Follow-Up Lead Capturing Effectiveness as on 11/3/2025 10:00:34 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 : 03-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	846	99	90	11.70%	90.91%	LH
CHENNAI-02	750	121	115	16.12%	95.04%	LH
KL-SOUTH	63	6	5	9.53%	83.33%	LH
NORTH ARCOT	685	54	48	7.88%	88.89%	LH
SOUTH ARCOT	496	21	20	4.23%	95.24%	LH
SOUTH-01	1,055	141	137	13.37%	97.16%	LH
SOUTH-03	763	68	58	8.91%	85.29%	LH
TIRUPATI-01	308	135	129	43.80%	95.56%	LH
TRICHY-01	646	63	61	9.75%	96.83%	LH
VIJAYAWADA-01	298	201	190	67.42%	94.53%	HH
WEST-01	560	76	74	13.57%	97.37%	LH
WEST-02	660	91	87	13.79%	95.60%	LH
Total	7,131	1,076	1,014	15.09%	94.24%	LH

Region CHENNAI-01 MTD | LCE 11.70% | LCR 90.91% | LH

CH03 12 x 95 LH	CGL1 36 x 100 LH	CH45 11 x 100 LH	GUD1 13 x 100 LH	GUD2 0 x NaN LL	MC10 0 x NaN LL	MRM1 15 x 100 LH	SKL1 0 x NaN LL	TKM1 17 x 50 LA
CH05 12 x 88 LH	AVD1 5 x 100 LH	CH05 4 x 100 LH	CH14 9 x 100 LH	CH26 0 x NaN LL	CH30 25 x 100 LH	CH35 26 x 86 LH	CH37 21 x 60 LH	
CH06 14 x 95 LH	CH08 20 x 82 LH	CH11 12 x 100 LH	CH16 14 x 100 LH	CH19 11 x 100 LH	CH29 0 x NaN LL	CH39 10 x 100 LH	CH40 0 x NaN LL	CH42 18 x 100 LH
CH08 8 x 80 LH	CH07 6 x 100 LH	CH22 20 x 100 LH	CH28 4 x 100 LH	CH38 14 x 33 LA	CH48 8 x 67 LH	KNR1 0 x NaN LL	MC02 0 x NaN LL	MC09 0 x NaN LL

Region CHENNAI-02 MTD | LCE 16.12% | LCR 95.04% | LH

CH01 16 x 100 LH	CH03 27 x 100 LH	CH06 0 x NaN LL	CH12 17 x 100 LH	CH23 15 x 100 LH	CH24 11 x 100 LH	MC06 0 x NaN LL
CH04 20 x 100 LH	CH21 24 x 100 LH	CH34 21 x 100 LH	CH44 22 x 100 LH	GPD1 26 x 100 LH	MC05 0 x NaN LL	MJR1 22 x 100 LH	PON1 30 x 100 LH	UKI1 0 x NaN LL
CH07 15 x 83 LH	CH01 0 x NaN LL	CH15 26 x 64 LH	CH17 4 x 100 LH	CH18 19 x 100 LH	CH27 5 x 100 LH	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 16 x 100 LH
CH09 10 x 93 LH	CH09 4 x 100 LH	CH20 6 x 100 LH	CH31 9 x 100 LH	CH33 6 x 100 LH	CH41 41 x 83 LH	CH46 11 x 100 LH		

Region KL-SOUTH MTD | LCE 9.53% | LCR 83.33% | LH

TVP1 10 x 83 LH	KLR1 0 x NaN LL	PAS1 19 x 100 LH	TVP1 9 x 67 LH

Region NORTH ARCOT MTD | LCE 7.88% | LCR 88.89% | LH

NA01 11 x 84 LH	AKM1 3 x 100 LH	ANI1 0 x NaN LL	ARC2 6 x 100 LH	CYR1 8 x 100 LH	KPM1 12 x 67 LH	KPM2 29 x 81 LH	WJD1 5 x 100 LH	WJP1 0 x NaN LL
NA02 8 x 93 LH	ABR1 0 x NaN LL	CGM1 0 x NaN LL	GDM1 0 x NaN LL	PLR1 0 x NaN LL	TRR1 2 x 100 LH	VEL1 23 x 83 LH	VEL2 26 x 100 LH	VNB1 0 x NaN LL
NA03 4 x 100 LH	BGR1 14 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 3 x 100 LH	SLG1 13 x 100 LH	TRL1 2 x 100 LH	TRT1 7 x 100 LH	UGI1 0 x NaN LL	VSI1 3 x 100 LH

