Inquiry_tracker_analysis

December 15, 2025

1 Inquiry tracker analysis

[2]:
```
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
import numpy as np
```

[3]:
```
xls=pd.ExcelFile("Sample Month End Report for Assesment.xlsx")
xls.sheet_names
```

[3]:
```
['Time spent Analysis', 'Key Accounts', 'Meeting Log', 'Inquiry Tracker']
```

[4]:
```
data=pd.read_excel("Sample Month End Report for Assesment.
  ↪xlsx",sheet_name="Inquiry Tracker")
data
```

[4]:

	Inquiry Date
0	NaN
1	2025-04-26 00:00:00
2	2025-01-08 00:00:00
3	2025-05-15 00:00:00
4	2025-03-03 00:00:00
5	2025-01-21 00:00:00
6	2024-12-13 00:00:00
7	2025-07-02 00:00:00
8	2025-10-08 00:00:00
9	2025-05-30 00:00:00
10	2024-12-19 00:00:00
11	2025-06-19 00:00:00
12	2025-09-18 00:00:00
13	2024-11-14 00:00:00
14	2024-11-14 00:00:00
15	2025-09-09 00:00:00
16	2025-10-22 00:00:00
17	2025-04-02 00:00:00
18	NaN
19	2025-08-04 00:00:00

20	NaN	
21	2025-06-02 00:00:00	
22	2025-04-18 00:00:00	
23	2025-05-15 00:00:00	
24	2025-08-05 00:00:00	
25	2025-10-24 00:00:00	
26	NaN	
27	anything above 40k usd only should be here and…	
28	target is 300k usd per month for niranjan to q…	
29	10--40k usd projects to be moved to jayanth pr…	

	Projects	Number of Hours	Value/Hours	Feasability Ratio	\
0	NaN	NaN	NaN	NaN	
1	Sattva Lakeridge	NaN	NaN	NaN	
2	Indian Naval Academy	NaN	NaN	NaN	
3	Gangothri Tribhuja	NaN	NaN	NaN	
4	Ecodeck horizontal	NaN	NaN	NaN	
5	AAI Chennai	NaN	NaN	NaN	
6	Brigade Morgan Heights	0.0	NaN	NaN	
7	PEAB	7.0	1.214286e+06	NaN	
8	Honer signatis	0.0	NaN	NaN	
9	The Trilight Project	2.5	3.332000e+06	NaN	
10	APSS Secretariat	NaN	NaN	NaN	
11	Ascent circuits	NaN	NaN	NaN	
12	RMZ 30 & 33	3.0	2.238333e+06	NaN	
13	RMZ 20&21	2.0	3.187500e+06	NaN	
14	Millenium Towers	NaN	NaN	NaN	
15	Maiva Life Sciences	3.5	1.700000e+06	NaN	
16	Bagdogra Airport	0.0	NaN	NaN	
17	TCS Siruseri	NaN	NaN	NaN	
18	Nambiar Residency	0.0	NaN	NaN	
19	Birla Evara	1.0	4.250000e+06	NaN	
20	ITPL	0.0	NaN	NaN	
21	JSVK Pharma	5.5	7.263636e+05	NaN	
22	VIT Boys Hostel Chennai	NaN	NaN	NaN	
23	Bagmane Memphis	6.0	5.666667e+05	NaN	
24	Suroj buildcon	0.0	NaN	NaN	
25	Tata Varnam	0.0	NaN	NaN	
26	NaN	NaN	NaN	NaN	
27	NaN	NaN	NaN	NaN	
28	NaN	NaN	NaN	NaN	
29	NaN	NaN	NaN	NaN	

	Expected Close date	Unnamed: 6	Construction type	Stage	\
0	NaN	NaN	NaN	NaN	
1	2026	NaN	New	Commercial Review	
2	2026	NaN	New	Commercial Review	

