

```
def calculate_lead_score(form_data):  
    """Calculates a lead score based on given form data.
```

Args:

form_data: A dictionary containing form fields and their values.

Returns:

The calculated lead score.

```
    """
```

```
    score = 0
```

```
    # Assign point values to each criterion
```

```
    score_map = {  
        "Company Size": {  
            "1-50 employees": 1,  
            "51-200 employees": 2,  
            "201-1000 employees": 3,  
            "1000+ employees": 4  
        },  
        "Annual Budget for SaaS Solutions": {  
            "Less than $10,000": 1,  
            "$10,000 - $50,000": 2,  
            "$50,001 - $100,000": 3,  
            "More than $100,000": 4  
        },  
        "Industry": {  
            "Technology": 3,  
            "Finance": 3,  
            "Healthcare": 3,  
            "Retail": 2,  
            "Other": 2  
        },  
        "Urgency of Need": {  
            "Immediate (within 1 month)": 4,  
            "Short-term (1-3 months)": 3,  
            "Medium-term (3-6 months)": 2,  
            "Long-term (6+ months)": 1  
        }  
    }
```

```
    for criterion, value in form_data.items():  
        score += score_map[criterion][value]
```

```
return score
```

```
# Example usage:
```

```
form_data = {  
    "Company Size": "1-50 employees",  
    "Annual Budget for SaaS Solutions": "$10,000 - $50,000",  
    "Industry": "Technology",  
    "Urgency of Need": "Immediate (within 1 month)"  
}
```

```
lead_score = calculate_lead_score(form_data)  
print("Lead Score:", lead_score)
```