reviewed	40	30/09/2023	\$57,193.00
	Methode Planta 2	Inovaxe - Smart Rack	Quotes	28/04/2023 06:39 PM	Schedule visit in May to review the project	40	30/06/2023	\$32,965.00

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	ZF Group Electronics Mty	Inovaxe - Production floor and WH control	Demo Successfull	23/05/2023 11:33 AM	Review in the second week of April the progress of the requirement.	60	31/05/2023	\$264,016.00
Josue Eduardo Ramirez Martinez	Bitron Electronics	Inovaxe - Bitron Project	Interest Confirmed	19/05/2023 10:52 AM	send form for quote	20	31/08/2023	\$30,000.00
	Continental Automotive Colinas	Inovaxe - SR700	Initial Contact	22/05/2023 12:42 PM	Search visit to make presentation	10	31/01/2024	\$15,000.00
	EMZ Hanauer Mexico	Inovaxe - SREX*	Interest Confirmed	22/05/2023 04:16 PM	Investment dates are released in June, but an intelligent rack is not a priority.	20	31/01/2024	\$132,935.00
	Forvia Clarion	Inovaxe - SR700	Interest Confirmed	22/05/2023 05:39 PM	Send Quote	20	30/09/2023	\$30,000.00
	Harman Automotive Systems Queretaro	Inovaxe - SREX700 & SREX130	Interest Confirmed	22/05/2023 09:51 AM	Send DCT information to Francisco	20	31/12/2023	\$126,280.00
	MABE Mpt Queretaro	Inovaxe - SRS-29-24	Interest Confirmed	22/05/2023 05:54 PM	Review with Ramiro, what is the focus of the project	20	31/12/2023	\$5,000.00
	Valeo Sylvania Planta 2 QRO	Inovaxe - MODI AdoDat 5000	Demo or Evaluation	23/05/2023 12:52 PM	make a visit with a client who has the system	50	31/10/2023	\$69,539.13
		Inovaxe - SR700	Samples	23/05/2023 12:52 PM	make a visit with a client who has the system	30	31/10/2023	\$30,000.00
	WKK	Inovaxe - Smar Rack	Interest Confirmed	19/05/2023 01:01 PM	The scope of the project is reviewed due to the low budget.	20	31/12/2023	\$15,000.00
Julio Cesar Hernandez Rodriguez	Tyco Johnson Controls Matamoros	Inovaxe - IA Series	Interest Confirmed	19/05/2023 03:30 PM	Contact Jose Padilla to get summary by JH	20	30/11/2023	\$100,000.00
Julio Cesar Torres Ibarra	Jabil Gdl Planta 1	Inovaxe - SR200 - Jabil P1	Interest Confirmed	22/05/2023 08:28 AM	Get the meeting with Jabil's team to define aspects for the application, and perform formal quote	20	30/06/2023	\$98,000.00
	Sanmina SCI Gdl P1	Inovaxe - IA7000-S-C	Quotes	22/05/2023 11:34 AM	Contact him on January	40	30/06/2023	\$134,166.00
					Follow up the quote	40	30/06/2023	\$78,600.00
		Inovaxe - IMSD2000	Making Decision	22/05/2023 11:34 AM	Follow up the quote	70	30/06/2023	\$41,807.00
		Inovaxe - Smart Cart IA7000-S-NC	Quotes	22/05/2023 11:34 AM	Follow up the quote	40	31/07/2023	\$57,781.00
		Inovaxe - Spare parts	Interest Confirmed	22/05/2023 11:34 AM	Ask for a upload quote.	20	30/06/2023	\$200.00
	Sanmina SCI Gdl P2	Inovaxe - MDS Carts, Racks	Quotes	22/05/2023 05:50 PM	Follow up the quote	40	30/06/2023	\$28,377.00
		Inovaxe - SR200-7-NC	Making Decision	22/05/2023 05:50 PM	Confirm project status	70	30/06/2023	\$54,235.00
		Inovaxe - SR200-7-nc	Quotes	22/05/2023 05:50 PM	Follow up the quote	40	30/06/2023	\$68,404.00

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Miguel Angel Rivas Pajarito	Inventronics	Inovaxe - SR700/IA700	Making Decision	19/05/2023 11:01 AM	This project is on hold from HQ. Follow up every 3 weeks.	70	31/12/2023	\$136,722.00
Miguel Rivas Pajarito	Continental Tijera	Inovaxe - Smart Stationary Stockroom Rack	Demo Successfull	22/05/2023 10:51 AM	Ask if they request an updated quote and information of the equipment.	60	31/07/2023	\$260,170.00
Grand Total:								\$2,760,401.13