

To analyze the quotation status and  
monitor the order conversion ratio  
(Any sales-force enabled business)



ABC Company

## QUOTATION ANALYSIS

From Date 01-Apr-09  
To Date 30-Apr-09

Executive	Parameter	Quotes	Deals Won	Deals Lost	Conversion Ratio	Lost Ratio	Active Pipeline
Ramasamy	Quote Value (lacs)	120.00	10.00	3.00	8.33%	2.50%	107.00
	No of Quotes	100	5	3	5.00%	3.00%	92
Bahadur	Quote Value (lacs)	60.00	23.00	2.00	38.33%	3.33%	35.00
	No of Quotes	50	2	2	4.00%	4.00%	46
Sridhar	Quote Value (lacs)	25.00	2.00	3.00	8.00%	12.00%	20.00
	No of Quotes	45	6	2	13.33%	4.44%	37
Kesavan	Quote Value (lacs)	34.00	10.00	1.00	29.41%	2.94%	23.00
	No of Quotes	100	5	3	5.00%	3.00%	92
Maduram	Quote Value (lacs)	76.00	10.00	3.00	13.16%	3.95%	63.00
	No of Quotes	98	5	3	5.10%	3.06%	90
Md Ali	Quote Value (lacs)	98.00	10.00	3.00	10.20%	3.06%	85.00
	No of Quotes	345	5	3	1.45%	0.87%	337
Prasanna	Quote Value (lacs)	76.00	10.00	3.00	13.16%	3.95%	63.00
	No of Quotes	654	5	2	0.76%	0.31%	647
TOTAL	Quote Value (lacs)	489.00	75.00	18.00	15.34%	3.68%	396.00
	No of Quotes	1392.00	33.00	18.00	2.37%	1.29%	1341

