Follow-Up Lead Capturing Effectiveness as on 5/5/2026 10:00:10 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-May-2026 To Date : 05-May-2026					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,045	238	183	5.88%	76.89%	LH
CHENNAI-02	3,136	351	292	11.19%	83.19%	LH
KL-NORTH	444	20	19	4.51%	95.00%	LH
KL-SOUTH	326	26	25	7.97%	96.15%	LH
NORTH ARCOT	2,441	278	182	11.39%	65.47%	LH
SOUTH ARCOT	2,137	130	69	6.08%	53.08%	LH
SOUTH-01	4,106	324	261	7.89%	80.56%	LH
SOUTH-03	3,314	103	90	3.11%	87.38%	LH
TIRUPATI-01	1,933	160	139	8.28%	86.88%	LH
TRICHY-01	3,913	218	187	5.57%	85.78%	LH
VIJAYAWADA-01	2,064	329	290	15.94%	88.15%	LH
WEST-01	1,999	222	196	11.11%	88.29%	LH
WEST-02	2,766	251	171	9.08%	68.13%	LH
Total	32,622	2,650	2,104	8.12%	79.40%	LH

Region

CHENNAI-01 MTD | LCE 5.88% | LCR 76.89% | LH

CH03 8 x 81 LH	CGL1 1 x 100 LH	CH45 1 x 100 LH	GUD1 2 x 100 LH	GUD2 3 x 100 LH	MC10 0 x NaN LL	MRM1 8 x 60 LH	SKL1 19 x 86 LH	TKM1 42 x 81 LH
CH05 7 x 87 LH	AVD1 7 x 100 LH	CH05 1 x 50 LA	CH14 15 x 86 LH	CH26 3 x 100 LH	CH30 6 x 100 LH	CH35 10 x 77 LH	CH37 0 x NaN LL	
CH06 7 x 73 LH	CH08 22 x 74 LH	CH11 ∞ x 100 HH	CH19 2 x 60 LH	CH25 1 x 100 LH	CH39 0 x NaN LL	CH40 0 x NaN LL	CH49 6 x 70 LH	
CH08 6 x 64 LH	CH07 3 x 100 LH	CH22 4 x 25 LL	CH47 14 x 59 LH	CH48 2 x 100 LH	KNR1 1 x 100 LH			
CH10 1 x 62 LH	CH16 1 x 33 LA	CH28 2 x 67 LH	CH29 0 x NaN LL	CH38 0 x NaN LL	CH42 1 x 100 LH	MC09 0 x NaN LL		

Region

CHENNAI-02 MTD | LCE 11.19% | LCR 83.19% | LH

CH01 9 x 80 LH	CH03 1 x 100 LH	CH06 1 x 100 LH	CH12 29 x 75 LH	CH23 6 x 100 LH	CH24 10 x 82 LH	MC06 5 x 100 LH		
CH04 12 x 84 LH	CH21 33 x 77 LH	CH31 0 x NaN LL	CH34 14 x 93 LH	CH51 18 x 100 LH	GPD1 1 x 100 LH	MJR1 2 x 67 LH	PON1 1 x 100 LH	UKI1 1 x 100 LH
CH07 14 x 78 LH	CH01 19 x 100 LH	CH15 21 x 72 LH	CH17 3 x 100 LH	CH18 23 x 80 LH	CH27 2 x 100 LH	CH32 4 x 100 LH	CH36 0 x NaN LL	CH43 15 x 87 LH
CH09 9 x 95 LH	CH09 NaN x NaN LL	CH20 13 x 94 LH	CH33 3 x 100 LH	CH41 12 x 100 LH	CH44 13 x 100 LH	CH46 24 x 100 LH	CH50 2 x 33 LA	MC05 0 x NaN LL