Region SOUTH ARCOT MTD | LCE 4.23% | LCR 95.24% | LH

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SA01 8 x 91 LH	CUD1 12 x 100 LH	KLM1 11 x 67 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 6 x 100 LH		
SA02 4 x 100 LH	CDM1 3 x 100 LH	KKI2 15 x 100 LH	KML1 0 x NaN LL	NVL2 4 x 100 LH	PRT1 0 x NaN LL	STP1 0 x NaN LL	ULP1 5 x 100 LH	VCM1 0 x NaN LL
SA03 1 x 100 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 4 x 100 LH	TRK1 3 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 13.37% | LCR 97.16% | LH

KVT1 13 x 90 LH	KVT1 4 x 100 LH	KYR1 0 x NaN LL	PKD1 17 x 57 LH	RND1 30 x 100 LH	SKD1 30 x 100 LH	SNL1 16 x 100 LH	STU2 9 x 100 LH	VKM1 25 x 100 LH
NGR1 21 x 100 LH	COL1 85 x 100 HH	KGL1 20 x 100 LH	KSM1 9 x 100 LH	MAR1 26 x 100 LH	MMT1 5 x 100 LH	NGR1 27 x 100 LH	TKY1 7 x 100 LH	
TKS1 11 x 100 LH	PDI1 0 x NaN LL	RPM1 7 x 100 LH	SDI1 4 x 100 LH	SGT1 30 x 100 LH	TKS1 9 x 100 LH	TKS2 19 x 100 LH		
TUT1 14 x 97 LH	ERL1 NaN x NaN LL	ERL2 5 x 100 LH	TCN1 7 x 100 LH	TUT1 11 x 92 LH	TUT2 15 x 100 LH	TYI1 12 x 100 LH	UDN1 44 x 100 LH	
TVL1 11 x 100 LH	ARM1 6 x 100 LH	ASM1 42 x 100 LH	TVL1 7 x 100 LH	TVL2 25 x 100 LH	VLY1 8 x 100 LH			
VNR1 13 x 100 LH	APK1 6 x 100 LH	APK2 35 x 100 LH	SVK1 9 x 100 LH	VNR1 18 x 100 LH	VNR2 5 x 100 LH			

Region

SOUTH-03 MTD | LCE 8.91% | LCR 85.29% | LH

DGL1 3 x 100 LH	DGL1 3 x 100 LH	DGL2 0 x NaN LL	MDU1 1 x 100 LH	MDU5 10 x 100 LH	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 15 x 100 LH	
KKD2 6 x 88 LH	ATG1 0 x NaN LL	DKI1 11 x 100 LH	KKD2 ∞ x 100 HH	KKD3 3 x 0 LL	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PVI1 12 x 100 LH	SGP1 0 x NaN LL	TDI1 6 x 100 LH	TPT1 4 x 100 LH
KRR1 8 x 100 LH	KRR1 13 x 100 LH	ODM1 0 x NaN LL						
MDU2 8 x 100 LH	ADP1 20 x 100 LH	BNR1 0 x NaN LL	CBM1 0 x NaN LL	CMR1 43 x 100 LH	MDU2 3 x 100 LH	MDU3 0 x NaN LL	MDU4 15 x 100 LH	MDU6 7 x 100 LH	TEN1 7 x 100 LH	TEN2 9 x 100 LH
SVG1 20 x 73 LH	BTU1 20 x 50 LA	KPT1 0 x NaN LL	KYK1 6 x 100 LH	MLR1 0 x NaN LL	NKI1 10 x 100 LH	PKM1 43 x 89 LH	SVG1 0 x NaN LL	TMM1 37 x 67 LH	USL1 39 x 57 LH

Region

TIRUPATI-01 MTD | LCE 43.80% | LCR 95.56% | LH

ATP1 69 x 100 HH	ADI1 41 x 100 LH	ATP1 44 x 100 LH	DHN1 25 x 100 LH	GTL1 522 x 100 HH	KNL1 50 x 100 LH	KNL2 63 x 100 HH	NDL1 13 x 100 LH	TPI1 112 x 100 HH	
KDA1 29 x 89 LH	BVL1 0 x NaN LL	KDA1 17 x 100 LH	KOU1 23 x 100 LH	MPL1 53 x 83 AH	PDT1 149 x 86 HH	PIL1 0 x NaN LL	RCY1 9 x 100 LH	RJP1 21 x 100 LH	
TPY1 33 x 92 LH	CTO1 6 x 100 LH	KHT1 39 x 100 LH	KVL1 26 x 67 LH	NLR1 65 x 100 HH	NYP1 22 x 67 LH	PGR1 112 x 100 HH	PMR1 20 x 100 LH	PUT1 11 x 100 LH	SPE1 22 x 75 LH	TPY1 107 x 100 HH	TPY2 18 x 75 LH	VKI1 46 x 100 LH

