

Quotation vs Win dashboard

2024-2025

Quotes

233.8M

Win

33.5M

Budgetary

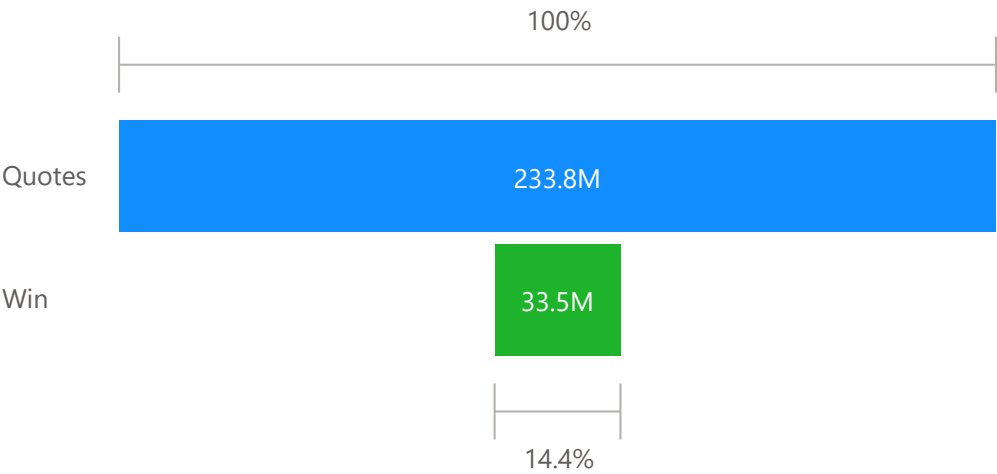
415.8K

Loss

Pending

199.8M

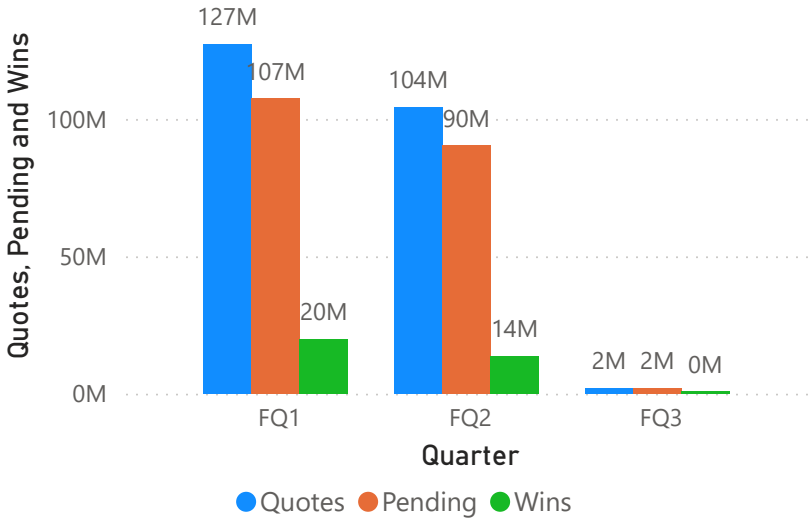
Quotes and Win



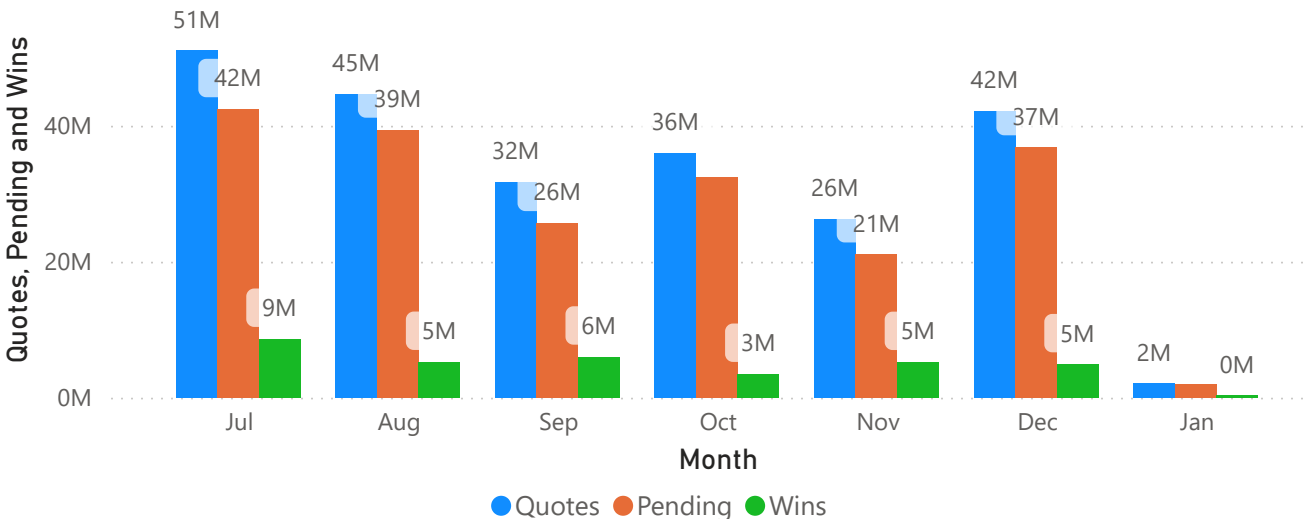
Top 10 Customers by quote value

ID	Customer	Quotes	Win
AXO001	Customer 1	29,805,538.7	5,503,298.5
FMC003	Customer 2	23,403,454.1	380,769.0
AEL001	Customer 3	22,390,526.2	223,154.1
HMH002	Customer 4	17,647,290.1	231,943.0
NOV-DUBAI	CUsermer 5	13,452,264.3	5,615,965.3
ADNC01	Customer 6	9,946,432.8	2,721,502.3
ARA003	Customer 7	8,918,650.6	2,824,648.2
BOR001	Customer 8	6,781,104.7	465,039.4
NOV007	Customer 9	6,112,695.7	343,640.6
DAN001	Customer 10	5,905,331.0	
Total		184,244,547.3	23,163,317.8