Region

KL-NORTH MTD | LCE 4.51% | LCR 95.00% | LH

KZD1 5 x 95 LH	KZD1 5 x 95 LH	TMR1 NaN x NaN LL

Region

KL-SOUTH MTD | LCE 7.97% | LCR 96.15% | LH

TVP1 8 x 96 LH	KLR1 15 x 100 LH	PAS1 6 x 75 LH	PNL1 0 x NaN LL	TVP1 9 x 100 LH

Region

NORTH ARCOT MTD | LCE 11.39% | LCR 65.47% | LH

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NA01 17 x 56 LH	AKM1 17 x 57 LH	ANI1 7 x 100 LH	ARC2 2 x 100 LH	CYR1 1 x 100 LH	KPM1 11 x 44 LA	KPM2 42 x 46 LA	WJD1 14 x 92 LH	WJP1 8 x 88 LH
NA02 14 x 74 LH	ABR1 0 x NaN LL	CGM1 2 x 100 LH	GDM1 3 x 100 LH	PLR1 0 x NaN LL	TRR1 1 x 100 LH	VEL1 27 x 56 LH	VEL2 29 x 82 LH	VNB1 0 x NaN LL
NA03 2 x 91 LH	BGR1 18 x 88 LH	CPT1 0 x NaN LL	PTU1 0 x NaN LL	SBR1 1 x 100 LH	SLG1 0 x NaN LL	TRL1 1 x 100 LH	TRT1 0 x NaN LL	UGI1 0 x NaN LL	VSI1 0 x NaN LL

Region SOUTH ARCOT MTD | LCE 6.08% | LCR 53.08% | LH

SA01 15 x 48 LA	CUD1 39 x 42 LA	KLM1 2 x 67 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 5 x 83 LH			
SA02 1 x 100 LH	CDM1 0 x NaN LL	KKI2 2 x 100 LH	KML1 0 x NaN LL	NVL2 2 x 100 LH	PRT1 1 x 100 LH	STP1 0 x NaN LL	ULP1 0 x NaN LL	VCM1 3 x 100 LH	VCM2 0 x NaN LL
SA03 2 x 77 LH	SJI1 NaN x NaN LL	SJI2 0 x NaN LL	TDM1 0 x NaN LL	TRK1 6 x 57 LH	TVM1 8 x 100 LH	TVM2 0 x NaN LL	VPM1 4 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 7.89% | LCR 80.56% | LH

KVT1 9 x 77 LH	KVT1 9 x 67 LH	KYR1 0 x NaN LL	PKD1 14 x 92 LH	RND1 10 x 92 LH	SKD1 16 x 67 LH	SNL1 8 x 100 LH	STU2 1 x 100 LH	VKM1 18 x 62 LH
NGR1 7 x 86 LH	COL1 0 x NaN LL	KGL1 9 x 75 LH	KSM1 21 x 100 LH	MAR1 1 x 100 LH	MMT1 2 x 100 LH	NGR1 11 x 88 LH	TKY1 5 x 50 LA	
TKS1 4 x 100 LH	ALK1 NaN x NaN LL	PDI1 2 x 100 LH	RPM1 2 x 100 LH	SDI1 1 x 100 LH	SGT1 13 x 100 LH	TKS1 6 x 100 LH	TKS2 6 x 100 LH	
TUT1 14 x 79 LH	ERL1 NaN x NaN LL	ERL2 6 x 80 LH	TCN1 14 x 93 LH	TUT1 14 x 69 LH	TUT2 9 x 71 LH	TYI1 22 x 100 LH	UDN1 37 x 90 LH	
TVL1 3 x 86 LH	ARM1 4 x 50 LA	ASM1 6 x 100 LH	TVL1 2 x 100 LH	VLY1 6 x 75 LH				
VNR1 7 x 72 LH	APK1 1 x 100 LH	APK2 14 x 100 LH	SVK1 1 x 100 LH	VNR1 25 x 60 LH	VNR2 4 x 57 LH			

