Follow-Up Lead Capturing Effectiveness as on 11/2/2025 10:00:17 AM

Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

	Follow-Up Lead Converion Rate (LCR)		
Follow-Up Lead Capture Efficency (LCE)	**Low <= 30%**	**Average 30 to 50 %**	**High 50%+**
Low <= 50%	**LL-** Week Funnel	**LA**-Good sales, but no follow-up	**LH**-Strong seller, no database
Average 50-60%	**AL**-Missed Sales and leads	**AA-**Balanced Funnel	**AH**-High potential, improve lead capturing
High 60+	**HL**-Interest, no buys	**HA**-Good data + decent sales	**HH**-Best-case; data rich and high revenue

	From Date: 01-Nov-2025 To Date : 02-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	368	41	40	11.15%	97.56%	LH
CHENNAI-02	322	50	50	15.51%	100.00%	LH
KL-SOUTH	29	3	3	10.18%	100.00%	LH
NORTH ARCOT	329	26	26	7.90%	100.00%	LH
SOUTH ARCOT	295	11	10	3.73%	90.91%	LH
SOUTH-01	509	76	76	14.93%	100.00%	LH
SOUTH-03	388	39	39	10.05%	100.00%	LH
TIRUPATI-01	148	54	54	36.47%	100.00%	LH
TRICHY-01	364	32	31	8.78%	96.88%	LH
VIJAYAWADA-01	144	94	94	65.26%	100.00%	HH
WEST-01	269	30	30	11.14%	100.00%	LH
WEST-02	297	48	48	16.14%	100.00%	LH
Total	3,464	504	501	14.55%	99.40%	LH

Region

CHENNAI-01 MTD | LCE 11.15% | LCR 97.56% | LH

CH03 15 x 100 LH	CGL1 41 x 100 LH	CH45 7 x 100 LH	GUD1 10 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 24 x 100 LH	SKL1 0 x NaN LL	TKM1 30 x 100 LH
CH05 12 x 91 LH	AVD1 0 x NaN LL	CH05 4 x 100 LH	CH14 0 x NaN LL	CH26 0 x NaN LL	CH30 12 x 100 LH	CH35 50 x 75 LH	CH37 50 x 100 LH	
CH06 10 x 100 LH	CH08 16 x 100 LH	CH11 7 x 100 LH	CH16 12 x 100 LH	CH19 6 x 100 LH	CH29 0 x NaN LL	CH39 20 x 100 LH	CH40 0 x NaN LL	CH42 7 x 100 LH
CH08 8 x 100 LH	CH07 9 x 100 LH	CH22 20 x 100 LH	CH28 0 x NaN LL	CH38 19 x 100 LH	CH48 8 x 100 LH	KNR1 0 x NaN LL	MC02 0 x NaN LL	MC09 0 x NaN LL

Region

CHENNAI-02 MTD | LCE 15.51% | LCR 100.00% | LH

CH01 19 x 100 LH	CH03 26 x 100 LH	CH06 0 x NaN LL	CH12 28 x 100 LH	CH23 23 x 100 LH	CH24 17 x 100 LH	MC06 0 x NaN LL
CH04 13 x 100 LH	CH21 6 x 100 LH	CH34 19 x 100 LH	CH44 0 x NaN LL	GPD1 37 x 100 LH	MC05 0 x NaN LL	MJR1 0 x NaN LL	PON1 43 x 100 LH	UKI1 0 x NaN LL
CH07 18 x 100 LH	CH01 0 x NaN LL	CH15 42 x 100 LH	CH17 0 x NaN LL	CH18 20 x 100 LH	CH27 7 x 100 LH	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 7 x 100 LH
CH09 11 x 100 LH	CH09 8 x 100 LH	CH20 7 x 100 LH	CH31 21 x 100 LH	CH33 0 x NaN LL	CH41 64 x 100 HH	CH46 0 x NaN LL		

Region

KL-SOUTH MTD | LCE 10.18% | LCR 100.00% | LH

TVP1 10 x 100 LH	KLR1 0 x NaN LL	PAS1 11 x 100 LH	TVP1 13 x 100 LH

Region

NORTH ARCOT MTD | LCE 7.90% | LCR 100.00% | LH

NA01 14 x 100 LH	AKM1 0 x NaN LL	ANI1 0 x NaN LL	ARC2 9 x 100 LH	CYR1 14 x 100 LH	KPM1 14 x 100 LH	KPM2 32 x 100 LH	WJD1 5 x 100 LH	WJP1 0 x NaN LL
NA02 3 x 100 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 0 x NaN LL	VEL1 8 x 100 LH	VEL2 14 x 100 LH	VNB1 0 x NaN LL
NA03 4 x 100 LH	BGR1 15 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 5 x 100 LH	SLG1 60 x 100 AH	TRL1 0 x NaN LL	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 0 x NaN LL