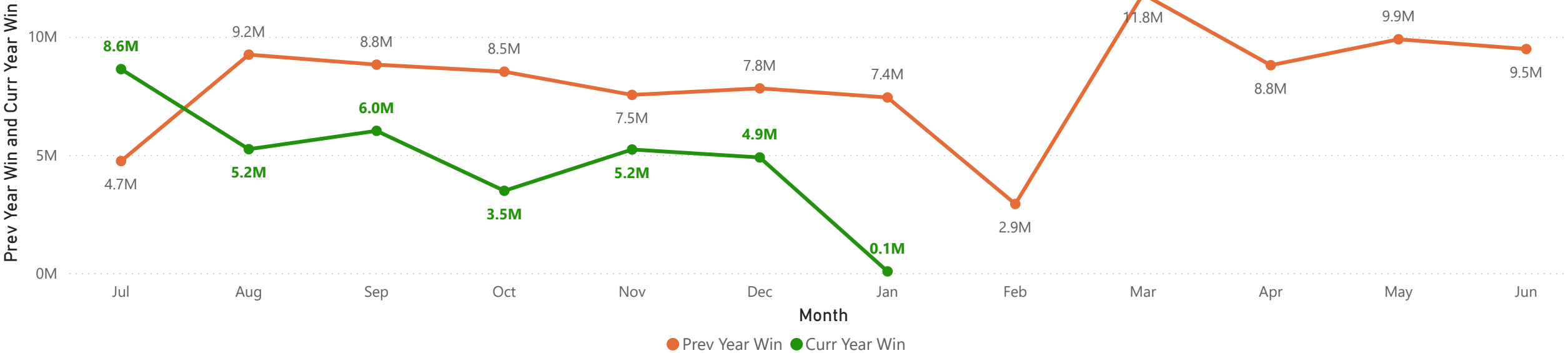
Quotes, Pending and Wins by Quarter



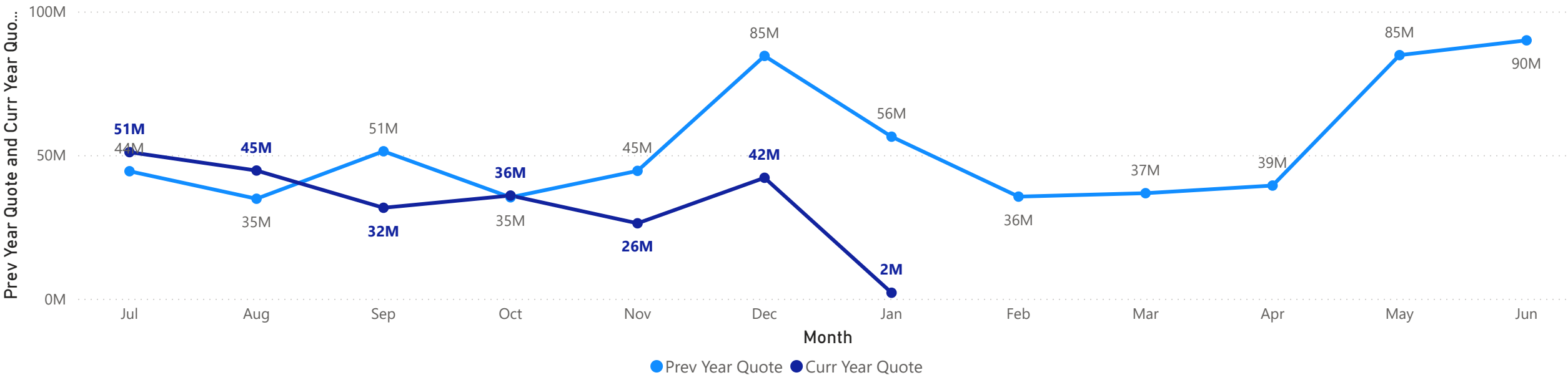
Quotes, Pending and Wins by Month



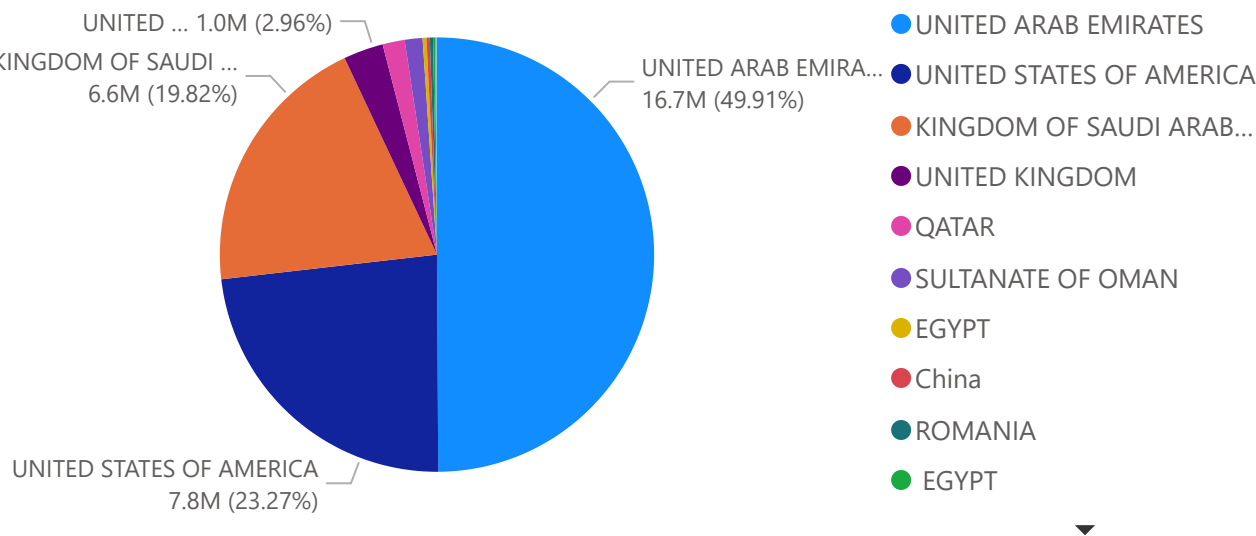
Quote wins 2024-2025 vs 2023-2024



Quote values 2024-2025 vs 2023-2024



Win% by Location



Quote values 2024-2025 vs 2023-2024

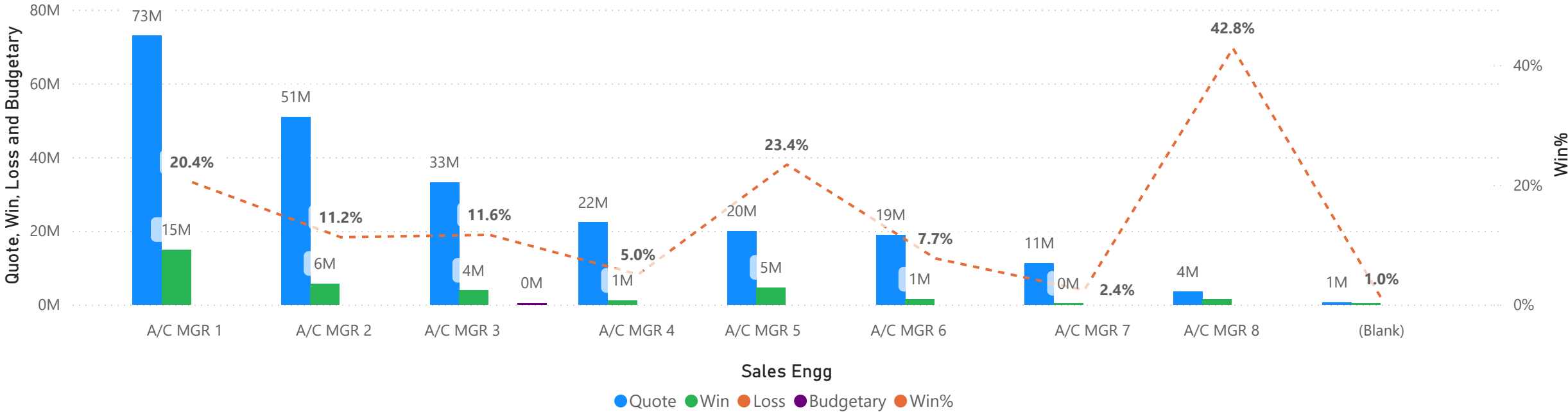
FiscalMonth	Curr Year	Prev Year
Jul	51,036,471	44,402,397.0
Aug	44,638,885	34,819,566.1
Sep	31,678,223	51,343,434.2
Oct	35,929,566	35,324,445.7
Nov	26,276,639	44,529,187.8
Dec	42,115,538	84,535,615.4
Jan	2,097,697	56,423,522.7
Feb		35,561,630.6
Mar		36,754,704.4
Apr		39,410,354.5
May		84,810,630.4
Jun		89,960,086.9
Total	233,773,019	637,875,575.4

Quote wins 2024-2025 vs 2023-2024

FiscalMonth	Current Yr	Previous Yr
Jul	8,627,719.5	4,736,947.7
Aug	5,239,556.1	9,240,774.9
Sep	6,016,163.0	8,817,342.4
Oct	3,479,227.6	8,520,225.7
Nov	5,226,692.9	7,537,368.9
Dec	4,890,287.7	7,815,041.9
Jan	68,491.8	7,428,002.7
Feb		2,921,567.3
Mar		11,802,636.0
Apr		8,792,344.3
May		9,889,553.0
Total	33,548,138.6	96,979,557.4



