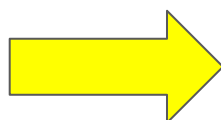


Date
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Board of Affiliation
UDISE Code
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Lead Status
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Total Signed WSU
Remark
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Sign-up Amount
Mode of Payment
Payment ID
Payment Remark
Drop School WSU
One time implementation fees
One time customisation fees
Subscription Fees (PSPY)
GST (included/excluded)
Training Fees (per session)



• **LEAD FORM DETAILS**



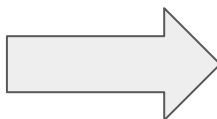
• **PAYMENT CLOSURE DETAILS**

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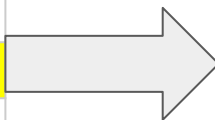
<b>Inside Sales</b>	<ul style="list-style-type: none"> <li>• Chetana</li> <li>• Srivani Thota</li> <li>• Divya Bathi</li> </ul>
<b>Sales Team</b>	<ul style="list-style-type: none"> <li>• Mallikarjun Reddy</li> <li>• Sunil Padma</li> <li>• Manoj</li> <li>• Gopi</li> <li>• Harish</li> <li>• Naresh</li> <li>• Avinash</li> <li>• Rangaraju Santosh</li> </ul>
<b>Channel Partner</b>	<ul style="list-style-type: none"> <li>• Names to be entered</li> </ul>
<b>3rd Party Partner</b>	<ul style="list-style-type: none"> <li>• NA</li> </ul>
<b>Digital Marketing</b>	
<b>Referrals</b>	Who ??
<b>Trade Shows and Events</b>	<Name Creation>
<b>Inbound calls</b>	

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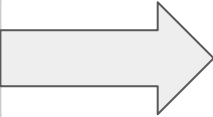
<b>Telangana</b>	<ul style="list-style-type: none"> <li>• Adilabad</li> <li>• Bhadradri Kothagudem</li> <li>• Hyderabad</li> <li>• Jagtial</li> <li>• Jangaon</li> <li>• Jayashankar Bhupalpally</li> <li>• Jogulamba Gadwal</li> <li>• Kamareddy</li> <li>• Karimnagar</li> <li>• Khammam</li> <li>• Komaram Bheem Asifabad</li> <li>• Mahabubabad</li> <li>• Mahabubnagar</li> <li>• Mancherial</li> <li>• Medak</li> <li>• Medchal–Malkajgiri</li> <li>• Nagarkurnool</li> <li>• Nalgonda</li> <li>• Nirmal</li> <li>• Nizamabad</li> <li>• Peddapalli</li> <li>• Rajanna Sircilla</li> <li>• Rangareddy</li> <li>• Sangareddy</li> <li>• Siddipet</li> <li>• Suryapet</li> <li>• Vikarabad</li> <li>• Wanaparthy</li> <li>• Warangal Rural</li> <li>• Warangal Urban</li> <li>• Yadadri Bhuvanagiri</li> </ul>
<b>Andhra Pradesh</b>	<ul style="list-style-type: none"> <li>• Anantapur</li> <li>• Chittoor</li> <li>• East Godavari</li> <li>• Guntur</li> <li>• Krishna</li> <li>• Kurnool</li> <li>• Nellore</li> <li>• Prakasam</li> <li>• Srikakulam</li> <li>• Visakhapatnam</li> <li>• Vizianagaram</li> <li>• West Godavari</li> <li>• YSR Kadapa (YSR District)</li> </ul>
<b>Karnataka</b>	<ul style="list-style-type: none"> <li>• Bagalkot</li> <li>• Ballari (Bellary)</li> <li>• Belagavi (Belgaum)</li> <li>• Bengaluru Rural</li> <li>• Bengaluru Urban</li> <li>• Bidar</li> <li>• Chamarajanagar</li> <li>• Chikballapur</li> <li>• Chikkamagaluru (Chikmagalur)</li> <li>• Chitradurga</li> <li>• Dakshina Kannada</li> <li>• Davanagere</li> <li>• Dharwad</li> <li>• Gadag</li> <li>• Hassan</li> <li>• Haveri</li> <li>• Kachanapi (Channarayana)</li> </ul>

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Grade 1-5
Grade 1-8
Grade 1-10
Grade 1-12
Grade 6-8
Grade 6-10
Grade 6-12
Grade 9-10
Grade 9-12
Grade 11-12

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1947
1948
1949
Till date

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CBSE
ICSE
State Board
IB/IGCSE

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- Number of students should accept only numerical value
- Potential WSU = no of students/500. **Auto calculated.**

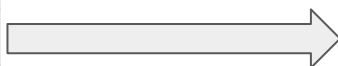
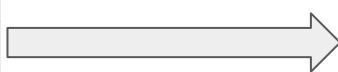
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<b>Lead Status</b>
0. Lead Allocated
1. Demo Scheduled
2. Demo Done
3. Proposal Sent
4. Agreement Sent
4. Negotiation
5. Finance Pending
6. Closed - Won
6. Closed - Lost



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<b>Lead Status</b>
Standard
Professional
Enterprise

- Ability to add remarks if any to the promises the ABM has made.

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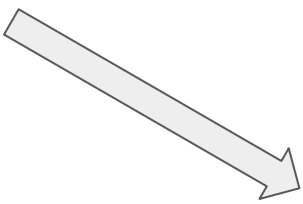
<b>Lead Status</b>
Standard
Professional
Enterprise



- Ability to add remarks if any to the promises the ABM has made.
- Signup amount needs to be in numerical value only.



<b>Lead Status</b>
Net Banking
Cash
UPI
Cheque
Wire Transfer



- All 4 fields need to be in numerical value only..

<b>Included</b>
Excluded

Field	Information
<b>Primary Contact:</b> <ul style="list-style-type: none"> <li>Primary Contact Name,</li> <li>Designation,</li> <li>Phone No,</li> <li>Email ID</li> </ul>	
Secondary Contact <ul style="list-style-type: none"> <li>Secondary Contact Name,</li> <li>Designation,</li> <li>Phone No,</li> <li>Email ID</li> </ul>	Yes /No
Minutes of Meeting	PDF Upload
Feedback Form Upload	PDF Upload
Next Follow-up Date if Any	
Location Tracking	
Marketing Package Signed For	
Customizations Agreed On	
Agreement Copy Upload	PDF Upload

Owner
Board/Trustee
Principal
Vice Principal
Academic director
Finance Director
Teacher
Other