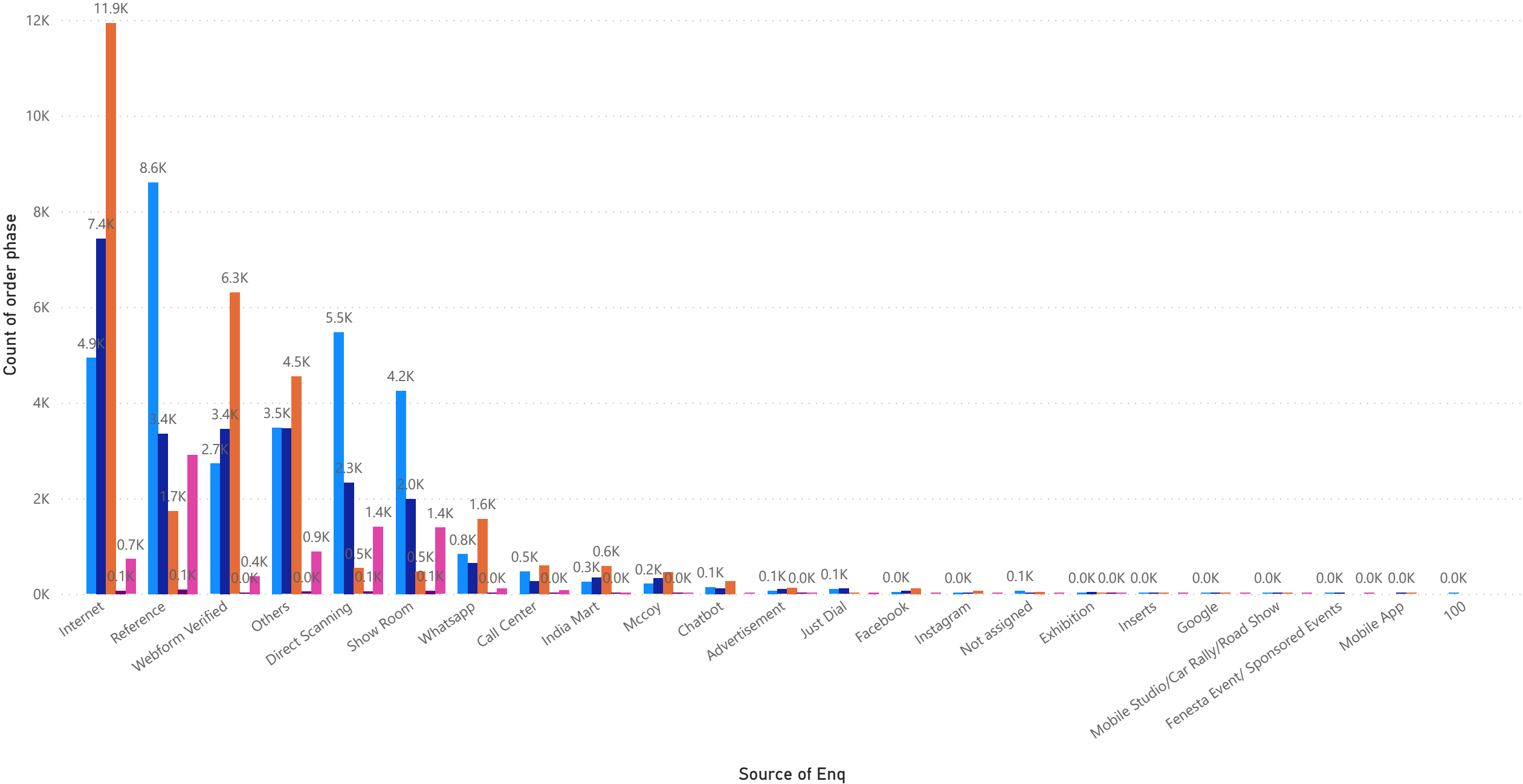


From this graph we can see that which source of enquiry effect on our total order and which type of phase is won

