Follow-Up Lead Capturing Effectiveness as on 11/4/2025 10:00:51 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 : 04-Nov-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	1,107	132	118	11.93%	89.39%	LH
CHENNAI-02	1,002	183	172	18.26%	93.99%	LH
KL-SOUTH	134	8	6	5.97%	75.00%	LH
NORTH ARCOT	902	84	72	9.31%	85.71%	LH
SOUTH ARCOT	659	34	32	5.16%	94.12%	LH
SOUTH-01	1,501	206	189	13.73%	91.75%	LH
SOUTH-03	1,073	92	75	8.58%	81.52%	LH
TIRUPATI-01	448	221	208	49.38%	94.12%	LH
TRICHY-01	915	98	94	10.71%	95.92%	LH
VIJAYAWADA-01	431	294	281	68.24%	95.58%	HH
WEST-01	777	108	104	13.90%	96.30%	LH
WEST-02	888	139	130	15.66%	93.53%	LH
Total	9,837	1,599	1,481	16.26%	92.62%	LH

Region

CHENNAI-01 MTD | LCE 11.93% | LCR 89.39% | LH

CH03 12 x 96 LH	CGL1 32 x 100 LH	CH45 8 x 100 LH	GUD1 13 x 100 LH	GUD2 0 x NaN LL	MC10 9 x 100 LH	MRM1 12 x 100 LH	SKL1 0 x NaN LL	TKM1 36 x 80 LH
CH05 12 x 85 LH	AVD1 8 x 100 LH	CH05 3 x 100 LH	CH14 7 x 75 LH	CH26 0 x NaN LL	CH30 31 x 100 LH	CH35 27 x 89 LH	CH37 18 x 40 LA	
CH06 13 x 92 LH	CH08 19 x 79 LH	CH11 8 x 100 LH	CH16 13 x 90 LH	CH19 11 x 100 LH	CH29 0 x NaN LL	CH39 14 x 100 LH	CH40 0 x NaN LL	CH42 13 x 100 LH
CH08 11 x 85 LH	CH07 7 x 100 LH	CH22 22 x 100 LH	CH28 5 x 50 LA	CH38 19 x 67 LH	CH48 12 x 83 LH	KNR1 4 x 100 LH	MC02 0 x NaN LL	MC09 0 x NaN LL

Region

CHENNAI-02 MTD | LCE 18.26% | LCR 93.99% | LH

CH01 17 x 100 LH	CH03 27 x 100 LH	CH06 0 x NaN LL	CH12 18 x 100 LH	CH23 17 x 100 LH	CH24 11 x 100 LH	MC06 0 x NaN LL
CH04 22 x 97 LH	CH21 33 x 90 LH	CH34 25 x 100 LH	CH44 28 x 100 LH	GPD1 30 x 100 LH	MC05 0 x NaN LL	MJR1 23 x 100 LH	PON1 21 x 100 LH	UKI1 0 x NaN LL
CH07 17 x 84 LH	CH01 0 x NaN LL	CH15 27 x 72 LH	CH17 7 x 100 LH	CH18 21 x 100 LH	CH27 8 x 100 LH	CH32 0 x NaN LL	CH36 0 x NaN LL	CH43 19 x 78 LH
CH09 14 x 92 LH	CH09 9 x 100 LH	CH20 11 x 80 LH	CH31 7 x 100 LH	CH33 5 x 100 LH	CH41 46 x 91 LH	CH46 16 x 100 LH		

Region

KL-SOUTH MTD | LCE 5.97% | LCR 75.00% | LH

TVP1 6 x 75 LH	KLR1 0 x NaN LL	PAS1 18 x 100 LH	TVP1 9 x 50 LA

Region

NORTH ARCOT MTD | LCE 9.31% | LCR 85.71% | LH

NA01 13 x 79 LH	AKM1 5 x 100 LH	ANI1 0 x NaN LL	ARC2 4 x 100 LH	CYR1 6 x 100 LH	KPM1 15 x 75 LH	KPM2 32 x 72 LH	WJD1 8 x 100 LH	WJP1 0 x NaN LL
NA02 9 x 92 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 25 x 75 LH	VEL2 34 x 100 LH	VNB1 0 x NaN LL
NA03 4 x 100 LH	BGR1 10 x 100 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 2 x 100 LH	SLG1 25 x 100 LH	TRL1 2 x 100 LH	TRT1 5 x 100 LH	UGI1 7 x 100 LH	VSI1 2 x 100 LH

Region

SOUTH ARCOT MTD | LCE 5.16% | LCR 94.12% | LH

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SA01 9 x 88 LH	CUD1 13 x 100 LH	KLM1 16 x 60 LH	MKM1 4 x 100 LH	POY1 3 x 100 LH	POY2 5 x 100 LH
SA02 5 x 100 LH	CDM1 2 x 100 LH	KKI2 18 x 100 LH	KML1 0 x NaN LL	NVL2 3 x 100 LH	PRT1 4 x 100 LH	STP1 0 x NaN LL	ULP1 3 x 100 LH	VCM1 0 x NaN LL
SA03 3 x 100 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 12 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 13.73% | LCR 91.75% | LH

