~~no of beds~~

~~no of ICU beds in hospital~~

~~category of hospital- core and other~~

~~business potential- given in master~~

~~institute type~~

~~bed~~

~~buying or not buying~~

~~best visit day of institute and time of institute~~

A lot of master data is concerned

derived datas to be created

~~system generated potential~~

~~system generated id for new doctors , account~~

~~doctor time spent~~

~~hospital time spent~~

~~expected business~~

current

note- comment

~~hospital rating~~

~~meeting rating~~

~~business potential rating~~

reminder

to-do- activity list

~~date of meeting~~

next visit date and time

user sided - not buying or buying

product level or visit level

buying and not buying to be followed by sales

dispensing sales model from managers to individuals