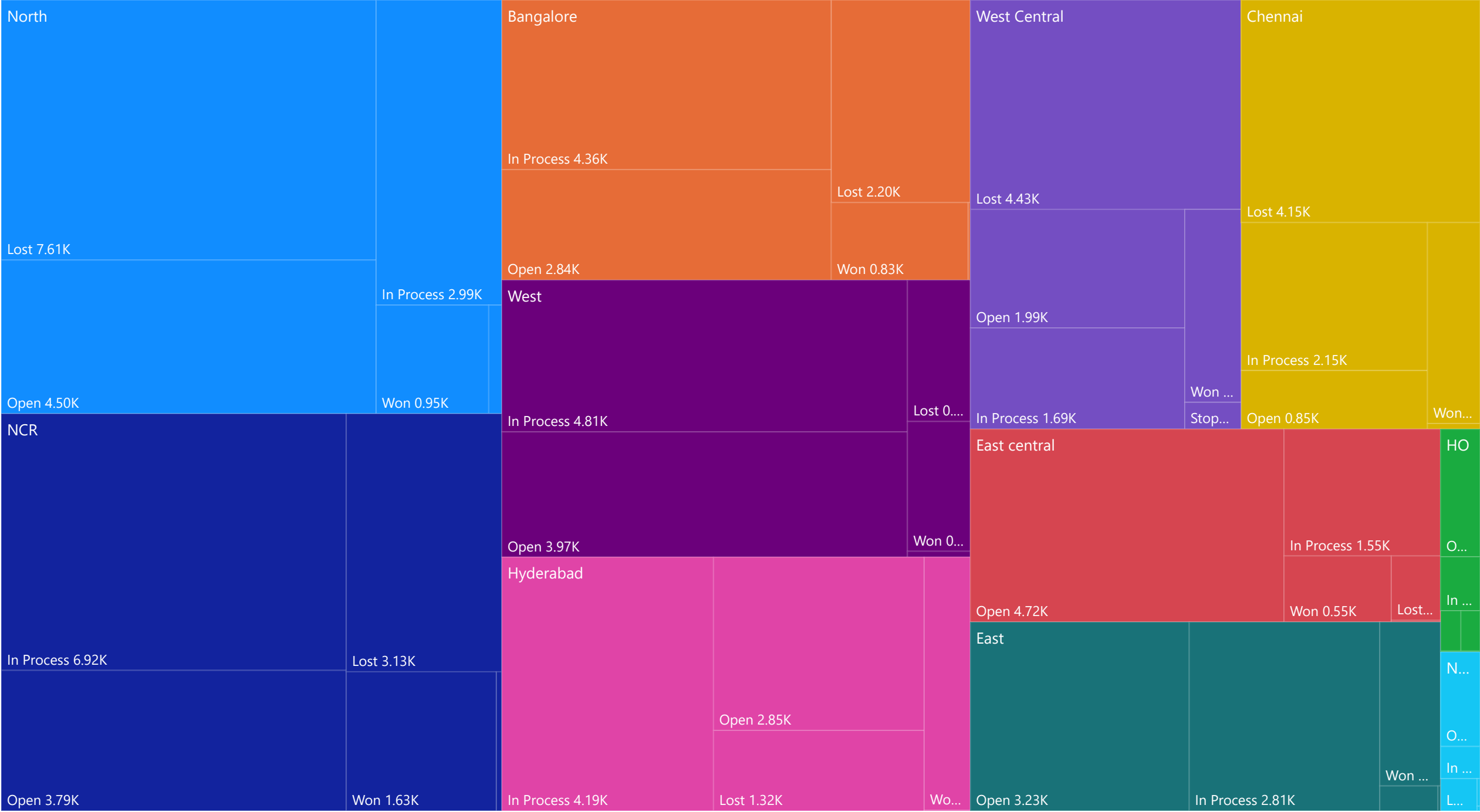
order phase In Process Lost Open Stopped Won



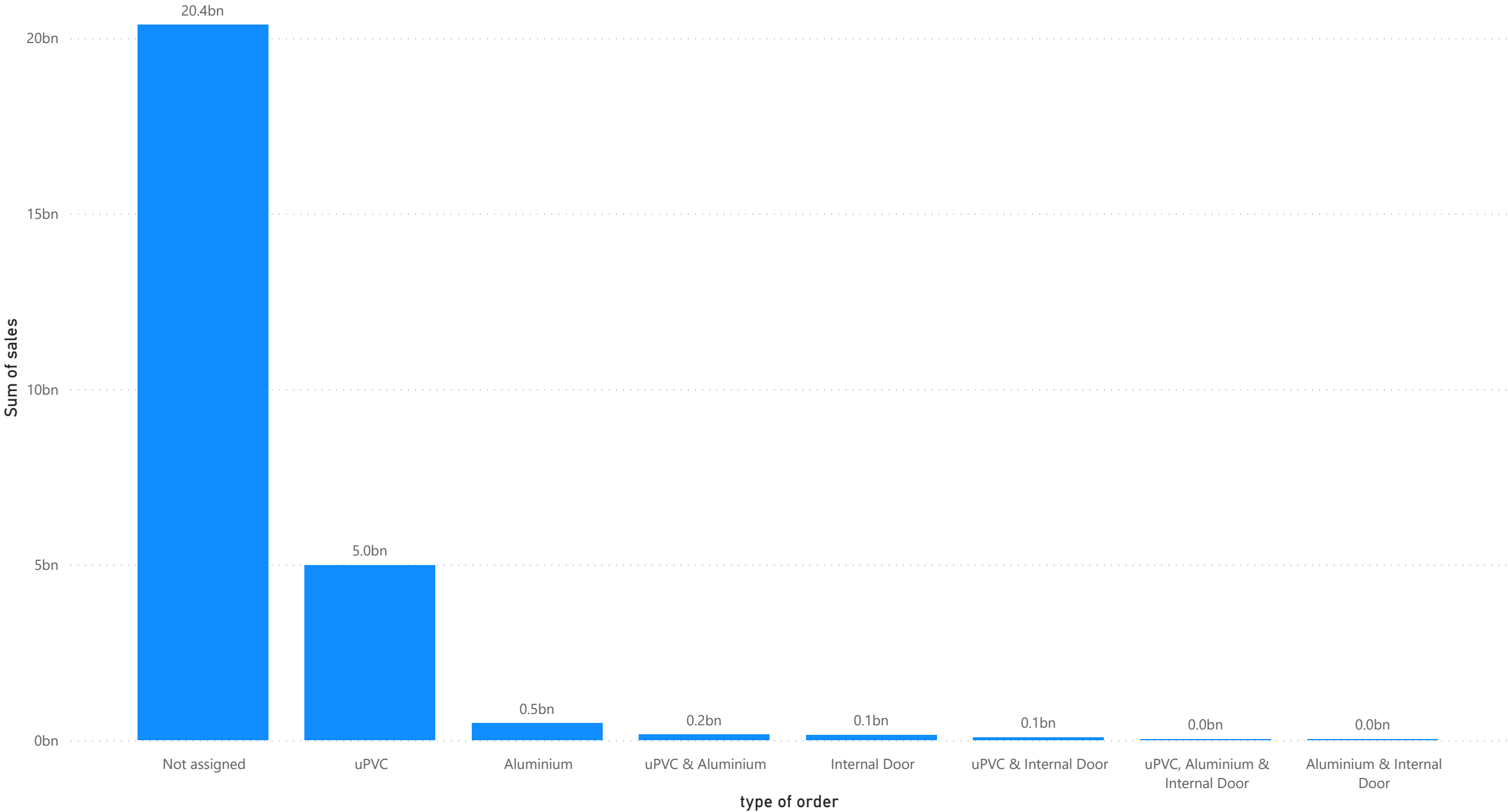
Source of Enq	Count of Source of Enq
Internet	25106
Reference	16699
Webform Verified	12860
Others	12423
Direct Scanning	9796
Show Room	8154
Whatsapp	3163
Call Center	1412
India Mart	1226
Mccoy	1012
Chatbot	550
Advertisement	317
Just Dial	247
Facebook	226
Instagram	115
Not assigned	107
Exhibition	92
Inserts	62
Google	31
Mobile Studio/Car Rally/Road Show	13
Fenesta Event/ Sponsored Events	5
Mobile App	4
100	1
Total	93621