KVT1 14 x 89 LH	KVT1 3 x 100 LH	KYR1 0 x NaN LL	PKD1 23 x 73 LH	RND1 31 x 92 LH	SKD1 40 x 100 LH	SNL1 9 x 67 LH	STU2 16 x 100 LH	VKM1 23 x 100 LH
NGR1 21 x 89 LH	COL1 53 x 100 AH	KGL1 20 x 33 LA	KSM1 14 x 100 LH	MAR1 24 x 100 LH	MMT1 9 x 100 LH	NGR1 27 x 88 LH	TKY1 10 x 100 LH	
TKS1 10 x 87 LH	PDI1 0 x NaN LL	RPM1 9 x 100 LH	SDI1 3 x 100 LH	SGT1 21 x 60 LH	TKS1 9 x 100 LH	TKS2 18 x 89 LH		
TUT1 15 x 96 LH	ERL1 NaN x NaN LL	ERL2 6 x 100 LH	TCN1 10 x 100 LH	TUT1 11 x 94 LH	TUT2 15 x 89 LH	TYI1 23 x 100 LH	UDN1 54 x 100 AH	
TVL1 11 x 100 LH	ARM1 10 x 100 LH	ASM1 31 x 100 LH	TVL1 7 x 100 LH	TVL2 12 x 100 LH	VLY1 8 x 100 LH			
VNR1 12 x 88 LH	APK1 10 x 67 LH	APK2 38 x 100 LH	SVK1 7 x 67 LH	VNR1 14 x 75 LH	VNR2 6 x 100 LH			

Region SOUTH-03 MTD | LCE 8.58% | LCR 81.52% | LH

DGL1 4 x 90 LH	DGL1 2 x 100 LH	DGL2 0 x NaN LL	MDU1 1 x 100 LH	MDU5 21 x 100 LH	MPA1 0 x NaN LL	NTM1 0 x NaN LL	PNI1 11 x 50 LA	
KKD2 4 x 88 LH	ATG1 0 x NaN LL	DKI1 8 x 100 LH	KKD2 ∞ x 100 HH	KKD3 2 x 0 LL	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PVI1 9 x 100 LH	SGP1 0 x NaN LL	TDI1 5 x 100 LH	TPT1 3 x 100 LH
KRR1 5 x 100 LH	KRR1 8 x 100 LH	ODM1 0 x NaN LL						
MDU2 8 x 93 LH	ADP1 23 x 100 LH	BNR1 0 x NaN LL	CBM1 0 x NaN LL	CMR1 41 x 100 LH	MDU2 4 x 100 LH	MDU3 0 x NaN LL	MDU4 14 x 100 LH	MDU6 6 x 67 LH	TEN1 5 x 100 LH	TEN2 11 x 100 LH
SVG1 21 x 71 LH	BTU1 24 x 67 LH	KPT1 5 x 100 LH	KYK1 5 x 100 LH	MLR1 6 x 100 LH	NKI1 8 x 50 LA	PKM1 44 x 75 LH	SVG1 5 x 100 LH	TMM1 41 x 71 LH	USL1 30 x 57 LH

Region TIRUPATI-01 MTD | LCE 49.38% | LCR 94.12% | LH

ATP1 88 x 100 HH	ADI1 33 x 100 LH	ATP1 38 x 100 LH	DHN1 122 x 100 HH	GTL1 597 x 100 HH	KNL1 50 x 100 LH	KNL2 93 x 100 HH	NDL1 37 x 100 LH	TPI1 124 x 100 HH
KDA1 28 x 84 LH	BVL1 0 x NaN LL	KDA1 10 x 100 LH	KOU1 14 x 50 LA	MPL1 41 x 67 LH	PDT1 149 x 90 HH	PIL1 0 x NaN LL	RCY1 15 x 100 LH	RJP1 54 x 100 AH
TPY1 34 x 88 LH	CTO1 8 x 100 LH	KHT1 33 x 100 LH	KVL1 23 x 75 LH	NLR1 45 x 78 LH	NYP1 28 x 80 LH	PGR1 133 x 100 HH	PMR1 24 x 100 LH	PUT1 22 x 100 LH	SPE1 23 x 80 LH	TPY1 136 x 70 HH	TPY2 12 x 75 LH	VKI1 36 x 100 LH

Region TRICHY-01 MTD | LCE 10.71% | LCR 95.92% | LH

KUM1 10 x 95 LH	KIK1 5 x 100 LH	KUM1 17 x 89 LH	NCK1 24 x 100 LH	NGT1 27 x 100 LH	TTP1 0 x NaN LL	TVR1 0 x NaN LL	TVR2 0 x NaN LL
PBR1 13 x 97 LH	AYR1 32 x 100 LH	JKM1 4 x 100 LH	MSI1 0 x NaN LL	MVM1 2 x 100 LH	PBR1 20 x 100 LH	PBR2 16 x 86 LH	TYR1 23 x 100 LH
TNJ1 12 x 96 LH	APM1 0 x NaN LL	MDI1 29 x 100 LH	NMM1 16 x 100 LH	ORU1 0 x NaN LL	PTK1 0 x NaN LL	TNJ1 5 x 100 LH	TNJ2 21 x 89 LH

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TRY1 8 x 95 LH	KRN1 12 x 100 LH	PDK1 41 x 89 LH	TRY1 1 x 100 LH	TRY2 47 x 100 LH	TRY3 0 x NaN LL	TRY4 0 x NaN LL

Region VIJAYAWADA-01 MTD | LCE 68.24% | LCR 95.58% | HH

BVR1 66 x 97 HH	AMP1 21 x 0 LL	BVR1 0 x NaN LL	DPE1 47 x 100 LH	ELU1 141 x 100 HH	JGG1 8 x 100 LH	KND1 169 x 100 HH	NPR1 0 x NaN LL	PAP1 10 x 0 LL	PPM1 253 x 100 HH	RMV1 93 x 100 HH	TDD1 43 x 100 LH	TNI1 50 x 100 LH	TNK1 60 x 90 AH
GNT1 78 x 96 HH	BPP1 0 x NaN LL	CKT1 124 x 100 HH	CRL1 34 x 100 LH	GNT1 60 x 100 AH	GNT2 249 x 100 HH	KDR1 96 x 81 HH	NRT1 26 x 100 LH	OGL1 263 x 98 HH	PNR1 33 x 50 LA	PRL1 20 x 100 LH	RAL1 7 x 100 LH	VKN1 9 x 100 LH	
VJW1 60 x 94 AH	GDV1 219 x 95 HH	GVM1 11 x 100 LH	JPT1 109 x 75 HH	MTM1 23 x 100 LH	TEL1 69 x 100 HH	TVU1 118 x 100 HH	VJW1 60 x 94 AH	VJW2 0 x NaN LL	VJW3 23 x 100 LH	VJW4 11 x 0 LL	VJW5 7 x 100 LH	VUY1 124 x 100 HH	

Region WEST-01 MTD | LCE 13.90% | LCR 96.30% | LH

CBE1 16 x 98 LH	CBE1 24 x 100 LH	CBE2 5 x 100 LH	CBE3 7 x 100 LH	CBE4 22 x 100 LH	CBE5 0 x NaN LL	CBE6 39 x 100 LH	KMR1 21 x 100 LH	SNR1 3 x 100 LH	SUL1 21 x 83 LH
PLI1 5 x 100 LH	DPM2 8 x 100 LH	KGM1 0 x NaN LL	PDM1 11 x 100 LH	PLI1 4 x 100 LH	UMP1 0 x NaN LL				
TPR1 21 x 95 LH	TPR1 32 x 90 LH	TPR2 0 x NaN LL	TPR3 38 x 100 LH						
TPR4 21 x 92 LH	ANR1 0 x NaN LL	AVI1 11 x 100 LH	GBM1 33 x 75 LH	PPI1 31 x 100 LH	SYM2 11 x 100 LH	TPR4 23 x 100 LH			
UAM1 6 x 100 LH	CNR1 5 x 100 LH	GDR1 25 x 100 LH	KGI1 0 x NaN LL	KMD1 0 x NaN LL	MPM1 12 x 100 LH	UAM1 0 x NaN LL			

Region WEST-02 MTD | LCE 15.66% | LCR 93.53% | LH

ERD1 33 x 92 LH	CMI1 17 x 33 LA	ERD1 77 x 96 HH	ERD2 23 x 83 LH	KMM1 30 x 100 LH	NKL2 35 x 100 LH	PDR1 50 x 100 LH	RSP1 15 x 100 LH	SGG1 39 x 100 LH	TCG1 10 x 100 LH	VKL1 26 x 75 LH
HSR1 14 x 92 LH	HSR1 12 x 100 LH	HSR2 41 x 90 LH	KRI1 0 x NaN LL	KVP1 6 x 100 LH	PLC1 4 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 7 x 100 LH	HRR1 0 x NaN LL	MCR1 4 x 100 LH	MTR1 0 x NaN LL	OML1 0 x NaN LL	TRM1 0 x NaN LL		
SLM1 13 x 97 LH	APN1 36 x 100 LH	ATU1 12 x 100 LH	EDP1 0 x NaN LL	EPI1 5 x 100 LH	SLM1 21 x 100 LH	SLM2 16 x 100 LH	SLM3 7 x 50 LA	VPD1 4 x 100 LH		