

LYMPEDIM De-growing H.Q Sales Enhancement Plan

k.t apparao								
H.Q:	Kakinada		Previous Year Sales:				Current Year Sales:	
				LYMPEDIM Support Per Month				
S.No	Dr Name	Speciality	H.Q	Highest	Present	Expected	Reason for Degrow	Corrective Action
1	s.v.r.krishna.y	vasc surg	kakinada	20 boxes	5 boxes	25 boxes	service amount asked and not able to provided by us	
2	k.vishnu murthy	plastic surgeon	Kakinada	5 boxes	1 box	10 boxes	competitors effect	
3	Dr .s.ramesh chandr	ortho	Kakinada	5	1	10 boxes	competitors activities	
4	Dr.K.v.s.n.dora	gen surg	Kakinada	5	2		competitors activities	
5	s.suresh babu	ortho surg	Kakinada	10	5	15 boxes	competeters giving better offer	