Region

TRICHY-01 MTD | LCE 9.75% | LCR 96.83% | LH

KUM1 6 x 100 LH	KIK1 0 x NaN LL	KUM1 8 x 100 LH	NCK1 0 x NaN LL	NGT1 31 x 100 LH	TTP1 0 x NaN LL	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 12 x 100 LH	AYR1 36 x 100 LH	JKM1 0 x NaN LL	MSI1 0 x NaN LL	MVM1 0 x NaN LL	PBR1 32 x 100 LH	PBR2 17 x 100 LH	TYR1 14 x 100 LH
TNJ1 13 x 95 LH	APM1 0 x NaN LL	MDI1 26 x 100 LH	NMM1 23 x 100 LH	ORU1 0 x NaN LL	PTK1 0 x NaN LL	TNJ1 5 x 100 LH	TNJ2 22 x 83 LH

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TRY1 8 x 93 LH	KRN1 17 x 100 LH	PDK1 50 x 88 LH	TRY1 0 x NaN LL	TRY2 24 x 100 LH	TRY3 0 x NaN LL	TRY4 0 x NaN LL

Region VIJAYAWADA-01 MTD | LCE 67.42% | LCR 94.53% | HH

BVR1 75 x 96 HH	AMP1 25 x 0 LL	BVR1 0 x NaN LL	DPE1 56 x 100 AH	ELU1 137 x 100 HH	JGG1 14 x 100 LH	KND1 216 x 100 HH	NPR1 0 x NaN LL	PAP1 15 x 0 LL	PPM1 239 x 100 HH	RMV1 149 x 100 HH	TDD1 25 x 100 LH	TNI1 68 x 100 HH	TNK1 55 x 86 AH
GNT1 73 x 94 HH	BPP1 0 x NaN LL	CKT1 112 x 100 HH	CRL1 39 x 100 LH	GNT1 60 x 100 AH	GNT2 224 x 100 HH	KDR1 140 x 81 HH	NRT1 17 x 100 LH	OGL1 228 x 96 HH	PNR1 25 x 0 LL	PRL1 14 x 100 LH	RAL1 0 x NaN LL	VKN1 12 x 100 LH	
VJW1 54 x 95 AH	GDV1 149 x 92 HH	GVM1 25 x 100 LH	JPT1 56 x 67 AH	MTM1 0 x NaN LL	TEL1 17 x 100 LH	TVU1 176 x 100 HH	VJW1 70 x 100 HH	VJW2 0 x NaN LL	VJW3 23 x 100 LH	VJW4 12 x 0 LL	VJW5 0 x NaN LL	VUY1 149 x 100 HH	

Region WEST-01 MTD | LCE 13.57% | LCR 97.37% | LH

CBE1 15 x 100 LH	CBE1 29 x 100 LH	CBE2 3 x 100 LH	CBE3 0 x NaN LL	CBE4 21 x 100 LH	CBE5 0 x NaN LL	CBE6 29 x 100 LH	KMR1 17 x 100 LH	SNR1 4 x 100 LH	SUL1 28 x 100 LH
PLI1 1 x 100 LH	DPM2 5 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 0 x NaN LL	UMP1 0 x NaN LL				
TPR1 22 x 94 LH	TPR1 35 x 89 LH	TPR2 0 x NaN LL	TPR3 30 x 100 LH						
TPR4 24 x 94 LH	ANR1 0 x NaN LL	AVI1 15 x 100 LH	GBM1 40 x 75 LH	PPI1 37 x 100 LH	SYM2 14 x 100 LH	TPR4 24 x 100 LH			
UAM1 6 x 100 LH	CNR1 7 x 100 LH	GDR1 30 x 100 LH	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 13.79% | LCR 95.60% | LH

ERD1 31 x 96 LH	CMI1 15 x 100 LH	ERD1 75 x 95 HH	ERD2 28 x 91 LH	KMM1 23 x 100 LH	NKL2 19 x 100 LH	PDR1 41 x 100 LH	RSP1 25 x 100 LH	SGG1 26 x 100 LH	TCG1 6 x 100 LH	VKL1 40 x 100 LH
HSR1 14 x 95 LH	HSR1 9 x 100 LH	HSR2 37 x 93 LH	KRI1 0 x NaN LL	KVP1 9 x 100 LH	PLC1 6 x 100 LH	PMP1 0 x NaN LL	SGI1 0 x NaN LL			
MTR1 1 x 100 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 9 x 100 LH	HRR1 0 x NaN LL	MCR1 6 x 100 LH	MTR1 0 x NaN LL	OML1 0 x NaN LL	TRM1 0 x NaN LL		
SLM1 9 x 94 LH	APN1 15 x 100 LH	ATU1 17 x 100 LH	EDP1 0 x NaN LL	EPI1 0 x NaN LL	SLM1 14 x 100 LH	SLM2 15 x 100 LH	SLM3 5 x 0 LL	VPD1 6 x 100 LH		