3	2026	NaN	New	Commercial Review	
4	2026	NaN	New	Consultant Review	
5	2026	NaN	New	Commercial Review	
6	2026	NaN	New	Commercial Review	
7	2025-10-01 00:00:00	NaN	New	Deal won	
8	2026	NaN	New	Commercial Review	
9	2025-12-01 00:00:00	NaN	New	Commercial Review	
10	2027	NaN	New	Commercial Review	
11	2026	NaN	New	Commercial Review	
12	2025	NaN	New	Commercial Review	
13	2026	NaN	New	Commercial Review	
14	Project on hold	NaN	New	Commercial Review	
15	2025-11-01 00:00:00	NaN	New	Commercial Review	
16	2026	NaN	New	Commercial Review	
17	2026	NaN	New	Commercial Review	
18	2026	NaN	New	Commercial Review	
19	2026	NaN	New	Commercial Review	
20	2026	NaN	New	Commercial Review	
21	2025-11-01 00:00:00	NaN	New	Technical Review	
22	2026	NaN	New	Commercial Review	
23	2025	NaN	New	Commercial Review	
24	2026	NaN	New	Commercial Review	
25	2026	NaN	New	Tender Awarded	
26	NaN	NaN	NaN	NaN	
27	NaN	NaN	NaN	NaN	
28	NaN	NaN	NaN	NaN	
29	NaN	NaN	NaN	NaN	

	Source	…	Value (INR)	Quoted Via Applicator	Applicator	\
0	NaN	…	0.0	NaN	NaN	
1	NR	…	15130000.0	Yes	Asg Win	
2	NR	…	12750000.0	Yes	Green Apple	
3	NR	…	11900000.0	Yes	Asg win	
4	NR	…	10200000.0	Yes	BPS	
5	NR	…	9180000.0	Yes	Green Apple	
6	NR	…	8500000.0	No	NaN	
7	NR	…	8500000.0	Yes	Asg win	
8	NR	…	8500000.0	Yes	Asg Win	
9	Joint	…	8330000.0	Yes	Pidilite Appkicator	
10	NR	…	7395000.0	Yes	Green Apple	
11	NR	…	6800000.0	No	No	
12	NR	…	6715000.0	Yes	Asg win	
13	NR	…	6375000.0	No	NaN	
14	NR	…	5950000.0	Yes	Green Apple	
15	NR	…	5950000.0	Yes	Asg win	
16	NR	…	5950000.0	Yes	Asg Win	
17	NR	…	5015000.0	Yes	Green Apple	

```
18     NR  …   4335000.0                  Yes             Asg win
19     NR  …   4250000.0                  Yes             Asg win
20     NR  …   4080000.0                  Yes         Green Apple
21     NR  …   3995000.0                   No                  No
22     NR  …   3570000.0                  Yes       SN Enterprise
23     NR  …   3400000.0                  Yes             Asg win
24     NR  …   3400000.0                  Yes             Asg win
25     NR  …   3400000.0                  Yes             Asg Win
26    NaN  …         NaN                 NaN                 NaN
27    NaN  …         NaN                 NaN                 NaN
28    NaN  …         NaN                 NaN                 NaN
29    NaN  …         NaN                 NaN                 NaN

   Lost Reason Unnamed: 16  Unnamed: 17        Unnamed: 18  Unnamed: 19  \
0          NaN         NaN          NaN                NaN          NaN
1          NaN         NaN      Metrics                NaN          NaN
2          NaN         NaN          NaN                NaN          NaN
3          NaN         NaN        Sales        Total Deals         25.0
4          NaN         NaN          NaN    Total Value ($)      40000.0
5          NaN         NaN          NaN  Total Value (INR)    3400000.0
6          NaN         NaN          NaN          Avg Value     136000.0
7          NaN         NaN          NaN      Annual target  100000000.0
8          NaN         NaN          NaN   Enquiries target  400000000.0
9          NaN         NaN          NaN       No of Months         12.0
10         NaN         NaN          NaN                NaN          NaN
11         NaN         NaN          NaN                NaN          NaN
12         NaN         NaN          NaN                NaN          NaN
13         NaN         NaN          NaN                NaN          NaN
14         NaN         NaN          NaN                NaN          NaN
15         NaN         NaN          NaN                NaN          NaN
16         NaN         NaN          NaN                NaN          NaN
17         NaN         NaN          NaN                NaN          NaN
18         NaN         NaN          NaN                NaN          NaN
19         NaN         NaN          NaN                NaN          NaN
20         NaN         NaN          NaN                NaN          NaN
21         NaN         NaN          NaN                NaN          NaN
22         NaN         NaN          NaN                NaN          NaN
23         NaN         NaN          NaN                NaN          NaN
24         NaN         NaN          NaN                NaN          NaN
25         NaN         NaN          NaN                NaN          NaN
26         NaN         NaN          NaN                NaN          NaN
27         NaN         NaN          NaN                NaN          NaN
28         NaN         NaN          NaN                NaN          NaN
29         NaN         NaN          NaN                NaN          NaN

    Unnamed: 20  Unnamed: 21
0           NaN          NaN
```

```
1       Targets  Accomplishment(%)
2           NaN                NaN
3   2941.176471             0.0085
4           NaN                NaN
5           NaN                NaN
6           NaN                NaN
7           NaN                NaN
8           NaN                NaN
9           NaN                NaN
10          NaN                NaN
11          NaN                NaN
12          NaN                NaN
13          NaN                NaN
14          NaN                NaN
15          NaN                NaN
16          NaN                NaN
17          NaN                NaN
18          NaN                NaN
19          NaN                NaN
20          NaN                NaN
21          NaN                NaN
22          NaN                NaN
23          NaN                NaN
24          NaN                NaN
25          NaN                NaN
26          NaN                NaN
27          NaN                NaN
28          NaN                NaN
29          NaN                NaN

[30 rows x 22 columns]
```