Main Competitor	Count of Main Competitor
Not assigned	77672
Local Fabricators	4109
Kommerling	2909
Encraft	941
Aluplast	832
Rehau	806
No Competition	802
Window Magic	584
Deceuninck Winddows	511
Lingel	462
LG Hausys	413
NCL Veka	399
AIS VUE	352
Aparna Venster windows	343
Skyler	292
Schuco	284
Prominace	282
Wood	246
weatherseal	238
Geeta Aluminium	233
astrapia	159
Skylite	123
Torfenster	122
Metal Shop	74
Lixil	59
Alfen Windows	32
SV Profine	31
Test DNM	31
PVR Infra Solutions	30
Hindustan Glass	28
Lesso	26
Liberty21	21
Beautex Industries	19
Total	93621

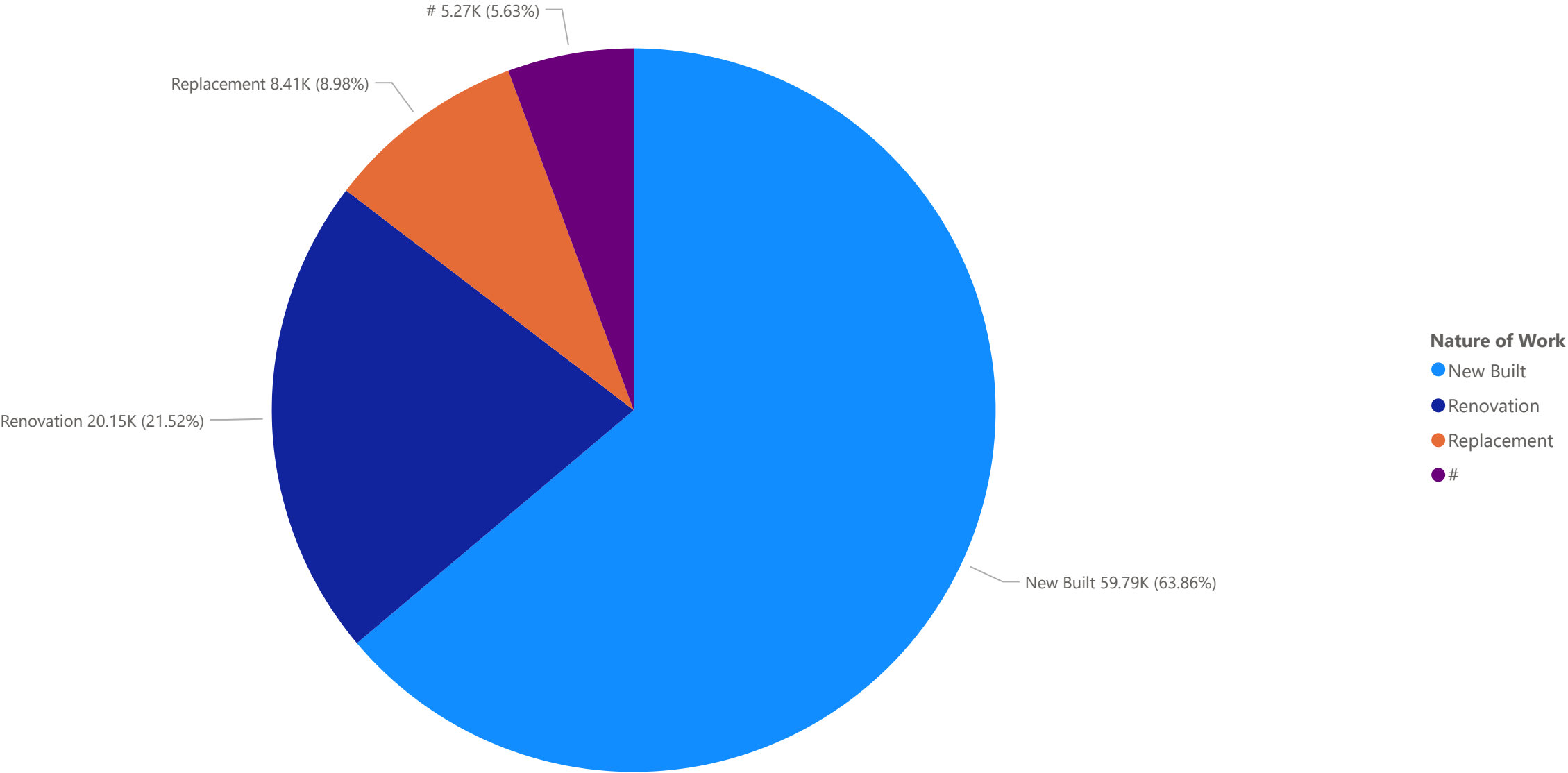
Count of order phase by Zone and order phase



Sum of sales by type of order

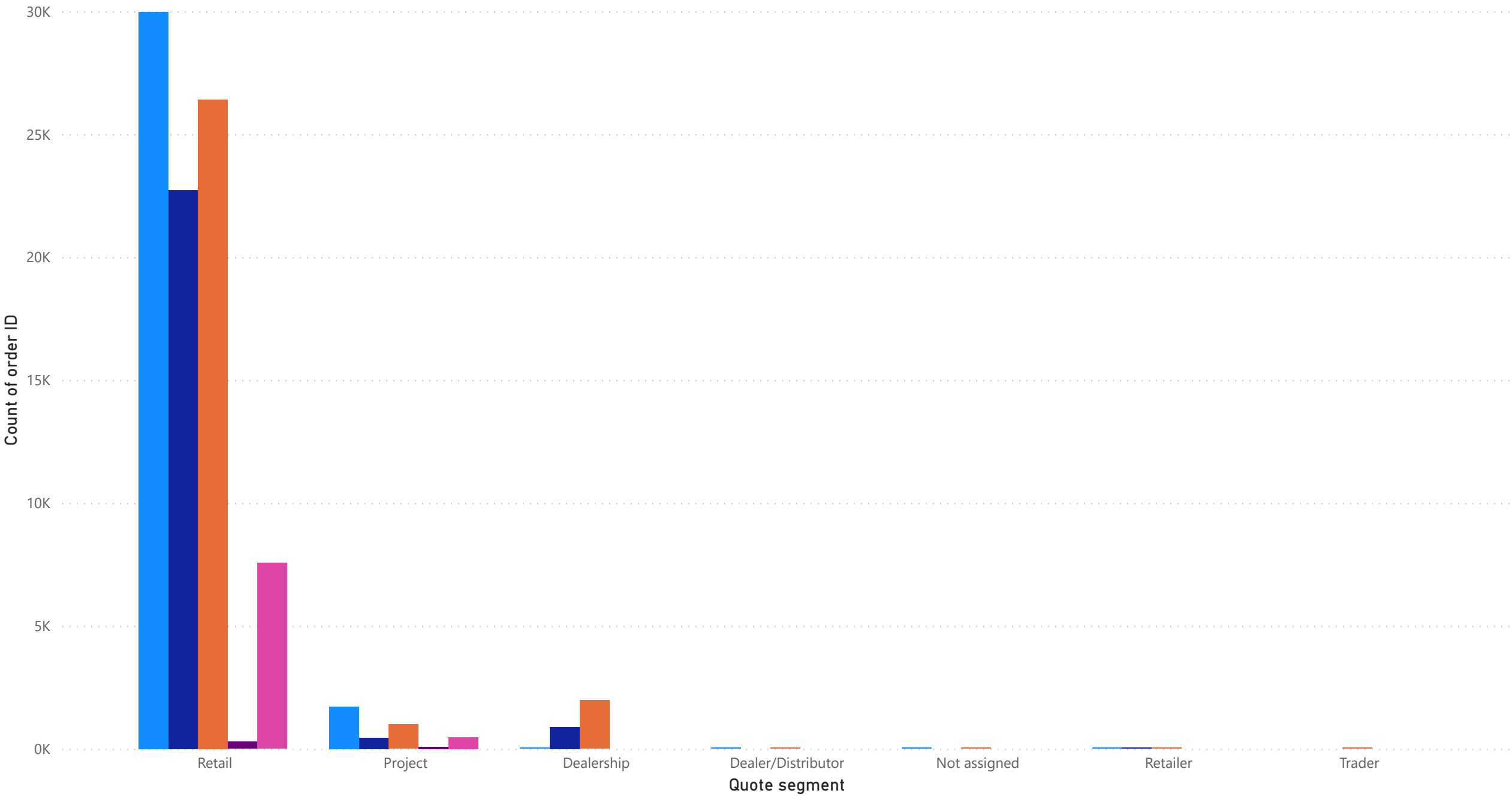


From this graph we focus on ourNature of Work as per order



From this graph we can see that which area of quote segement has maximum order with repsect to there order phase

order phase In Process Lost Open Stopped Won

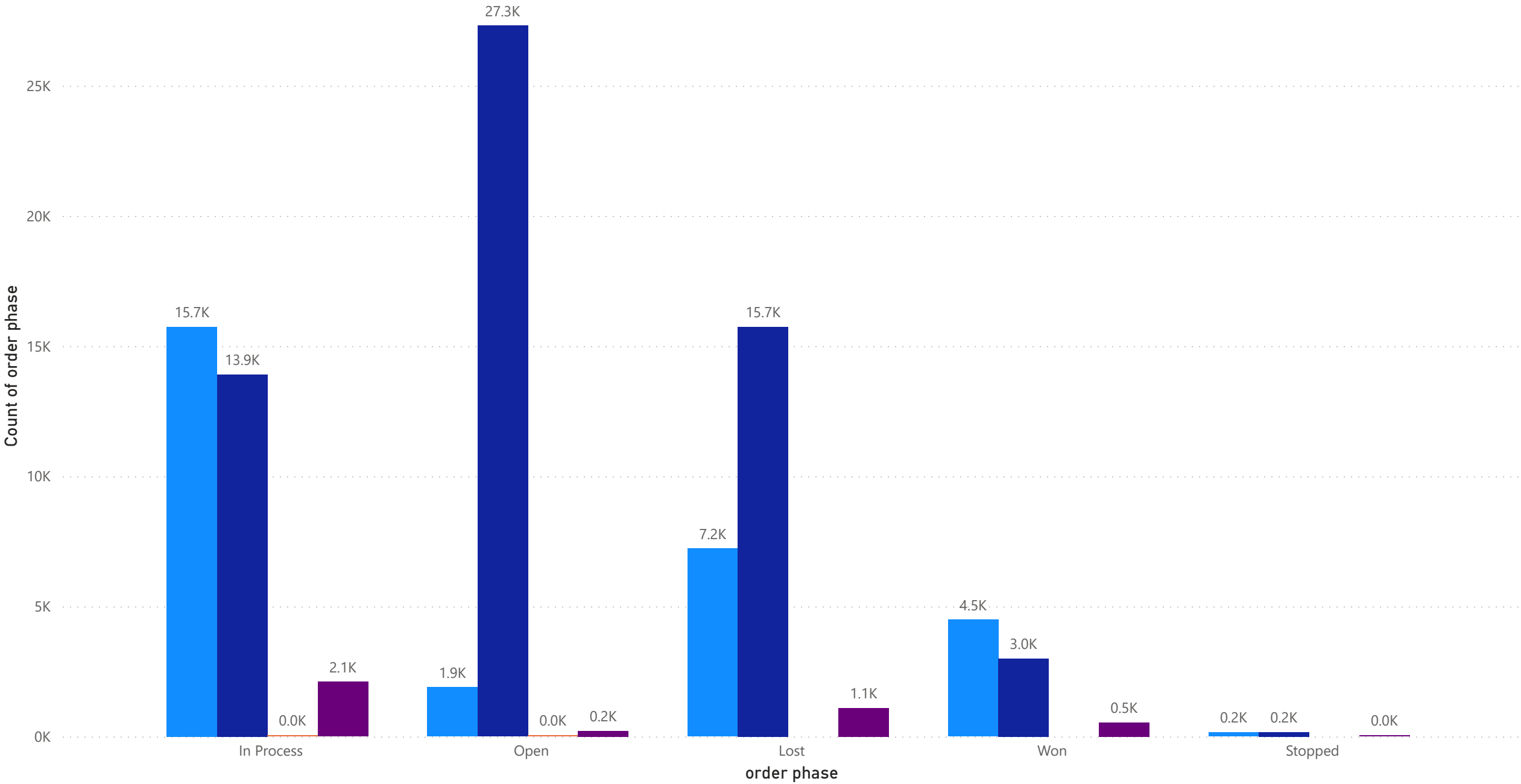


Thsi graph represent which region has succesfull order phase and there total sales



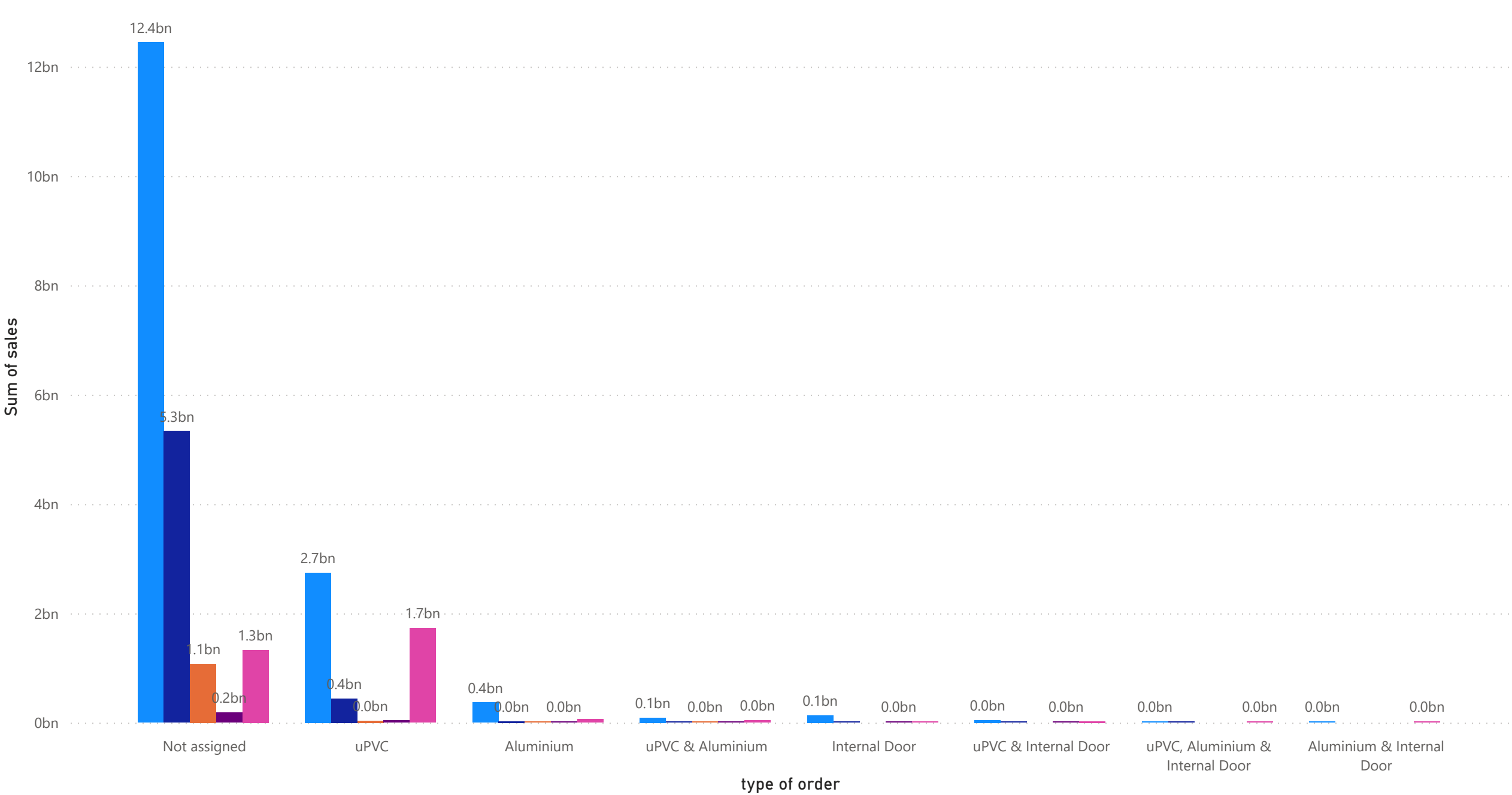
This graph represent status of order phase with order status so that we focus on which phase with our won status

order status Cold Hot Not assigned Warm

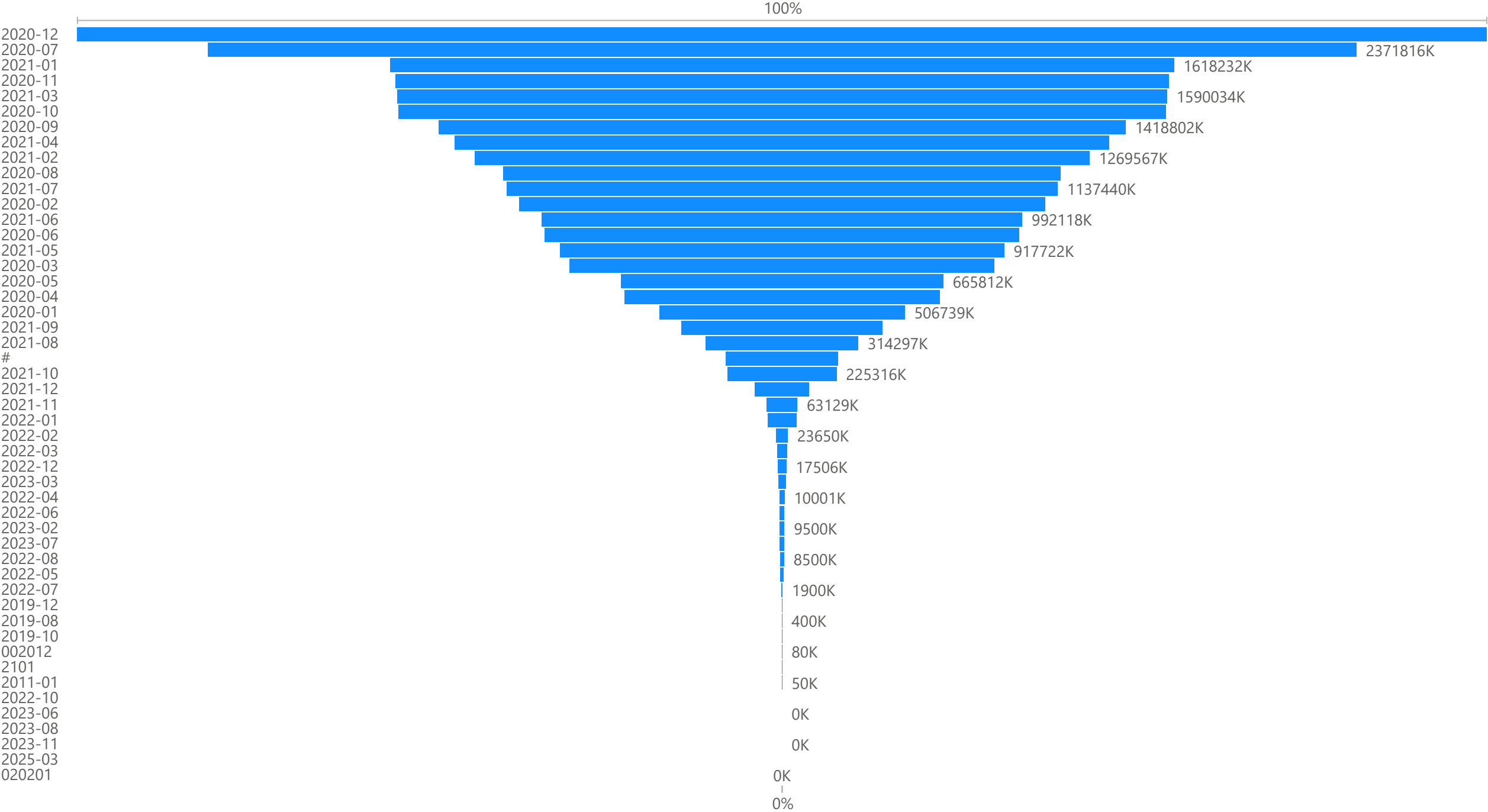


Which product has maximum sales with respect to there phase

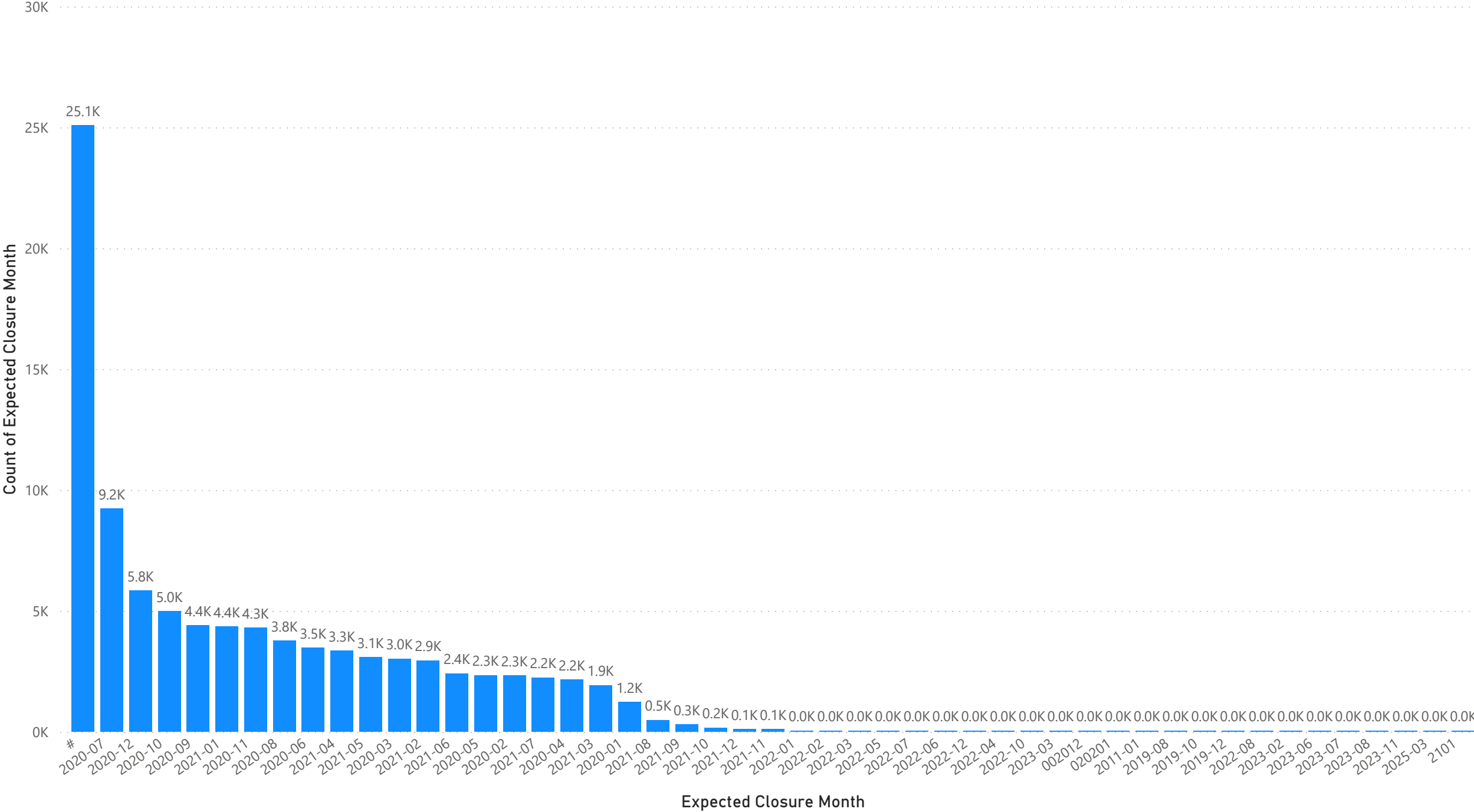
order phase In Process Lost Open Stopped Won



From the graph we can see our sales as per year and month we which month of the year we have maximm sales