Region SOUTH-03 MTD | LCE 3.11% | LCR 87.38% | LH

KKD2 3 x 84 LH	ATG1 1 x 100 LH	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 4 x 57 LH	MNM1 0 x NaN LL	PNV1 NaN x NaN LL	PNV2 2 x 100 LH	PVI1 11 x 100 LH	SGP1 0 x NaN LL	TDI1 0 x NaN LL	TPT1 1 x 100 LH
KRR1 2 x 100 LH	KRR1 0 x NaN LL	MPA1 0 x NaN LL	NTM1 0 x NaN LL	ODM1 4 x 100 LH	PNI1 13 x 100 LH						
MDU1 2 x 90 LH	DGL1 0 x 100 LH	DGL2 5 x 100 LH	MDU1 3 x 100 LH	MDU2 0 x NaN LL	MDU3 2 x 100 LH	MDU4 3 x 100 LH	MDU5 5 x 100 LH	MDU6 8 x 70 LH		
SVG1 5 x 90 LH	BTU1 2 x 100 LH	KPT1 2 x 100 LH	KYK1 2 x 100 LH	MDU7 5 x 80 LH	MLR1 2 x 100 LH	NKI1 0 x NaN LL	SVG1 2 x 100 LH	TMM1 15 x 94 LH	USL1 3 x 50 LA	
TEN1 4 x 75 LH	ADP1 6 x 50 LA	BNR1 9 x 80 LH	CBM1 0 x NaN LL	CMR1 3 x 100 LH	PKM1 5 x 100 LH	TEN1 5 x 50 LA	TEN2 3 x 100 LH			

Region TIRUPATI-01 MTD | LCE 8.28% | LCR 86.88% | LH

ATP1 11 x 90 LH	ADI1 4 x 100 LH	ATP1 22 x 88 LH	DHN1 21 x 89 LH	GTL1 2 x 100 LH	KNL1 3 x 100 LH	KNL2 4 x 100 LH	NDL1 6 x 50 LA	TPI1 21 x 100 LH
KDA1 4 x 96 LH	BVL1 0 x NaN LL	KAR1 0 x NaN LL	KDA1 4 x 100 LH	KOU1 2 x 100 LH	MPL1 13 x 90 LH	PDT1 2 x 100 LH	PIL1 2 x 100 LH	RCY1 2 x 100 LH	RJP1 10 x 100 LH
NLR1 5 x 87 LH	KDR1 0 x NaN LL	KHT1 2 x 100 LH	KVL1 19 x 90 LH	NLR1 9 x 86 LH	NYP1 7 x 75 LH	SPE1 0 x NaN LL	VKI1 2 x 100 LH		

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TPY1 13 x 81 LH	CTO1 18 x 95 LH	PGR1 2 x 100 LH	PMR1 9 x 75 LH	PUT1 1 x 0 LL	TPY1 15 x 78 LH	TPY2 19 x 76 LH

Region TRICHY-01 MTD | LCE 5.57% | LCR 85.78% | LH

KUM1 5 x 75 LH	KIK1 3 x 100 LH	KUM1 15 x 63 LH	KUM2 4 x 100 LH	NCK1 5 x 67 LH	NGT1 6 x 100 LH	TTP1 3 x 33 LA	TVR1 3 x 100 LH	TVR2 1 x 100 LH
PBR1 7 x 87 LH	AYR1 4 x 100 LH	JKM1 1 x 100 LH	MSI1 1 x 100 LH	MVM1 15 x 78 LH	PBR1 8 x 100 LH	PBR2 4 x 88 LH	TYR1 10 x 94 LH	
TNJ1 6 x 93 LH	APM1 10 x 71 LH	MDI1 3 x 100 LH	NMM1 13 x 91 LH	ORU1 0 x NaN LL	PTK1 15 x 96 LH	TNJ1 5 x 100 LH	TNJ2 1 x 100 LH	
TRY1 4 x 87 LH	KRN1 1 x 100 LH	PDK1 19 x 71 LH	PDK2 NaN x NaN LL	TRY1 1 x 100 LH	TRY2 7 x 100 LH	TRY3 3 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 15.94% | LCR 88.15% | LH