Quote, Win, Loss, Budgetary and Win% by Sales Engg



Current Year

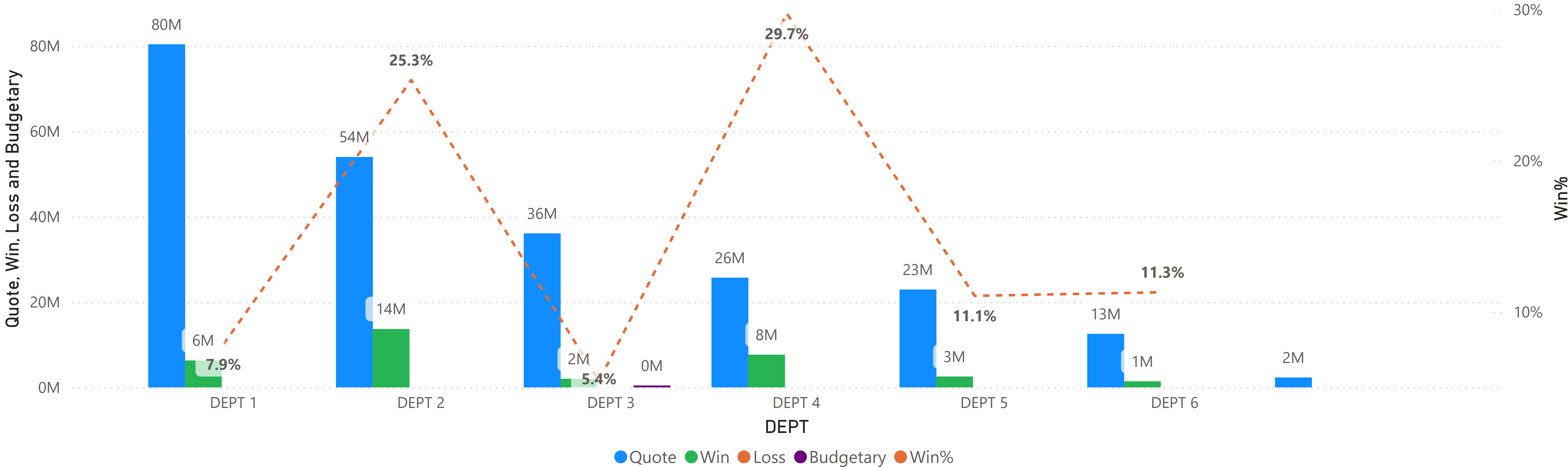
Sales Engg	Quote	Win	Loss	Budgetary	Pending	Win%
	668,621.2	6,500.0			662,121.2	1.0%
A/C MGR 3	33,170,084.0	3,862,498.6		415,840.2	28,891,745.2	11.6%
A/C MGR 1	72,989,865.4	14,923,337.0			58,066,528.4	20.4%
A/C MGR 7	11,267,445.3	272,841.3			10,994,604.0	2.4%
A/C MGR 4	22,299,204.9	1,121,265.5			21,177,939.4	5.0%
A/C MGR 5	19,935,339.2	4,659,931.1			15,275,408.2	23.4%
A/C MGR 2	51,005,760.9	5,735,241.5			45,270,519.4	11.2%
A/C MGR 8	3,528,135.5	1,510,129.6			2,018,005.9	42.8%
A/C MGR 6	18,908,562.8	1,456,394.0			17,452,168.8	7.7%
Total	233,773,019.4	33,548,138.6	415,840.2		199,809,040.5	14.4%

Previous Year

Sales Engg	Quote	Win	Budgetary	Loss	Pending	Win%
	3,351,333.8	26,693.4			3,324,640.5	0.8%
A/C MGR 3	90,924,213.2	13,460,844.5	28,250,541.1	441,607.0	48,771,220.5	14.8%
A/C MGR 9	1,174,935.9	365,733.7			809,202.3	31.1%
A/C MGR 1	137,481,142.9	41,039,247.4			95,721,136.5	29.9%
A/C MGR 7	16,593,015.8				16,593,015.8	
A/C MGR 4	113,719,441.4	10,557,150.7	7,371,749.8	1,046,905.9	94,691,643.0	9.3%
A/C MGR 5	27,765,122.3	7,882,210.5			19,882,911.9	28.4%
A/C MGR 2	232,311,272.2	19,432,577.7	42,296,908.2	1,735,855.8	168,845,930.5	8.4%
A/C MGR 8	12,651,183.1	4,039,552.5	1,106,580.9	137,577.2	7,330,554.9	31.9%
A/C MGR 6	1,903,914.6	175,547.0			1,728,367.6	9.2%
Total	637,875,575.4	96,979,557.4	79,025,780.0	3,361,945.9	457,698,623.5	15.2%