[5]:
```
data=data.drop(columns=['Unnamed: 16','Unnamed: 17','Unnamed: 18','Unnamed:␣
↪19','Unnamed: 20','Unnamed: 21'])
```

[6]:
```
data=data.drop(columns=['Unnamed: 6'])
```

[7]:
```
data=data.drop(columns=['Feasability Ratio'])
```

[8]:
```
data.isnull().sum()
```

[8]:
```
Inquiry Date             4
Projects                 5
Number of Hours         15
Value/Hours             22
Expected Close date      5
Construction type        5
```

```
Stage                     5
Source                    5
Quantity in LM           21
Value ($)                 4
Value (INR)               4
Quoted Via Applicator     5
Applicator                7
Lost Reason              30
dtype: int64
```

[11]:
```
data = data.drop(index=range(26, 30))
```

[14]:
```
data=data.drop(columns=['Lost Reason'])
```

[15]:
```
data.isnull().sum()
```

[15]:
```
Inquiry Date              3
Projects                  1
Number of Hours          11
Value/Hours              18
Expected Close date       1
Construction type         1
Stage                     1
Source                    1
Quantity in LM           17
Value ($)                 0
Value (INR)               0
Quoted Via Applicator     1
Applicator                3
dtype: int64
```

[16]:
```
data
```

[16]:

	Inquiry Date	Projects	Number of Hours	\
0	NaN	NaN	NaN	
1	2025-04-26 00:00:00	Sattva Lakeridge	NaN	
2	2025-01-08 00:00:00	Indian Naval Academy	NaN	
3	2025-05-15 00:00:00	Gangothri Tribhuja	NaN	
4	2025-03-03 00:00:00	Ecodeck horizontal	NaN	
5	2025-01-21 00:00:00	AAI Chennai	NaN	
6	2024-12-13 00:00:00	Brigade Morgan Heights	0.0	
7	2025-07-02 00:00:00	PEAB	7.0	
8	2025-10-08 00:00:00	Honer signatis	0.0	
9	2025-05-30 00:00:00	The Trilight Project	2.5	
10	2024-12-19 00:00:00	APSS Secretariat	NaN	
11	2025-06-19 00:00:00	Ascent circuits	NaN	
12	2025-09-18 00:00:00	RMZ 30 & 33	3.0	

13	2024-11-14 00:00:00	RMZ 20&21	2.0
14	2024-11-14 00:00:00	Millenium Towers	NaN
15	2025-09-09 00:00:00	Maiva Life Sciences	3.5
16	2025-10-22 00:00:00	Bagdogra Airport	0.0
17	2025-04-02 00:00:00	TCS Siruseri	NaN
18	NaN	Nambiar Residency	0.0
19	2025-08-04 00:00:00	Birla Evara	1.0
20	NaN	ITPL	0.0
21	2025-06-02 00:00:00	JSVK Pharma	5.5
22	2025-04-18 00:00:00	VIT Boys Hostel Chennai	NaN
23	2025-05-15 00:00:00	Bagmane Memphis	6.0
24	2025-08-05 00:00:00	Suroj buildcon	0.0
25	2025-10-24 00:00:00	Tata Varnam	0.0