BVR1 12 x 84 LH	AMP1 12 x 50 LA	BVR1 18 x 50 LA	DPE1 2 x 100 LH	ELU1 2 x 100 LH	JGG1 0 x NaN LL	KND1 4 x 100 LH	NPR1 0 x NaN LL	PAP1 9 x 100 LH	PPM1 51 x 100 AH	RMV1 15 x 100 LH	TDD1 4 x 100 LH	TNI1 49 x 100 LH	TNK1 5 x 100 LH	VSK2 NaN x NaN LL
GNT1 18 x 93 LH	BPP1 6 x 100 LH	CKT1 82 x 98 HH	CRL1 7 x 100 LH	GNT1 3 x 100 LH	GNT2 7 x 100 LH	NRT1 8 x 100 LH	OGL1 34 x 88 LH	PNR1 48 x 67 LH	PRL1 13 x 88 LH	RAL1 15 x 100 LH	TEL1 20 x 100 LH	VKN1 0 x NaN LL	
VJW1 18 x 85 LH	GDV1 29 x 78 LH	GVM1 40 x 79 LH	JPT1 54 x 96 AH	MTM1 17 x 71 LH	NZV1 4 x 100 LH	TVU1 10 x 100 LH	VJW1 13 x 82 LH	VJW2 9 x 100 LH	VJW3 10 x 90 LH	VJW4 8 x 75 LH	VJW5 16 x 75 LH	VUY1 15 x 80 LH	

Region WEST-01 MTD | LCE 11.11% | LCR 88.29% | LH

CBE1 16 x 87 LH	CBE1 9 x 100 LH	CBE2 26 x 82 LH	CBE3 19 x 100 LH	CBE4 16 x 92 LH	CBE5 13 x 100 LH	CBE6 3 x 100 LH	KMR1 11 x 81 LH	SNR1 11 x 100 LH	SUL1 6 x 100 LH
PLI1 3 x 100 LH	DPM2 2 x 100 LH	KGM1 0 x NaN LL	PDM1 0 x NaN LL	PLI1 7 x 100 LH	UMP1 3 x 100 LH				
TPR1 10 x 79 LH	TPR1 12 x 69 LH	TPR2 3 x 100 LH	TPR3 17 x 89 LH						
TPR4 10 x 91 LH	ANR1 0 x NaN LL	AVI1 6 x 100 LH	GBM1 25 x 94 LH	PPI1 27 x 82 LH	SYM2 0 x NaN LL	TPR4 3 x 100 LH			
UAM1 7 x 100 LH	CNR1 0 x NaN LL	GDR1 6 x 100 LH	KGI1 0 x NaN LL	KMD1 6 x 100 LH	MPM1 16 x 100 LH	UAM1 6 x 100 LH			

Region WEST-02 MTD | LCE 9.08% | LCR 68.13% | LH

ERD1 13 x 71 LH	CMI1 26 x 56 LH	ERD1 21 x 63 LH	ERD2 5 x 64 LH	KMM1 10 x 60 LH	NKL2 13 x 88 LH	PDR1 0 x NaN LL	RSP1 16 x 77 LH	SGG1 32 x 82 LH	TCG1 4 x 100 LH	VKL1 20 x 83 LH
HSR1 2 x 92 LH	HSR1 6 x 100 LH	HSR2 3 x 67 LH	KAM1 2 x 100 LH	KRI1 1 x 100 LH	KVP1 2 x 100 LH	PLC1 0 x NaN LL	PMP1 2 x 100 LH	SGI1 0 x NaN LL		
MTR1 7 x 69 LH	BMD1 0 x NaN LL	DPR1 0 x NaN LL	DPR2 12 x 100 LH	HRR1 13 x 100 LH	MCR1 8 x 50 LA	MTR1 2 x 0 LL	OML1 1 x 100 LH	TRM1 14 x 54 LH		
SLM1 12 x 61 LH	APN1 15 x 91 LH	ATU1 23 x 60 LH	EDP1 2 x 100 LH	EPI1 3 x 100 LH	SLM1 23 x 51 LH	SLM2 3 x 100 LH	SLM3 1 x 0 LL	VPD1 1 x 100 LH		