Quote, Win, Loss, Budgetary and Win% by DEPT - Current Yr



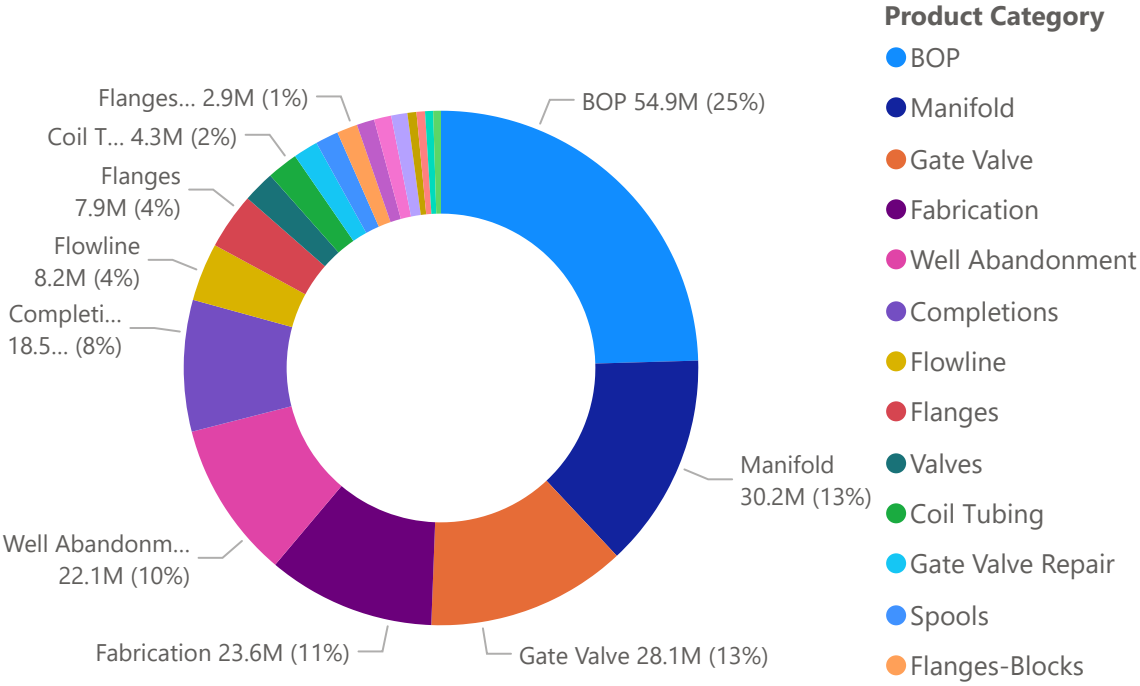
Current Year

DEPT	Quote	Win	Loss	Budgetary	Pending	Win%
	2,275,460.0				2,275,460.0	
DEPT 4	25,703,310.5	7,643,330.4			18,059,980.1	29.7%
DEPT 5	22,887,675.4	2,531,196.5			20,356,478.9	11.1%
DEPT 1	80,338,159.3	6,314,242.3			74,023,917.1	7.9%
DEPT 6	12,513,930.8	1,413,717.8			11,100,213.0	11.3%
DEPT 2	53,982,244.4	13,680,021.6			40,302,222.8	25.3%
DEPT 3	36,072,239.0	1,965,630.1		415,840.2	33,690,768.7	5.4%
Total	233,773,019.4	33,548,138.6		415,840.2	199,809,040.5	14.4%

