



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 Capture Efficiency (LCE)	Follow-Up Lead Conversion Rate (LCR)		
	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-Mar-2026 To Date : 17-Mar-2026						
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	8,555	1,086	919	12.69%	84.62%	LH
CHENNAI-02	7,450	1,304	1,121	17.50%	85.97%	LH
KL-NORTH	630	40	39	6.35%	97.50%	LH
KL-SOUTH	687	147	133	21.38%	90.48%	LH
NORTH ARCOT	6,481	893	665	13.78%	74.47%	LH
SOUTH ARCOT	4,813	361	235	7.50%	65.10%	LH
SOUTH-01	10,699	2,128	1,632	19.89%	76.69%	LH
SOUTH-03	8,357	628	419	7.51%	66.72%	LH
TIRUPATI-01	3,599	1,115	955	30.98%	85.65%	LH
TRICHY-01	7,452	967	833	12.98%	86.14%	LH
VIJAYAWADA-01	4,055	1,662	1,443	40.99%	86.82%	LH
WEST-01	5,438	1,803	1,569	33.15%	87.02%	LH
WEST-02	6,904	1,546	1,287	22.39%	83.25%	LH
Total	75,120	13,680	11,250	18.21%	82.24%	LH

Region **CHENNAI-01 MTD | LCE 12.69% | LCR 84.62% | LH**

CH03 16 x 84 LH	CGL1 2 x 100 LH	CH45 3 x 90 LH	GUD1 15 x 95 LH	GUD2 19 x 91 LH	MC10 2 x 100 LH	MRM1 11 x 46 LA	SKL1 24 x 89 LH	TKM1 61 x 83 HH		
CH05 15 x 83 LH	AVD1 11 x 91 LH	CH05 7 x 95 LH	CH14 19 x 80 LH	CH26 2 x 100 LH	CH30 22 x 75 LH	CH35 35 x 89 LH	CH37 13 x 59 LH			
CH06 14 x 85 LH	CH08 28 x 80 LH	CH11 ∞ x 100 HH	CH16 19 x 87 LH	CH19 13 x 84 LH	CH25 12 x 95 LH	CH29 1 x 100 LH	CH39 9 x 88 LH	CH40 5 x 50 LA	CH42 9 x 100 LH	CH49 9 x 72 LH
CH08 6 x 89 LH	CH07 9 x 89 LH	CH22 9 x 86 LH	CH28 2 x 100 LH	CH38 6 x 85 LH	CH47 2 x 100 LH	CH48 7 x 91 LH	KNR1 3 x 83 LH	MC09 5 x 100 LH		

Region **CHENNAI-02 MTD | LCE 17.50% | LCR 85.97% | LH**

CH01 12 x 89 LH	CH03 2 x 100 LH	CH06 4 x 100 LH	CH12 26 x 87 LH	CH23 3 x 100 LH	CH24 28 x 87 LH	MC06 2 x 100 LH		
CH04 15 x 86 LH	CH21 35 x 84 LH	CH31 4 x 100 LH	CH34 17 x 80 LH	CH51 14 x 87 LH	GPD1 13 x 93 LH	MJR1 5 x 92 LH	PON1 10 x 95 LH	UKI1 2 x 100 LH
CH07 23 x 84 LH	CH01 47 x 100 LH	CH15 40 x 79 LH	CH17 8 x 95 LH	CH18 32 x 88 LH	CH27 7 x 100 LH	CH32 8 x 100 LH	CH36 4 x 100 LH	CH43 10 x 91 LH
CH09 20 x 87 LH	CH09 ∞ x 100 HH	CH20 20 x 76 LH	CH33 16 x 88 LH	CH41 22 x 85 LH	CH44 27 x 92 LH	CH46 33 x 98 LH	CH50 9 x 73 LH	MC05 1 x 100 LH

Region **KL-NORTH MTD | LCE 6.35% | LCR 97.50% | LH**

TVP1 6 x 98 LH	KZD1 6 x 98 LH							
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Region **KL-SOUTH MTD | LCE 21.38% | LCR 90.48% | LH**