	Value/Hours	Expected Close date	Construction type	Stage	\
0	NaN	NaN	NaN	NaN	
1	NaN	2026	New	Commercial Review	
2	NaN	2026	New	Commercial Review	
3	NaN	2026	New	Commercial Review	
4	NaN	2026	New	Consultant Review	
5	NaN	2026	New	Commercial Review	
6	NaN	2026	New	Commercial Review	
7	1.214286e+06	2025-10-01 00:00:00	New	Deal won	
8	NaN	2026	New	Commercial Review	
9	3.332000e+06	2025-12-01 00:00:00	New	Commercial Review	
10	NaN	2027	New	Commercial Review	
11	NaN	2026	New	Commercial Review	
12	2.238333e+06	2025	New	Commercial Review	
13	3.187500e+06	2026	New	Commercial Review	
14	NaN	Project on hold	New	Commercial Review	
15	1.700000e+06	2025-11-01 00:00:00	New	Commercial Review	
16	NaN	2026	New	Commercial Review	
17	NaN	2026	New	Commercial Review	
18	NaN	2026	New	Commercial Review	
19	4.250000e+06	2026	New	Commercial Review	
20	NaN	2026	New	Commercial Review	
21	7.263636e+05	2025-11-01 00:00:00	New	Technical Review	
22	NaN	2026	New	Commercial Review	
23	5.666667e+05	2025	New	Commercial Review	
24	NaN	2026	New	Commercial Review	
25	NaN	2026	New	Tender Awarded	

	Source	Quantity in LM	Value ($)	Value (INR)	Quoted Via Applicator	\
0	NaN	NaN	0.0	0.0	NaN	
1	NR	NaN	178000.0	15130000.0	Yes	
2	NR	NaN	150000.0	12750000.0	Yes	
3	NR	5000	140000.0	11900000.0	Yes	

4	NR	NaN	120000.0	10200000.0	Yes
5	NR	NaN	108000.0	9180000.0	Yes
6	NR	NaN	100000.0	8500000.0	No
7	NR	NaN	100000.0	8500000.0	Yes
8	NR	4000	100000.0	8500000.0	Yes
9	Joint	NaN	98000.0	8330000.0	Yes
10	NR	NaN	87000.0	7395000.0	Yes
11	NR	NaN	80000.0	6800000.0	No
12	NR	800+1100	79000.0	6715000.0	Yes
13	NR	NaN	75000.0	6375000.0	No
14	NR	NaN	70000.0	5950000.0	Yes
15	NR	2000	70000.0	5950000.0	Yes
16	NR	2000	70000.0	5950000.0	Yes
17	NR	NaN	59000.0	5015000.0	Yes
18	NR	NaN	51000.0	4335000.0	Yes
19	NR	1400	50000.0	4250000.0	Yes
20	NR	NaN	48000.0	4080000.0	Yes
21	NR	NaN	47000.0	3995000.0	No
22	NR	NaN	42000.0	3570000.0	Yes
23	NR	1000+500	40000.0	3400000.0	Yes
24	NR	1600	40000.0	3400000.0	Yes
25	NR	1000	40000.0	3400000.0	Yes

	Applicator
0	NaN
1	Asg Win
2	Green Apple
3	Asg win
4	BPS
5	Green Apple
6	NaN
7	Asg win
8	Asg Win
9	Pidilite Appkicator
10	Green Apple
11	No
12	Asg win
13	NaN
14	Green Apple
15	Asg win
16	Asg Win
17	Green Apple
18	Asg win
19	Asg win
20	Green Apple
21	No
22	SN Enterprise

```
23              Asg win
24              Asg win
25              Asg Win
```

[17]:
```
data = data.drop(index=range(1))
```

[18]:
```
data
```

[18]:

	Inquiry Date	Projects	Number of Hours	Value/Hours	Expected Close date	Construction type	Stage
1	2025-04-26 00:00:00	Sattva Lakeridge	NaN	NaN	2026	New	Commercial Review
2	2025-01-08 00:00:00	Indian Naval Academy	NaN	NaN	2026	New	Commercial Review
3	2025-05-15 00:00:00	Gangothri Tribhuja	NaN	NaN	2026	New	Commercial Review
4	2025-03-03 00:00:00	Ecodeck horizontal	NaN	NaN	2026	New	Consultant Review
5	2025-01-21 00:00:00	AAI Chennai	NaN	NaN	2026	New	Commercial Review
6	2024-12-13 00:00:00	Brigade Morgan Heights	0.0	NaN	2026	New	Commercial Review
7	2025-07-02 00:00:00	PEAB	7.0	1.214286e+06	2025-10-01 00:00:00	New	Deal won
8	2025-10-08 00:00:00	Honer signatis	0.0	NaN	2026	New	Commercial Review
9	2025-05-30 00:00:00	The Trilight Project	2.5	3.332000e+06	2025-12-01 00:00:00	New	Commercial Review
10	2024-12-19 00:00:00	APSS Secretariat	NaN	NaN	2027	New	Commercial Review
11	2025-06-19 00:00:00	Ascent circuits	NaN	NaN	2026	New	Commercial Review
12	2025-09-18 00:00:00	RMZ 30 & 33	3.0				
13	2024-11-14 00:00:00	RMZ 20&21	2.0				
14	2024-11-14 00:00:00	Millenium Towers	NaN				
15	2025-09-09 00:00:00	Maiva Life Sciences	3.5				
16	2025-10-22 00:00:00	Bagdogra Airport	0.0				
17	2025-04-02 00:00:00	TCS Siruseri	NaN				
18	NaN	Nambiar Residency	0.0				
19	2025-08-04 00:00:00	Birla Evara	1.0				
20	NaN	ITPL	0.0				
21	2025-06-02 00:00:00	JSVK Pharma	5.5				
22	2025-04-18 00:00:00	VIT Boys Hostel Chennai	NaN				
23	2025-05-15 00:00:00	Bagmane Memphis	6.0				
24	2025-08-05 00:00:00	Suroj buildcon	0.0				
25	2025-10-24 00:00:00	Tata Varnam	0.0				

12	2.238333e+06	2025	New	Commercial Review	
13	3.187500e+06	2026	New	Commercial Review	
14	NaN	Project on hold	New	Commercial Review	
15	1.700000e+06	2025-11-01 00:00:00	New	Commercial Review	
16	NaN	2026	New	Commercial Review	
17	NaN	2026	New	Commercial Review	
18	NaN	2026	New	Commercial Review	
19	4.250000e+06	2026	New	Commercial Review	
20	NaN	2026	New	Commercial Review	
21	7.263636e+05	2025-11-01 00:00:00	New	Technical Review	
22	NaN	2026	New	Commercial Review	
23	5.666667e+05	2025	New	Commercial Review	
24	NaN	2026	New	Commercial Review	
25	NaN	2026	New	Tender Awarded	

	Source	Quantity in LM	Value ($)	Value (INR)	Quoted Via Applicator	\
1	NR	NaN	178000.0	15130000.0	Yes	
2	NR	NaN	150000.0	12750000.0	Yes	
3	NR	5000	140000.0	11900000.0	Yes	
4	NR	NaN	120000.0	10200000.0	Yes	
5	NR	NaN	108000.0	9180000.0	Yes	
6	NR	NaN	100000.0	8500000.0	No	
7	NR	NaN	100000.0	8500000.0	Yes	
8	NR	4000	100000.0	8500000.0	Yes	
9	Joint	NaN	98000.0	8330000.0	Yes	
10	NR	NaN	87000.0	7395000.0	Yes	
11	NR	NaN	80000.0	6800000.0	No	
12	NR	800+1100	79000.0	6715000.0	Yes	
13	NR	NaN	75000.0	6375000.0	No	
14	NR	NaN	70000.0	5950000.0	Yes	
15	NR	2000	70000.0	5950000.0	Yes	
16	NR	2000	70000.0	5950000.0	Yes	
17	NR	NaN	59000.0	5015000.0	Yes	
18	NR	NaN	51000.0	4335000.0	Yes	
19	NR	1400	50000.0	4250000.0	Yes	
20	NR	NaN	48000.0	4080000.0	Yes	
21	NR	NaN	47000.0	3995000.0	No	
22	NR	NaN	42000.0	3570000.0	Yes	
23	NR	1000+500	40000.0	3400000.0	Yes	
24	NR	1600	40000.0	3400000.0	Yes	
25	NR	1000	40000.0	3400000.0	Yes	

	Applicator
1	Asg Win
2	Green Apple
3	Asg win
4	BPS

```
5           Green Apple
6                   NaN
7               Asg win
8               Asg Win
9   Pidilite Appkicator
10          Green Apple
11                   No
12              Asg win
13                  NaN
14          Green Apple
15              Asg win
16              Asg Win
17          Green Apple
18              Asg win
19              Asg win
20          Green Apple
21                   No
22        SN Enterprise
23              Asg win
24              Asg win
25              Asg Win
```