Region

SOUTH ARCOT MTD | LCE 3.73% | LCR 90.91% | LH

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SA01 5 x 75 LH	CUD1 4 x 100 LH	KLM1 15 x 50 LA	MKM1 0 x NaN LL	POY1 8 x 100 LH	POY2 0 x NaN LL	
SA02 4 x 100 LH	CDM1 5 x 100 LH	KKI2 9 x 100 LH	KML1 0 x NaN LL	NVL2 7 x 100 LH	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 8 x 100 LH	VCM1 0 x NaN LL
SA03 2 x 100 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 7 x 100 LH	TRK1 4 x 100 LH	TVM1 0 x NaN LL	TVM2 0 x NaN LL	VPM1 0 x NaN LL	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 14.93% | LCR 100.00% | LH

KVT1 11 x 100 LH	KVT1 7 x 100 LH	KYR1 0 x NaN LL	PKD1 27 x 100 LH	RND1 10 x 100 LH	SKD1 15 x 100 LH	SNL1 25 x 100 LH	STU2 0 x NaN LL	VKM1 17 x 100 LH
NGR1 23 x 100 LH	COL1 199 x 100 HH	KGL1 0 x NaN LL	KSM1 15 x 100 LH	MAR1 34 x 100 LH	MMT1 0 x NaN LL	NGR1 26 x 100 LH	TKY1 0 x NaN LL	
TKS1 10 x 100 LH	PDI1 0 x NaN LL	RPM1 7 x 100 LH	SDI1 0 x NaN LL	SGT1 0 x NaN LL	TKS1 12 x 100 LH	TKS2 26 x 100 LH		
TUT1 18 x 100 LH	ERL1 NaN x NaN LL	ERL2 11 x 100 LH	TCN1 7 x 100 LH	TUT1 17 x 100 LH	TUT2 23 x 100 LH	TYI1 0 x NaN LL	UDN1 57 x 100 AH	
TVL1 12 x 100 LH	ARM1 17 x 100 LH	ASM1 20 x 100 LH	TVL1 10 x 100 LH	TVL2 37 x 100 LH	VLY1 6 x 100 LH			
VNR1 17 x 100 LH	APK1 0 x NaN LL	APK2 75 x 100 HH	SVK1 13 x 100 LH	VNR1 11 x 100 LH	VNR2 5 x 100 LH			

Region SOUTH-03 MTD | LCE 10.05% | LCR 100.00% | LH

DGL1 3 x 100 LH	DGL1 6 x 100 LH	DGL2 0 x NaN LL	MDU1 0 x NaN LL	MDU5 19 x 100 LH	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 0 x NaN LL	
KKD2 5 x 100 LH	ATG1 0 x NaN LL	DKI1 10 x 100 LH	KKD2 NaN x NaN LL	KKD3 4 x 100 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PVI1 15 x 100 LH	SGP1 0 x NaN LL	TDI1 12 x 100 LH	TPT1 0 x NaN LL
KRR1 16 x 100 LH	KRR1 21 x 100 LH	ODM1 0 x NaN LL						
MDU2 10 x 100 LH	ADP1 32 x 100 LH	BNR1 0 x NaN LL	CBM1 0 x NaN LL	CMR1 54 x 100 AH	MDU2 0 x NaN LL	MDU3 0 x NaN LL	MDU4 37 x 100 LH	MDU6 2 x 100 LH	TEN1 19 x 100 LH	TEN2 8 x 100 LH
SVG1 24 x 100 LH	BTU1 75 x 100 HH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MLR1 0 x NaN LL	NKI1 9 x 100 LH	PKM1 19 x 100 LH	SVG1 0 x NaN LL	TMM1 53 x 100 AH	USL1 87 x 100 HH

Region TIRUPATI-01 MTD | LCE 36.47% | LCR 100.00% | LH

ATP1 55 x 100 AH	ADI1 32 x 100 LH	ATP1 32 x 100 LH	DHN1 37 x 100 LH	GTL1 323 x 100 HH	KNL1 75 x 100 HH	KNL2 0 x NaN LL	NDL1 14 x 100 LH	TPI1 100 x 100 HH		
KDA1 25 x 100 LH	BVL1 0 x NaN LL	KDA1 0 x NaN LL	KOU1 17 x 100 LH	MPL1 68 x 100 HH	PDT1 75 x 100 HH	PIL1 0 x NaN LL	RCY1 14 x 100 LH	RJP1 50 x 100 LH		
TPY1 27 x 100 LH	CTO1 12 x 100 LH	KHT1 0 x NaN LL	KVL1 30 x 100 LH	NLR1 21 x 100 LH	NYP1 19 x 100 LH	PGR1 37 x 100 LH	PMR1 0 x NaN LL	PUT1 25 x 100 LH	SPE1 37 x 100 LH	TPY1 60 x 100 AH	TPY2 21 x 100 LH	VKI1 56 x 100 AH