TVP1 21 x 90 LH	KLR1 55 x 100 AH	PAS1 32 x 76 LH	PNL1 5 x 100 LH	TVP1 11 x 95 LH
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Region **NORTH ARCOT MTD | LCE 13.78% | LCR 74.47% | LH**

NA01 28 x 74 LH	AKM1 30 x 82 LH	ANI1 11 x 88 LH	ARC2 1 x 100 LH	CYR1 4 x 83 LH	KPM1 29 x 68 LH	KPM2 44 x 60 LH	WJD1 33 x 92 LH	WJP1 35 x 84 LH
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Follow-Up Lead Capturing Effectiveness as on 3/17/2026 10:00:46 AM

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NA02 10 x 73 LH	ABR1 0 x 100 LH	CGM1 0 x NaN LL	GDM1 1 x 100 LH	PLR1 4 x 100 LH	TRR1 0 x 100 LH	VEL1 20 x 69 LH	VEL2 29 x 73 LH	VNB1 0 x 100 LH	
NA03 3 x 85 LH	BGR1 18 x 82 LH	CPT1 1 x 100 LH	PTU1 0 x NaN LL	SBR1 2 x 100 LH	SLG1 2 x 80 LH	TRL1 4 x 100 LH	TRT1 1 x 100 LH	UGI1 1 x 0 LL	VSI1 1 x 33 LA

Region SOUTH ARCOT MTD | LCE 7.50% | LCR 65.10% | LH

SA01 19 x 59 LH	CUD1 43 x 56 LH	KLM1 9 x 86 LH	MKM1 0 x NaN LL	POY1 4 x 100 LH	POY2 14 x 49 LA			
SA02 2 x 100 LH	CDM1 1 x 100 LH	KKI2 5 x 100 LH	KML1 1 x 100 LH	NVL2 2 x 100 LH	PRT1 0 x 100 LH	STP1 0 x NaN LL	ULP1 1 x 100 LH	VCM1 3 x 100 LH
SA03 3 x 86 LH	SJI1 NaN x NaN LL	SJI2 0 x 100 LH	TDM1 4 x 62 LH	TRK1 3 x 75 LH	TVM1 6 x 100 LH	TVM2 2 x 100 LH	VPM1 11 x 100 LH	VPM2 0 x NaN LL

Region SOUTH-01 MTD | LCE 19.89% | LCR 76.69% | LH

KVT1 20 x 78 LH	KVT1 10 x 88 LH	KYR1 6 x 77 LH	PKD1 34 x 76 LH	RND1 27 x 69 LH	SKD1 28 x 78 LH	SNL1 26 x 76 LH	STU2 12 x 100 LH	VKM1 23 x 79 LH
NGR1 18 x 78 LH	COL1 9 x 83 LH	KGL1 14 x 72 LH	KSM1 19 x 100 LH	MAR1 22 x 85 LH	MMT1 13 x 86 LH	NGR1 23 x 70 LH	TKY1 3 x 100 LH	
TKS1 22 x 90 LH	PDI1 10 x 88 LH	RPM1 17 x 98 LH	SDI1 4 x 67 LH	SGT1 45 x 93 LH	TKS1 22 x 85 LH	TKS2 32 x 91 LH		
TUT1 20 x 69 LH	ERL1 NaN x NaN LL	ERL2 29 x 71 LH	TCN1 15 x 80 LH	TUT1 18 x 66 LH	TUT2 16 x 81 LH	TYI1 31 x 58 LH	UDN1 48 x 65 LH	
TVL1 19 x 83 LH	ARM1 35 x 71 LH	ASM1 19 x 91 LH	TVL1 18 x 88 LH	VLY1 18 x 70 LH				
VNR1 19 x 66 LH	APK1 13 x 61 LH	APK2 32 x 80 LH	SVK1 9 x 80 LH	VNR1 39 x 79 LH	VNR2 17 x 39 LA			