[20]:
```
data['Applicator'].fillna('Not Assigned', inplace=True)
```

```
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\681309397.py:1:
FutureWarning: A value is trying to be set on a copy of a DataFrame or Series
through chained assignment using an inplace method.
The behavior will change in pandas 3.0. This inplace method will never work
because the intermediate object on which we are setting values always behaves as
a copy.

For example, when doing 'df[col].method(value, inplace=True)', try using
'df.method({col: value}, inplace=True)' or df[col] = df[col].method(value)
instead, to perform the operation inplace on the original object.
```

```
data['Applicator'].fillna('Not Assigned', inplace=True)
```

[24]:
```
data['Number of Hours'].fillna(0, inplace=True)
data['Value/Hours'].fillna(0, inplace=True)
data['Quantity in LM'].fillna(0, inplace=True)
```

```
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\2968683793.py:1:
FutureWarning: A value is trying to be set on a copy of a DataFrame or Series
through chained assignment using an inplace method.
The behavior will change in pandas 3.0. This inplace method will never work
because the intermediate object on which we are setting values always behaves as
a copy.
```

```
For example, when doing 'df[col].method(value, inplace=True)', try using
'df.method({col: value}, inplace=True)' or df[col] = df[col].method(value)
instead, to perform the operation inplace on the original object.


  data['Number of Hours'].fillna(0, inplace=True)
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\2968683793.py:2:
FutureWarning: A value is trying to be set on a copy of a DataFrame or Series
through chained assignment using an inplace method.
The behavior will change in pandas 3.0. This inplace method will never work
because the intermediate object on which we are setting values always behaves as
a copy.

For example, when doing 'df[col].method(value, inplace=True)', try using
'df.method({col: value}, inplace=True)' or df[col] = df[col].method(value)
instead, to perform the operation inplace on the original object.


  data['Value/Hours'].fillna(0, inplace=True)
```

[25]:
```
data.isnull().sum()
```

[25]:
```
Inquiry Date             2
Projects                 0
Number of Hours          0
Value/Hours              0
Expected Close date      0
Construction type        0
Stage                    0
Source                   0
Quantity in LM           0
Value ($)                0
Value (INR)              0
Quoted Via Applicator    0
Applicator               0
dtype: int64
```

[26]:
```
data['Inquiry Date'].fillna(method='ffill', inplace=True)
```

```
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\1893224825.py:1:
FutureWarning: A value is trying to be set on a copy of a DataFrame or Series
through chained assignment using an inplace method.
The behavior will change in pandas 3.0. This inplace method will never work
because the intermediate object on which we are setting values always behaves as
a copy.

For example, when doing 'df[col].method(value, inplace=True)', try using
```

```
'df.method({col: value}, inplace=True)' or df[col] = df[col].method(value)
instead, to perform the operation inplace on the original object.


  data['Inquiry Date'].fillna(method='ffill', inplace=True)
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\1893224825.py:1:
FutureWarning: Series.fillna with 'method' is deprecated and will raise in a
future version. Use obj.ffill() or obj.bfill() instead.
  data['Inquiry Date'].fillna(method='ffill', inplace=True)
C:\Users\LENOVO\AppData\Local\Temp\ipykernel_14812\1893224825.py:1:
FutureWarning: Downcasting object dtype arrays on .fillna, .ffill, .bfill is
deprecated and will change in a future version. Call
result.infer_objects(copy=False) instead. To opt-in to the future behavior, set
`pd.set_option('future.no_silent_downcasting', True)`
  data['Inquiry Date'].fillna(method='ffill', inplace=True)
```

[27]:
```
data.isnull().sum()
```

[27]:
```
Inquiry Date             0
Projects                 0
Number of Hours          0
Value/Hours              0
Expected Close date      0
Construction type        0
Stage                    0
Source                   0
Quantity in LM           0
Value ($)                0
Value (INR)              0
Quoted Via Applicator    0
Applicator               0
dtype: int64
```

[28]:
```
data
```

[28]:

	Inquiry Date	Projects	Number of Hours	Value/Hours	\
1	2025-04-26	Sattva Lakeridge	0.0	0.000000e+00	
2	2025-01-08	Indian Naval Academy	0.0	0.000000e+00	
3	2025-05-15	Gangothri Tribhuja	0.0	0.000000e+00	
4	2025-03-03	Ecodeck horizontal	0.0	0.000000e+00	
5	2025-01-21	AAI Chennai	0.0	0.000000e+00	
6	2024-12-13	Brigade Morgan Heights	0.0	0.000000e+00	
7	2025-07-02	PEAB	7.0	1.214286e+06	
8	2025-10-08	Honer signatis	0.0	0.000000e+00	
9	2025-05-30	The Trilight Project	2.5	3.332000e+06	
10	2024-12-19	APSS Secretariat	0.0	0.000000e+00	
11	2025-06-19	Ascent circuits	0.0	0.000000e+00	
12	2025-09-18	RMZ 30 & 33	3.0	2.238333e+06	

13	2024-11-14	RMZ 20&21	2.0	3.187500e+06
14	2024-11-14	Millenium Towers	0.0	0.000000e+00
15	2025-09-09	Maiva Life Sciences	3.5	1.700000e+06
16	2025-10-22	Bagdogra Airport	0.0	0.000000e+00
17	2025-04-02	TCS Siruseri	0.0	0.000000e+00
18	2025-04-02	Nambiar Residency	0.0	0.000000e+00
19	2025-08-04	Birla Evara	1.0	4.250000e+06
20	2025-08-04	ITPL	0.0	0.000000e+00
21	2025-06-02	JSVK Pharma	5.5	7.263636e+05
22	2025-04-18	VIT Boys Hostel Chennai	0.0	0.000000e+00
23	2025-05-15	Bagmane Memphis	6.0	5.666667e+05
24	2025-08-05	Suroj buildcon	0.0	0.000000e+00
25	2025-10-24	Tata Varnam	0.0	0.000000e+00

	Expected Close date	Construction type	Stage	Source
1	2026	New	Commercial Review	NR
2	2026	New	Commercial Review	NR
3	2026	New	Commercial Review	NR
4	2026	New	Consultant Review	NR
5	2026	New	Commercial Review	NR
6	2026	New	Commercial Review	NR
7	2025-10-01 00:00:00	New	Deal won	NR
8	2026	New	Commercial Review	NR
9	2025-12-01 00:00:00	New	Commercial Review	Joint
10	2027	New	Commercial Review	NR
11	2026	New	Commercial Review	NR
12	2025	New	Commercial Review	NR
13	2026	New	Commercial Review	NR
14	Project on hold	New	Commercial Review	NR
15	2025-11-01 00:00:00	New	Commercial Review	NR
16	2026	New	Commercial Review	NR
17	2026	New	Commercial Review	NR
18	2026	New	Commercial Review	NR
19	2026	New	Commercial Review	NR
20	2026	New	Commercial Review	NR
21	2025-11-01 00:00:00	New	Technical Review	NR
22	2026	New	Commercial Review	NR
23	2025	New	Commercial Review	NR
24	2026	New	Commercial Review	NR
25	2026	New	Tender Awarded	NR

	Quantity in LM	Value ($)	Value (INR)	Quoted Via Applicator
1	0	178000.0	15130000.0	Yes
2	0	150000.0	12750000.0	Yes
3	5000	140000.0	11900000.0	Yes
4	0	120000.0	10200000.0	Yes
5	0	108000.0	9180000.0	Yes

6	0	100000.0	8500000.0	No
7	0	100000.0	8500000.0	Yes
8	4000	100000.0	8500000.0	Yes
9	0	98000.0	8330000.0	Yes
10	0	87000.0	7395000.0	Yes
11	0	80000.0	6800000.0	No
12	800+1100	79000.0	6715000.0	Yes
13	0	75000.0	6375000.0	No
14	0	70000.0	5950000.0	Yes
15	2000	70000.0	5950000.0	Yes
16	2000	70000.0	5950000.0	Yes
17	0	59000.0	5015000.0	Yes
18	0	51000.0	4335000.0	Yes
19	1400	50000.0	4250000.0	Yes
20	0	48000.0	4080000.0	Yes
21	0	47000.0	3995000.0	No
22	0	42000.0	3570000.0	Yes
23	1000+500	40000.0	3400000.0	Yes
24	1600	40000.0	3400000.0	Yes
25	1000	40000.0	3400000.0	Yes

	Applicator
1	Asg Win
2	Green Apple
3	Asg win
4	BPS
5	Green Apple
6	Not Assigned
7	Asg win
8	Asg Win
9	Pidilite Appkicator
10	Green Apple
11	No
12	Asg win
13	Not Assigned
14	Green Apple
15	Asg win
16	Asg Win
17	Green Apple
18	Asg win
19	Asg win
20	Green Apple
21	No
22	SN Enterprise
23	Asg win
24	Asg win
25	Asg Win

