

Module/Feature	Description	Effort Estimate (Minimum Days)
Lead Module Enhancements		
Lead Creation Enhancements	Add custom dropdown for Country, Course Types (UG/PG) and Sub-status based on Lead Status	2 days
Hot, Normal, Lost Lead Status (Color Coding + Dropdown)	Implement dropdown for lead status with color coding and dynamic behaviors for lead selection	2 days
Lead Assignment Rules (Round Robin, Sequence, Random)	Distribution of leads based on rules (Round Robin, Sequence, Random)	2 days
Duplicate Lead Check (Phone Number Check)	Implement duplicate phone number check to prevent duplicate leads	1 day
Lead Updates and Notifications	Future call scheduling, call marking (Held/Not Held), and automatic notifications	2 days
Call & Meeting Module Enhancements		
Call Creation (Multiple Phone Numbers & Date/Time Fields)	Allow selecting multiple phone numbers and provide editable date & time for calls	2 days
Call Reports (Scheduled vs. Actual Call Time)	Report showing percentage of calls completed on time vs. scheduled time	2 days
Call Reminders via WhatsApp (Daily Updates)	Send daily WhatsApp reminders for overdue calls and notifications	1 day
Meeting Scheduling (Zoom/MS Teams Integration)	Integrate virtual meeting tools (Zoom/MS Teams) for meeting scheduling and tracking	3 days
Meeting Reminders via WhatsApp	Send reminders for scheduled and overdue meetings via WhatsApp	1 day
Admission Module Enhancements		

Admission Creation & Management	Add applied course dropdown, file upload, and university-specific admission statuses	2 days
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Admission Status Updates (University-Specific)	Configure admission status as per university's workflow	2 days
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Admission Reporting

University-wise & Course-wise Admission Reporting	Implement reports filtering by university, course, and admission ratios (completed vs created)	2 days
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Reporting Enhancements

Detailed Call Reports (On-time Calls, Lead Statuses)	Create detailed reports for calls, lead status tracking, and other filters (e.g., course-wise, country-wise)	3 days
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Lead Status & Admission Reports	Implement reports for lead status (Hot, Normal, Lost) and admission reports (Country, Course-wise)	3 days
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Virtual Counselling & Integration

Video Conferencing Integration (Zoom/Teams)	Integrate with Zoom/MS Teams for virtual meetings and track sessions	3 days
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Automated Reminders for Counselling Appointments	Set up automated reminders for both counsellors and students via WhatsApp	2 days
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Miscellaneous Enhancements

Automation for Lead Status Transitions	Automate transitions for lead status changes based on actions	1 day
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WhatsApp API Integration (Twilio)	Integrate WhatsApp API using Twilio for overdue calls, meeting reminders, and status updates	3 days
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Total Estimated Time (Adjusted): 40 days

LMS + HRMS System Project Breakdown (90-100 Days)

Module	Task	Estimated Time (Days)
Employee Management	Employee Profiles	8 days
	Import Employees	5 days
	Notifications	3 days
Attendance Management	Mark Attendance	8 days
	Attendance Rules	5 days
	Attendance Dashboard	5 days
Leave Management	Apply Leave	5 days
	Leave Dashboard	4 days
Task Management	Create Task	8 days
	Task Status	5 days
	Task Dashboard	6 days
	Reminders	4 days
Knowledge Management (LMS)	LMS Features	10 days
	Exam Configuration	5 days
	Result Management	8 days
Training Management	Training Creation	8 days
	Training Dashboard	6 days
	Automated Enrollment	4 days
Payroll Management	Salary Calculator	6 days
Performance Management	Set up scorecards and integrate data	8 days
Document Management	Create and Issue Documents	6 days
Resignation Process	Approval Workflow	5 days
Task Management (Integrations)	Notifications	4 days

Visitor & Interview Management	Visitor Register	4 days
	Interview Tracker	5 days
University Management	Manage University Info	6 days
Inventory Management	Manage Inventory	6 days
Employee Engagement	Notifications for Birthdays	3 days
Reporting Module	Customizable Reports	8 days
Common Rules & Security	Access Control	5 days
Testing & Debugging	System Testing	8 days

Total Estimated Time: 90-100 days