Region SOUTH-03 MTD | LCE 7.51% | LCR 66.72% | LH

KKD2 8 x 70 LH	ATG1 1 x 50 LA	DKI1 1 x 100 LH	KKD2 NaN x NaN LL	KKD3 16 x 84 LH	MNM1 1 x 100 LH	PNV1 NaN x NaN LL	PNV2 1 x 100 LH	PVI1 31 x 61 LH	SGP1 1 x 100 LH	TDI1 1 x 100 LH	TPT1 9 x 54 LH
KRR1 3 x 83 LH	KRR1 4 x 100 LH	MPA1 1 x 100 LH	NTM1 0 x NaN LL	ODM1 3 x 100 LH	PNI1 5 x 43 LA						
MDU1 6 x 73 LH	DGL1 2 x 100 LH	DGL2 5 x 86 LH	MDU1 2 x 100 LH	MDU2 3 x 100 LH	MDU3 3 x 100 LH	MDU4 17 x 60 LH	MDU5 3 x 100 LH	MDU6 19 x 55 LH			
SVG1 9 x 43 LA	BTU1 6 x 71 LH	KPT1 0 x NaN LL	KYK1 0 x NaN LL	MDU7 4 x 82 LH	MLR1 4 x 100 LH	NKI1 6 x 30 LL	SVG1 2 x 100 LH	TMM1 31 x 33 LA	USL1 4 x 38 LA		
TEN1 12 x 79 LH	ADP1 9 x 53 LH	BNR1 15 x 44 LA	CBM1 9 x 89 LH	CMR1 29 x 97 LH	PKM1 25 x 80 LH	TEN1 3 x 100 LH	TEN2 6 x 92 LH				

Region TIRUPATI-01 MTD | LCE 30.98% | LCR 85.65% | LH

ATP1 35 x 89 LH	ADI1 22 x 81 LH	ATP1 32 x 69 LH	DHN1 17 x 100 LH	GTL1 27 x 100 LH	KNL1 21 x 90 LH	KNL2 46 x 91 LH	NDL1 47 x 98 LH	TPI1 77 x 97 HH	
KDA1 22 x 87 LH	BVL1 3 x 100 LH	KAR1 3 x 100 LH	KDA1 14 x 95 LH	KOU1 8 x 56 LH	MPL1 76 x 97 HH	PDT1 11 x 100 LH	PIL1 3 x 67 LH	RCY1 19 x 77 LH	RJP1 44 x 71 LH
NLR1 38 x 89 LH	KDR1 99 x 99 HH	KHT1 35 x 67 LH	KVL1 35 x 83 LH	NLR1 36 x 93 LH	NYP1 25 x 76 LH	SPE1 23 x 96 LH	VKI1 25 x 95 LH		
TPY1 32 x 79 LH	CTO1 42 x 81 LH	PGR1 29 x 77 LH	PMR1 39 x 93 LH	PUT1 25 x 69 LH	TPY1 59 x 69 AH	TPY2 17 x 89 LH			

Region TRICHY-01 MTD | LCE 12.98% | LCR 86.14% | LH



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KUM1 9 x 89 LH	KIK1 3 x 100 LH	KUM1 22 x 86 LH	NCK1 30 x 95 LH	NGT1 5 x 79 LH	TTP1 2 x 100 LH	TVR1 3 x 100 LH	TVR2 0 x NaN LL
PBR1 15 x 89 LH	AYR1 2 x 75 LH	JKM1 3 x 88 LH	MSI1 3 x 100 LH	MVM1 41 x 94 LH	PBR1 11 x 67 LH	PBR2 13 x 83 LH	TYR1 10 x 85 LH
TNJ1 23 x 83 LH	APM1 23 x 83 LH	MDI1 34 x 96 LH	NMM1 50 x 90 AH	ORU1 25 x 75 LH	PTK1 22 x 73 LH	TNJ1 11 x 80 LH	TNJ2 16 x 68 LH
TRY1 5 x 88 LH	KRN1 4 x 90 LH	PDK1 30 x 73 LH	TRY1 3 x 100 LH	TRY2 3 x 100 LH	TRY3 5 x 100 LH	TRY4 4 x 100 LH	

