1.      Competition field required, need to have an option to capture 4 names - done

2.      Lead updation status to be checked and it has to be forward. Reason for leads to be discussed internally

3.      Need Percentage against every Lead stage, so can be captured in Risk Weighted %. - done

4.      Dashboard required to show Stagewise Lead / Weighted /Pipeline / Risk Weighted.

5.      Option required to capture Approved Customer - done

6.      Lead Activities to reflect in Calendar - done

7.      Tasks to be from Top to bottom and must reflect in calendar. Email integration is required – done but for email need to host on actual domain

8.      New lead name to be changed to New Lead/Meetings, or an option where Meeting tab is separately maintained, and user can update information, where in will update calendar – For add meeting just click on calender and add meeting

9.      Various Lead Stages to be designed in following format – done

|  |  |  |
| --- | --- | --- |
| **#** | **Stage** | **Weight** |
| **1** | Identified | 10% |
| **2** | Qualified | 20% |
| **3** | Alignment & Selection | 50% |
| **4** | Final Selection | 80% |
| **5** | Final Contract Signed | 95% |
| **6** | Closed Won | 100% |
| **7** | Closed Lost | 0% |