[29]:
```
data['Applicator'] = data['Applicator'].replace({
    'No': 'Not Assigned',
    'no': 'Not Assigned',
    'Not assigned': 'Not Assigned'
})
```

[31]:
```
data['Applicator'].unique()
```

[31]:
```
array(['Asg Win', 'Green Apple', 'Asg win', 'BPS', 'Not Assigned',
       'Pidilite Appkicator', 'SN Enterprise'], dtype=object)
```

[32]:
```
data['Applicator'] = data['Applicator'].replace({
    'Asg win': 'Asg Win',
})
```

[33]:
```
data['Applicator'].unique()
```

[33]:
```
array(['Asg Win', 'Green Apple', 'BPS', 'Not Assigned',
       'Pidilite Appkicator', 'SN Enterprise'], dtype=object)
```

[35]:
```
data['Projects'].unique()
```

[35]:
```
array(['Sattva Lakeridge', 'Indian Naval Academy', 'Gangothri Tribhuja',
       'Ecodeck horizontal', 'AAI Chennai', 'Brigade Morgan Heights',
       'PEAB', 'Honer signatis', 'The Trilight Project',
       'APSS Secretariat', 'Ascent circuits', 'RMZ 30 & 33', 'RMZ 20&21',
       'Millenium Towers', 'Maiva Life Sciences', 'Bagdogra Airport',
       'TCS Siruseri', 'Nambiar Residency', 'Birla Evara', 'ITPL',
       'JSVK Pharma', 'VIT Boys Hostel Chennai', 'Bagmane  Memphis',
       'Suroj buildcon', 'Tata Varnam'], dtype=object)
```

[39]:
```
data['month'] = data['Inquiry Date'].dt.to_period('M')
monthly_hours = data.groupby('month')['Projects'].count().
 ↪sort_values(ascending=False)
monthly_hours
```

[39]:
```
month
2025-04    4
2025-05    3
2025-10    3
2025-08    3
2025-01    2
2024-11    2
2024-12    2
2025-09    2
2025-06    2
2025-03    1
2025-07    1
```

```
Freq: M, Name: Projects, dtype: int64
```

2 Project inquiries show a clear seasonal pattern,

3 peaking in April 2025 with sustained activity across mid-2025,

4 indicating Q2 as the strongest period for new business.

[41]:
```
data.groupby('Projects')['Value (INR)'].sum().sort_values(ascending=False)
```

[41]:
```
Projects
Sattva Lakeridge           15130000.0
Indian Naval Academy       12750000.0
Gangothri Tribhuja         11900000.0
Ecodeck horizontal         10200000.0
AAI Chennai                 9180000.0
Honer signatis              8500000.0
PEAB                        8500000.0
Brigade Morgan Heights      8500000.0
The Trilight Project        8330000.0
APSS Secretariat            7395000.0
Ascent circuits             6800000.0
RMZ 30 & 33                 6715000.0
RMZ 20&21                   6375000.0
Millenium Towers            5950000.0
Maiva Life Sciences         5950000.0
Bagdogra Airport            5950000.0
TCS Siruseri                5015000.0
Nambiar Residency           4335000.0
Birla Evara                 4250000.0
ITPL                        4080000.0
JSVK Pharma                 3995000.0
VIT Boys Hostel Chennai     3570000.0
Bagmane  Memphis            3400000.0
Suroj buildcon              3400000.0
Tata Varnam                 3400000.0
Name: Value (INR), dtype: float64
```

5 The revenue pipeline is highly concentrated in a small number of high-value projects,

6 with Sattva Lakeridge, Indian Naval Academy,

7 and Gangothri Tribhuja leading the portfolio.

8 Prioritizing conversion of the top 5–10 projects will yield the maximum revenue impact

[51]:
```
data.groupby('Applicator')['Applicator'].count().sort_values(ascending=False)
```

[51]:
```
Applicator
Asg Win                12
Green Apple             6
Not Assigned            4
BPS                     1
Pidilite Appkicator     1
SN Enterprise           1
Name: Applicator, dtype: int64
```

9 Asg Win dominates applicator allocation, handling nearly half of all projects,

10 while a small but critical portion remains unassigned,

11 highlighting the need for early applicator planning

[ ]: