Follow-Up Lead Capturing Effectiveness as on 9/3/2025 10:00:03 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-Sep-2025 To Date : 03-Sep-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	596	65	64	10.91%	98.46%	LH
CHENNAI-02	520	82	72	15.77%	87.80%	LH
KL-SOUTH	206	16	16	7.75%	100.00%	LH
NORTH ARCOT	438	53	44	12.11%	83.02%	LH
SOUTH ARCOT	369	40	36	10.85%	90.00%	LH
SOUTH-01	993	106	91	10.68%	85.85%	LH
SOUTH-03	761	67	65	8.80%	97.01%	LH
TIRUPATI-01	256	176	173	68.77%	98.30%	HH
TRICHY-01	711	109	107	15.33%	98.17%	LH
VIJAYAWADA-01	241	194	188	80.66%	96.91%	HH
WEST-01	466	57	57	12.22%	100.00%	LH
WEST-02	554	66	58	11.91%	87.88%	LH
Total	6,110	1,031	971	16.87%	94.18%	LH

Region

CHENNAI-01 MTD | LCE 10.91% | LCR 98.46% | LH

CH03 11 x 100 LH	CGL1 0 x NaN LL	CH45 19 x 100 LH	GUD1 21 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 20 x 100 LH	SKL1 7 x 100 LH	TKM1 14 x 100 LH
CH05 11 x 100 LH	AVD1 19 x 100 LH	CH05 0 x NaN LL	CH14 22 x 100 LH	CH26 33 x 100 LH	CH30 0 x NaN LL	CH35 27 x 100 LH	CH37 0 x NaN LL	
CH06 18 x 96 LH	CH08 20 x 86 LH	CH11 10 x 100 LH	CH16 6 x 100 LH	CH19 21 x 100 LH	CH29 0 x NaN LL	CH39 55 x 100 AH	CH40 0 x NaN LL	CH42 26 x 100 LH
CH08 3 x 100 LH	CH07 7 x 100 LH	CH22 8 x 100 LH	CH28 0 x NaN LL	CH38 5 x 100 LH	CH48 0 x NaN LL	KNR1 0 x NaN LL	MC02 NaN x NaN LL	MC09 0 x NaN LL

Region

CHENNAI-02 MTD | LCE 15.77% | LCR 87.80% | LH

CH01 10 x 92 LH	CH03 4 x 50 LA	CH12 4 x 100 LH	CH23 37 x 100 LH	CH24 34 x 100 LH	CH41 17 x 100 LH	MC06 0 x NaN LL	MC08 0 x NaN LL
CH04 14 x 76 LH	CH21 26 x 88 LH	CH34 22 x 43 LA	CH44 13 x 67 LH	GPD1 9 x 100 LH	MC05 17 x 100 LH	MJR1 9 x 100 LH	PON1 8 x 100 LH	UKI1 3 x 100 LH
CH07 20 x 92 LH	CH01 NaN x NaN LL	CH15 42 x 86 LH	CH17 0 x NaN LL	CH18 8 x 100 LH	CH27 37 x 100 LH	CH32 50 x 100 LH	CH36 9 x 100 LH	CH43 11 x 100 LH
CH09 21 x 95 LH	CH06 26 x 75 LH	CH09 6 x 100 LH	CH20 41 x 100 LH	CH31 35 x 100 LH	CH33 0 x NaN LL	CH46 27 x 100 LH		

Region

KL-SOUTH MTD | LCE 7.75% | LCR 100.00% | LH

TVP1 8 x 100 LH	KLR1 0 x NaN LL	PAS1 30 x 100 LH	TVP1 1 x 100 LH

Region

NORTH ARCOT MTD | LCE 12.11% | LCR 83.02% | LH

NA01 19 x 73 LH	AKM1 25 x 100 LH	ANI1 21 x 100 LH	ARC2 0 x NaN LL	CYR1 8 x 100 LH	KPM1 17 x 100 LH	KPM2 30 x 59 LH	WJD1 12 x 67 LH	WJP1 7 x 100 LH
NA02 6 x 90 LH	ABR1 10 x 100 LH	CGM1 12 x 100 LH	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 10 x 100 LH	VEL1 0 x NaN LL	VEL2 6 x 50 LA	VNB1 0 x NaN LL
NA03 11 x 100 LH	BGR1 12 x 100 LH	CPT1 0 x NaN LL	PTU1 14 x 100 LH	SBR1 5 x 100 LH	SLG1 17 x 100 LH	TRL1 9 x 100 LH	TRT1 14 x 100 LH	UGI1 23 x 100 LH	VSI1 21 x 100 LH

Region

SOUTH ARCOT MTD | LCE 10.85% | LCR 90.00% | LH

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SA01 16 x 89 LH	CUD1 26 x 90 LH	KLM1 6 x 100 LH	MKM1 0 x NaN LL	POY1 31 x 86 LH	POY2 0 x NaN LL	
SA02 4 x 100 LH	CDM1 0 x NaN LL	KKI2 25 x 100 LH	KML1 0 x NaN LL	NVL2 0 x NaN LL	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 10 x 100 LH
SA03 15 x 88 LH	SJI1 0 x NaN LL	TDM1 50 x 67 LH	TRK1 33 x 100 LH	TVM1 10 x 100 LH	TVM2 0 x NaN LL	VPM1 25 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 10.68% | LCR 85.85% | LH

KVT1 9 x 84 LH	KVT1 14 x 100 LH	KYR1 0 x NaN LL	PKD1 0 x NaN LL	RND1 7 x 100 LH	SKD1 8 x 50 LA	SNL1 17 x 75 LH	STU2 18 x 100 LH	VKM1 5 x 0 LL
NGR1 6 x 100 LH	COL1 0 x NaN LL	KGL1 0 x NaN LL	KSM1 0 x NaN LL	MAR1 20 x 100 LH	MMT1 0 x NaN LL	NGR1 5 x 100 LH	TKY1 7 x 100 LH	
TKS1 11 x 100 LH	PDI1 5 x 100 LH	RPM1 11 x 100 LH	SDI1 0 x NaN LL	SGT1 0 x NaN LL	TKS1 30 x 100 LH	TKS2 4 x 100 LH		
TUT1 15 x 72 LH	ERL1 NaN x NaN LL	ERL2 9 x 33 LA	TCN1 18 x 100 LH	TUT1 8 x 86 LH	TUT2 10 x 75 LH	TYI1 13 x 100 LH	UDN1 105 x 58 HH	
TVL1 20 x 94 LH	ARM1 17 x 100 LH	ASM1 87 x 100 HH	TVL1 13 x 100 LH	TVL2 25 x 100 LH	VLY1 11 x 67 LH			
VNR1 8 x 82 LH	APK1 14 x 100 LH	APK2 0 x NaN LL	SVK1 4 x 100 LH	VNR1 14 x 100 LH	VNR2 10 x 67 LH			

Region SOUTH-03 MTD | LCE 8.80% | LCR 97.01% | LH

DGL1 3 x 86 LH	DGL1 2 x 100 LH	DGL2 0 x NaN LL	MDU1 3 x 100 LH	MDU5 9 x 50 LA	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 9 x 100 LH	
KKD2 10 x 100 LH	ATG1 6 x 100 LH	DKI1 0 x NaN LL	KKD2 29 x 100 LH	MNM1 0 x NaN LL	PNV1 0 x NaN LL	PVI1 50 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 0 x NaN LL
KRR1 15 x 100 LH	KRR1 20 x 100 LH	ODM1 11 x 100 LH						
MDU2 7 x 100 LH	ADP1 0 x NaN LL	BNR1 25 x 100 LH	CBM1 0 x NaN LL	CMR1 18 x 100 LH	MDU2 6 x 100 LH	MDU3 0 x NaN LL	MDU4 12 x 100 LH	MDU6 6 x 100 LH	TEN1 6 x 100 LH	TEN2 0 x NaN LL
SVG1 16 x 96 LH	BTU1 18 x 50 LA	KPT1 11 x 100 LH	KYK1 0 x NaN LL	MLR1 5 x 100 LH	NKI1 18 x 100 LH	PKM1 70 x 100 HH	SVG1 9 x 100 LH	TMM1 24 x 100 LH	USL1 21 x 100 LH

Region TIRUPATI-01 MTD | LCE 68.77% | LCR 98.30% | HH

ATP1 121 x 98 HH	ADI1 30 x 100 LH	ATP1 80 x 86 HH	DHN1 141 x 100 HH	GTL1 365 x 100 HH	KNL1 141 x 100 HH	KNL2 41 x 100 LH	NDL1 14 x 100 LH	TPI1 261 x 100 HH
KDA1 23 x 100 LH	BVL1 0 x NaN LL	KDA1 0 x NaN LL	KOU1 32 x 100 LH	MPL1 34 x 100 LH	PDT1 0 x NaN LL	PIL1 0 x NaN LL	RCY1 19 x 100 LH	RJP1 60 x 100 AH
TPY1 60 x 99 HH	CTO1 15 x 100 LH	KHT1 60 x 100 AH	KVL1 0 x NaN LL	NLR1 45 x 100 LH	NYP1 209 x 100 HH	PGR1 62 x 100 HH	PMR1 128 x 100 HH	PUT1 21 x 100 LH	SPE1 124 x 100 HH	TPY1 10 x 100 LH	TPY2 25 x 100 LH	VKI1 187 x 93 HH