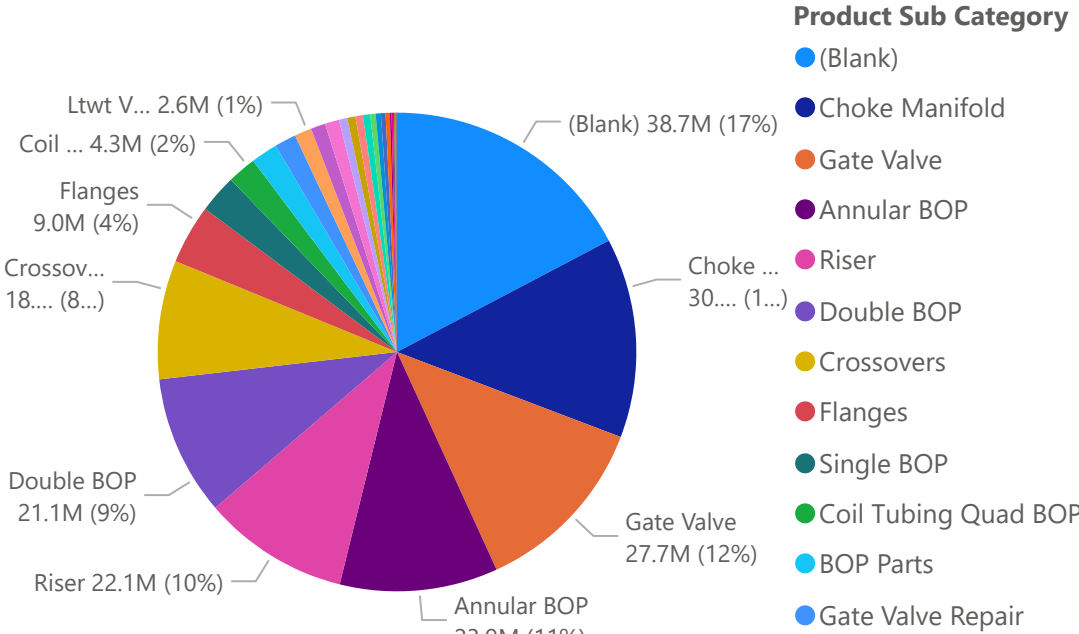
Previous Year

DEPT	Quote	Win	Budgetary	Loss	Pending	Win%
	781,496.7				781,496.7	
DEPT 4	34,029,674.7	9,087,248.6		168,401.9	24,774,024.1	26.7%
DEPT 5	22,295,437.8	4,684,345.1	6,458,497.8	307,458.7	10,808,218.6	21.0%
DEPT 1	291,370,135.4	25,495,848.3	38,348,741.6	2,090,687.1	225,434,858.4	8.8%
DEPT 6	61,550,617.7	10,030,384.3	2,997,673.3	787,992.4	47,618,069.1	16.3%
DEPT 2	112,733,113.0	32,049,811.9	3,428,823.1		76,598,225.7	28.4%
DEPT 3	115,115,100.0	15,631,919.1	27,792,044.3	7,405.8	71,683,730.9	13.6%
Total	637,875,575.4	96,979,557.4	79,025,780.0	3,361,945.9	457,698,623.5	15.2%

Top 20 Quote value by Product Category



Top 20 Quote value by Product Sub Category



Top 20 Quote comparison Current Year vs Prev Year by Product Category

Product Category	Prev Yr Quote	Prev Yr Win	Prev Yr Win%	Current Yr Quote	Current Yr Win	Win%
BOP	117,933,492.5	25,670,450.3	21.8%	54,892,574.8	10,331,937.8	18.8%
Manifold	65,072,756.2	4,393,043.0	6.8%	30,156,210.0	50,011.0	0.2%
Gate Valve	115,301,697.8	21,065,402.3	18.3%	28,136,848.8	5,940,210.0	21.1%
Fabrication	27,067,490.1	6,008,592.1	22.2%	23,580,328.0	6,348,260.2	26.9%
Well Abandonment	55,002,634.6	9,099,280.2	16.5%	22,071,398.2	223,154.1	1.0%
Completions	12,331,201.5	654,799.4	5.3%	18,462,945.2	330,723.5	1.8%
Flowline	21,585,651.5	6,180,387.5	28.6%	8,164,885.9	763,461.0	9.4%
Flanges	5,581,480.5	290,298.8	5.2%	7,907,941.5	708,125.4	9.0%