Region TRICHY-01 MTD | LCE 8.78% | LCR 96.88% | LH

KUM1 6 x 100 LH	KIK1 0 x NaN LL	KUM1 6 x 100 LH	NCK1 0 x NaN LL	NGT1 37 x 100 LH	TTP1 0 x NaN LL	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 13 x 100 LH	AYR1 50 x 100 LH	JKM1 0 x NaN LL	MSI1 0 x NaN LL	MVM1 0 x NaN LL	PBR1 45 x 100 LH	PBR2 9 x 100 LH	TYR1 8 x 100 LH
TNJ1 7 x 83 LH	APM1 0 x NaN LL	MDI1 11 x 100 LH	NMM1 7 x 100 LH	ORU1 0 x NaN LL	PTK1 0 x NaN LL	TNJ1 0 x NaN LL	TNJ2 24 x 67 LH

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TRY1 8 x 100 LH	KRN1 21 x 100 LH	PDK1 60 x 100 AH	TRY1 0 x NaN LL	TRY2 17 x 100 LH	TRY3 0 x NaN LL	TRY4 0 x NaN LL

Region VIJAYAWADA-01 MTD | LCE 65.26% | LCR 100.00% | HH

BVR1 83 x 100 HH	AMP1 75 x 100 HH	BVR1 0 x NaN LL	DPE1 90 x 100 HH	ELU1 50 x 100 LH	JGG1 30 x 100 LH	KND1 199 x 100 HH	NPR1 0 x NaN LL	PAP1 25 x 100 LH	PPM1 448 x 100 HH	RMV1 124 x 100 HH	TDD1 0 x NaN LL	TNI1 30 x 100 LH	TNK1 128 x 100 HH
GNT1 58 x 100 AH	BPP1 0 x NaN LL	CKT1 66 x 100 HH	CRL1 45 x 100 LH	GNT1 75 x 100 HH	GNT2 149 x 100 HH	KDR1 187 x 100 HH	NRT1 17 x 100 LH	OGL1 168 x 100 HH	PNR1 75 x 100 HH	PRL1 0 x NaN LL	RAL1 0 x NaN LL	VKN1 21 x 100 LH	
VJW1 58 x 100 AH	GDV1 149 x 100 HH	GVM1 0 x NaN LL	JPT1 37 x 100 LH	MTM1 0 x NaN LL	TEL1 0 x NaN LL	TVU1 149 x 100 HH	VJW1 75 x 100 HH	VJW2 0 x NaN LL	VJW3 33 x 100 LH	VJW4 21 x 100 LH	VJW5 0 x NaN LL	VUY1 187 x 100 HH	

Region WEST-01 MTD | LCE 11.14% | LCR 100.00% | LH

CBE1 9 x 100 LH	CBE1 53 x 100 AH	CBE2 5 x 100 LH	CBE3 0 x NaN LL	CBE4 0 x NaN LL	CBE5 0 x NaN LL	CBE6 0 x NaN LL	KMR1 9 x 100 LH	SNR1 9 x 100 LH	SUL1 14 x 100 LH
PLI1 3 x 100 LH	DPM2 11 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 0 x NaN LL	UMP1 0 x NaN LL				
TPR1 13 x 100 LH	TPR1 19 x 100 LH	TPR2 0 x NaN LL	TPR3 20 x 100 LH						
TPR4 30 x 100 LH	ANR1 0 x NaN LL	AVI1 25 x 100 LH	GBM1 75 x 100 HH	PPI1 41 x 100 LH	SYM2 23 x 100 LH	TPR4 0 x NaN LL			
UAM1 7 x 100 LH	CNR1 0 x NaN LL	GDR1 56 x 100 AH	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 7 x 100 LH	UAM1 0 x NaN LL			

Region WEST-02 MTD | LCE 16.14% | LCR 100.00% | LH

ERD1 35 x 100 LH	CMI1 0 x NaN LL	ERD1 81 x 100 HH	ERD2 37 x 100 LH	KMM1 50 x 100 LH	NKL2 15 x 100 LH	PDR1 50 x 100 LH	RSP1 25 x 100 LH	SGG1 17 x 100 LH	TCG1 0 x NaN LL	VKL1 56 x 100 AH
HSR1 15 x 100 LH	HSR1 12 x 100 LH	HSR2 45 x 100 LH	KRI1 0 x NaN LL	KVP1 15 x 100 LH	PLC1 11 x 100 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 0 x NaN LL	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 0 x NaN LL	HRR1 0 x NaN LL	MCR1 0 x NaN LL	MTR1 0 x NaN LL	OML1 0 x NaN LL	TRM1 0 x NaN LL		
SLM1 11 x 100 LH	APN1 0 x NaN LL	ATU1 27 x 100 LH	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 27 x 100 LH	SLM2 20 x 100 LH	SLM3 10 x 100 LH	VPD1 0 x NaN LL		