Region VIJAYAWADA-01 MTD | LCE 40.99% | LCR 86.82% | LH

BVR1 35 x 89 LH	AMP1 13 x 67 LH	BVR1 29 x 83 LH	DPE1 19 x 80 LH	ELU1 65 x 98 HH	JGG1 7 x 100 LH	KND1 56 x 100 AH	NPR1 11 x 100 LH	PAP1 54 x 87 AH	PPM1 57 x 100 AH	RMV1 68 x 80 HH	TDD1 10 x 89 LH	TNI1 24 x 100 LH	TNK1 10 x 81 LH
GNT1 46 x 90 LH	BPP1 32 x 76 LH	CKT1 141 x 97 HH	CRL1 16 x 70 LH	GNT1 18 x 93 LH	GNT2 29 x 93 LH	NRT1 30 x 97 LH	OGL1 99 x 90 HH	PNR1 30 x 50 LA	PRL1 20 x 77 LH	RAL1 33 x 100 LH	TEL1 103 x 92 HH	VKN1 12 x 90 LH	
VJW1 43 x 81 LH	GDV1 32 x 65 LH	GVM1 72 x 80 HH	JPT1 84 x 81 HH	MTM1 37 x 94 LH	TVU1 35 x 89 LH	VJW1 35 x 84 LH	VJW2 34 x 97 LH	VJW3 40 x 81 LH	VJW4 38 x 70 LH	VJW5 49 x 70 LH	VUY1 5 x 67 LH		

Region WEST-01 MTD | LCE 33.15% | LCR 87.02% | LH

CBE1 45 x 87 LH	CBE1 28 x 98 LH	CBE2 71 x 81 HH	CBE3 38 x 93 LH	CBE4 17 x 96 LH	CBE5 51 x 100 AH	CBE6 47 x 99 LH	KMR1 46 x 89 LH	SNR1 29 x 88 LH	SUL1 27 x 85 LH
PLI1 9 x 88 LH	DPM2 4 x 100 LH	KGM1 5 x 83 LH	PDM1 5 x 100 LH	PLI1 17 x 83 LH	UMP1 12 x 88 LH				
TPR1 28 x 92 LH	TPR1 33 x 85 LH	TPR2 2 x 100 LH	TPR3 69 x 96 HH						
TPR4 50 x 92 AH	ANR1 11 x 100 LH	AVI1 36 x 99 LH	GBM1 74 x 92 HH	PPI1 71 x 85 HH	SYM2 12 x 47 LA	TPR4 86 x 99 HH			
UAM1 10 x 52 LH	CNR1 12 x 46 LA	GDR1 22 x 45 LA	KGI1 13 x 73 LH	KMD1 1 x 100 LH	MPM1 13 x 39 LA	UAM1 4 x 75 LH			

Region WEST-02 MTD | LCE 22.39% | LCR 83.25% | LH

ERD1 43 x 86 LH	CMI1 35 x 61 LH	ERD1 50 x 81 AH	ERD2 39 x 92 LH	KMM1 34 x 82 LH	NKL2 46 x 90 LH	PDR1 32 x 88 LH	RSP1 42 x 79 LH	SGG1 94 x 94 HH	TCG1 32 x 87 LH	VKL1 35 x 91 LH
HSR1 9 x 82 LH	HSR1 15 x 91 LH	HSR2 14 x 71 LH	KAM1 8 x 50 LA	KRI1 2 x 100 LH	KVP1 4 x 100 LH	PLC1 9 x 80 LH	PMP1 4 x 100 LH	SGI1 7 x 100 LH		
MTR1 19 x 84 LH	BMD1 35 x 83 LH	DPR1 11 x 79 LH	DPR2 42 x 74 LH	HRR1 42 x 97 LH	MCR1 10 x 91 LH	MTR1 1 x 100 LH	OML1 10 x 83 LH	TRM1 17 x 74 LH		
SLM1 17 x 78 LH	APN1 37 x 66 LH	ATU1 37 x 74 LH	EDP1 1 x 100 LH	EPI1 3 x 71 LH	SLM1 18 x 87 LH	SLM2 12 x 82 LH	SLM3 8 x 100 LH	VPD1 11 x 64 LH		