Region TRICHY-01 MTD | LCE 15.33% | LCR 98.17% | LH

KUM1 12 x 94 LH	JKM1 0 x NaN LL	KUM1 25 x 100 LH	MVM1 16 x 83 LH	NCK1 26 x 100 LH	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PTK1 10 x 100 LH	APM1 10 x 100 LH	MDI1 15 x 100 LH	NGT1 13 x 100 LH	NMM1 18 x 100 LH	PTK1 8 x 100 LH	TTP1 0 x NaN LL
TNJ1 39 x 98 LH	AYR1 19 x 100 LH	KIK1 10 x 100 LH	KRN1 43 x 100 LH	ORU1 41 x 100 LH	PDK1 129 x 100 HH	TNJ1 13 x 100 LH	TNJ2 36 x 93 LH

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TRY1 6 x 100 LH	MSI1 5 x 100 LH	PBR1 25 x 100 LH	PBR2 5 x 100 LH	TRY1 5 x 100 LH	TRY2 9 x 100 LH	TRY3 10 x 100 LH	TYR1 0 x NaN LL

Region VIJAYAWADA-01 MTD | LCE 80.66% | LCR 96.91% | HH

BVR1 107 x 99 HH	AMP1 30 x 100 LH	BVR1 45 x 83 LH	DPE1 116 x 100 HH	ELU1 122 x 100 HH	JGG1 116 x 100 HH	KND1 187 x 100 HH	PAP1 104 x 100 HH	PPM1 373 x 100 HH	RMV1 171 x 100 HH	TDD1 100 x 100 HH	TNK1 25 x 100 LH
GNT1 62 x 92 HH	BPP1 15 x 100 LH	CKT1 122 x 100 HH	CRL1 81 x 100 HH	GNT1 0 x NaN LL	GNT2 85 x 100 HH	KDR1 75 x 100 HH	NRT1 23 x 100 LH	OGL1 174 x 90 HH	PNR1 66 x 50 HA	PRL1 0 x NaN LL	RAL1 11 x 100 LH	VKN1 0 x NaN LL
VJW1 76 x 98 HH	GDV1 43 x 100 LH	GVM1 216 x 100 HH	JPT1 131 x 100 HH	MTM1 0 x NaN LL	TEL1 56 x 83 AH	TVU1 448 x 100 HH	VJW1 92 x 100 HH	VJW2 43 x 100 LH	VJW3 95 x 100 HH	VJW4 0 x NaN LL	VJW5 112 x 100 HH	VUY1 43 x 100 LH

Region WEST-01 MTD | LCE 12.22% | LCR 100.00% | LH

CBE1 16 x 100 LH	CBE1 24 x 100 LH	CBE2 6 x 100 LH	CBE3 0 x NaN LL	CBE4 0 x NaN LL	CBE5 0 x NaN LL	CBE6 43 x 100 LH	KMR1 34 x 100 LH	SNR1 8 x 100 LH	SUL1 10 x 100 LH
PLI1 5 x 100 LH	DPM2 0 x NaN LL	KGM1 11 x 100 LH	PDM1 0 x NaN LL	PLI1 5 x 100 LH	UMP1 9 x 100 LH				
TPR1 18 x 100 LH	TPR1 10 x 100 LH	TPR2 0 x NaN LL	TPR3 37 x 100 LH						
TPR4 16 x 100 LH	ANR1 0 x NaN LL	AVI1 0 x NaN LL	GBM1 28 x 100 LH	PPI1 17 x 100 LH	SYM2 0 x NaN LL	TPR4 75 x 100 HH			
UAM1 4 x 100 LH	CNR1 10 x 100 LH	GDR1 0 x NaN LL	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 11 x 100 LH	UAM1 7 x 100 LH			

Region WEST-02 MTD | LCE 11.91% | LCR 87.88% | LH

ERD1 20 x 80 LH	CMI1 11 x 0 LL	ERD1 50 x 100 LH	ERD2 11 x 100 LH	KMM1 0 x NaN LL	NKL2 22 x 80 LH	PDR1 30 x 50 LA	RSP1 11 x 100 LH	SGG1 0 x NaN LL	TCG1 17 x 100 LH	VKL1 24 x 67 LH
HSR1 7 x 100 LH	HSR1 12 x 100 LH	HSR2 7 x 100 LH	KRI1 11 x 100 LH	KVP1 0 x NaN LL	PLC1 0 x NaN LL	PMP1 21 x 100 LH	SGI1 0 x NaN LL			
MTR1 8 x 100 LH	BMD1 0 x NaN LL	DPR1 28 x 100 LH	DPR2 28 x 100 LH	HRR1 0 x NaN LL	MCR1 6 x 100 LH	MTR1 0 x NaN LL	OML1 10 x 100 LH	TRM1 6 x 100 LH		
SLM1 13 x 87 LH	APN1 40 x 88 LH	ATU1 0 x NaN LL	EDP1 0 x NaN LL	EPI1 5 x 100 LH	SLM1 16 x 100 LH	SLM2 19 x 100 LH	SLM3 13 x 0 LL	VPD1 4 x 100 LH		