Valves	26,172,066.5	1,361,092.7	5.2%	4,469,219.3	84,801.6	1.9%
Coil Tubing	4,593,797.5	1,997,048.0	43.5%	4,348,689.9	922,759.7	21.2%
Gate Valve Repair	11,067,028.9	2,140,088.3	19.3%	3,481,076.5	551,736.9	15.8%
Spools	14,439,344.7	2,074,542.6	14.4%	3,246,837.8	1,271,065.3	39.1%
Total	584,725,026.0	88,424,402.4	15.1%	223,667,314.4	30,004,959.7	13.4%

Quote comparison Current Year vs Prev Year by Product Category and Sub Category

Product Category	Product Sub Category	Prev Yr Quote	Prev Yr Win	Prev Yr Win%	Current Yr Quote	Current Yr Win	Win%
Accumulators	Accumulator Unit	14,291,799.5	2,993,610.8	20.9%	2,198,084.6	1,217,184.8	55.4%
Accumulators	Bottles	235,101.7	46,826.1	19.9%	223,819.0		
Aerospace Products					2,275,460.0		
Blocks		343,014.9	81,932.4	23.9%	39,347.8	3,489.8	8.9%
Blocks	Block-Studd	689,017.0	207,614.3	30.1%	1,223,243.1	42,470.0	3.5%
BOP	Annular BOP	27,969,935.1	8,151,533.1	29.1%	23,887,480.1	3,138,486.8	13.1%
BOP	BOP Parts	14,882,230.3	650,240.8	4.4%	4,045,946.1	784,631.5	19.4%
BOP	BOP RAM Block	3,710,183.6	29,204.3	0.8%	40,408.5		
BOP	Double BOP	44,316,259.4	11,705,638.8	26.4%	21,144,827.1	4,912,427.8	23.2%
BOP	Single BOP	24,113,636.1	4,378,630.0	18.2%	5,773,913.1	1,496,391.7	25.9%
Casing Hanger		57,944,952.1	88,553.6	0.2%	1,127,654.3		
Casing Head	Casing Head	23,168,544.8	2,412,436.2	10.4%	1,088,060.1	130,313.7	12.0%
Total		569,398,483.8	86,624,707.1	15.2%	223,667,057.2	30,004,959.7	13.4%