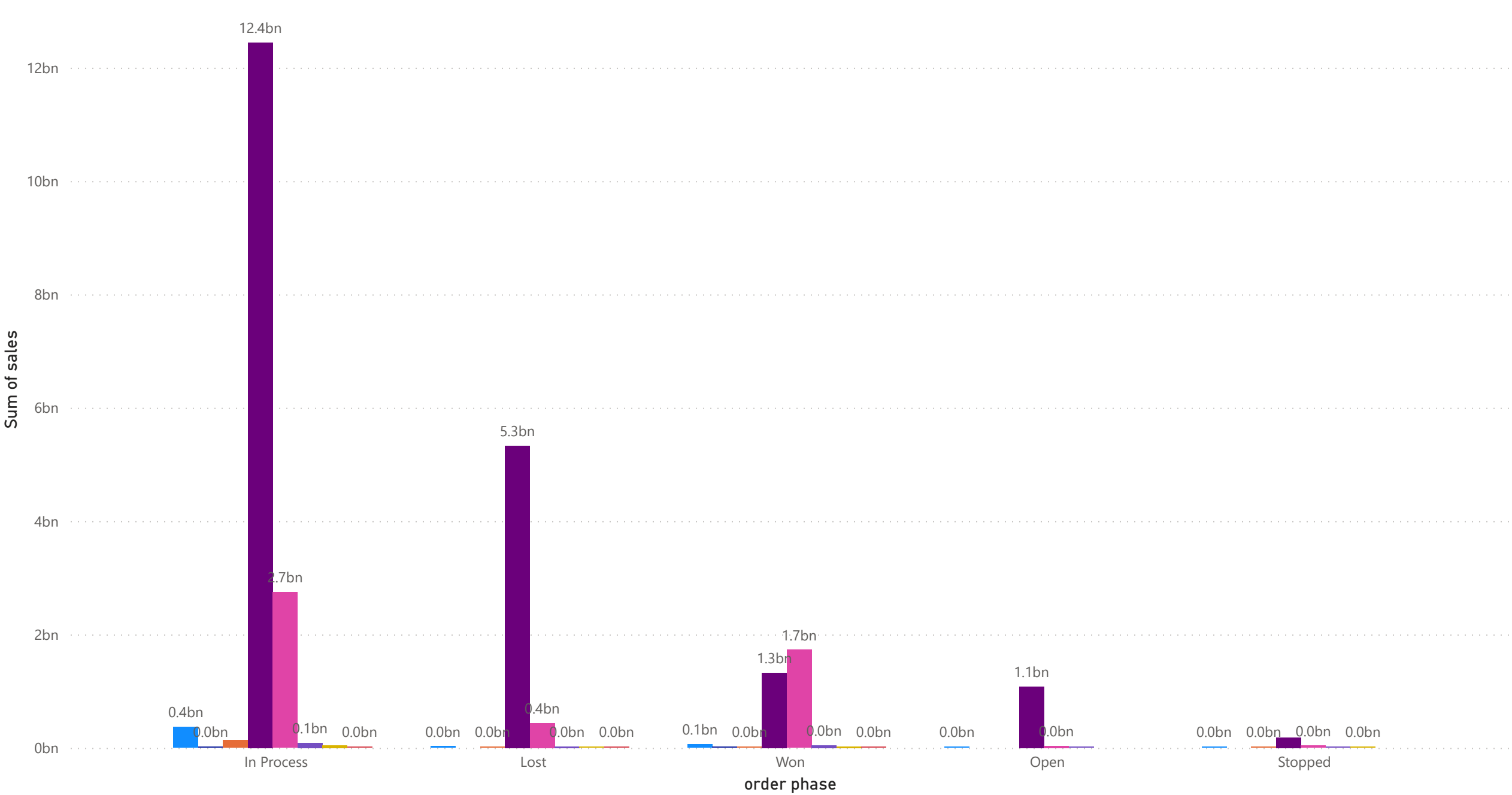


Which month of year has maximum closure so that we focus our business related to that



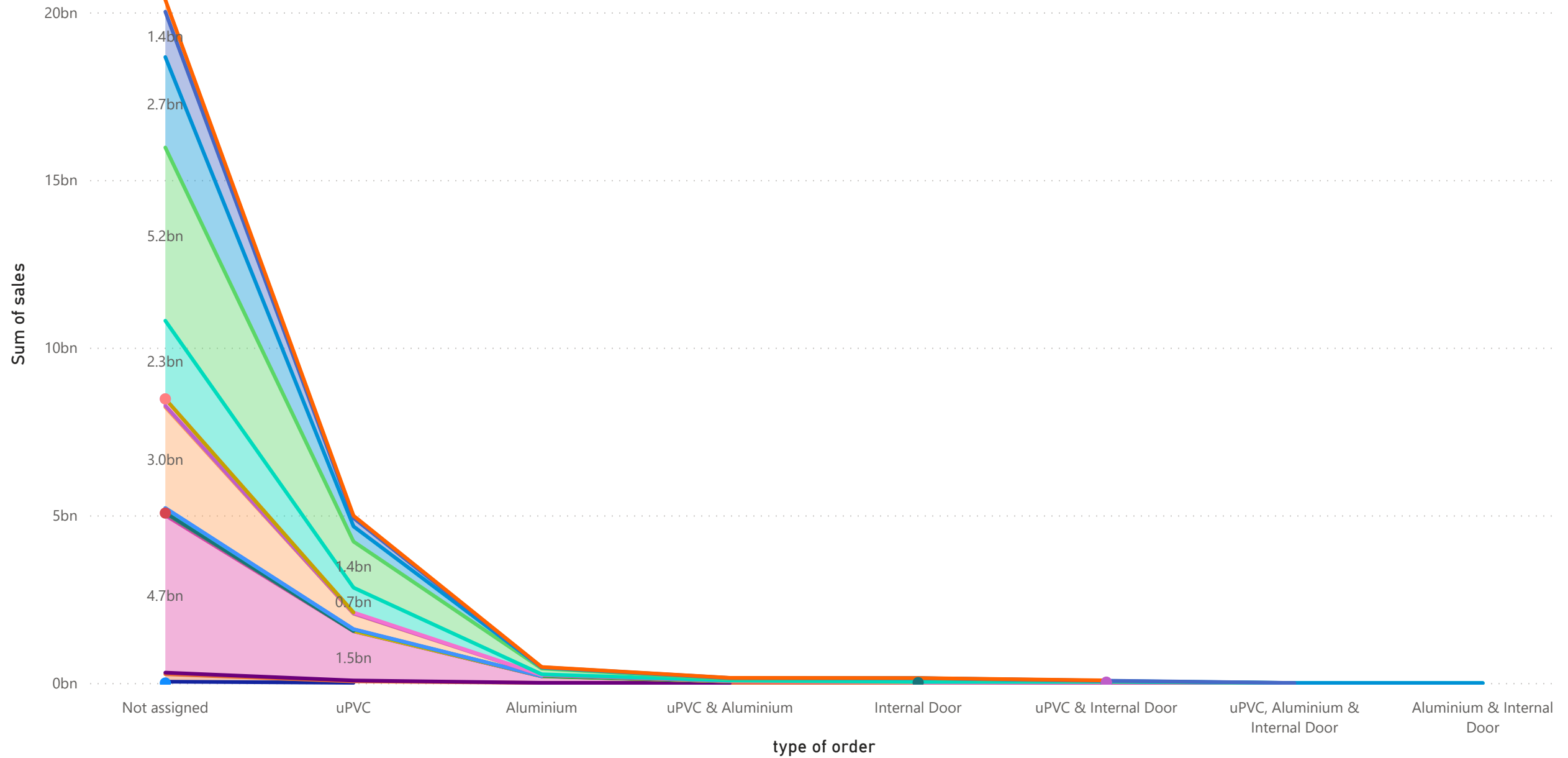
This graph represent sum of total sales by there order phase and type

type of order Aluminium Aluminium & Internal Door Internal Door Not assigned uPVC uPVC & Aluminium uPVC & Internal Door uPVC, Aluminium & Internal Door





Source of Enq ● 100 ● Advertise... ● Call Center ● Chatbot ● Direct Sc... ● Exhibition ● Facebook ● Fenesta E... ● Google ● India Mart ● Inserts ● Instagram ● Internet ● Just Dial ● Mccoy ● Mobile ... ▶



Count of order ID	order phase	order status	Zone
2740	In Process	Cold	Bangalore
765	In Process	Cold	Chennai
490	In Process	Cold	East
985	In Process	Cold	East central
36	In Process	Cold	HO
1946	In Process	Cold	Hyderabad
4049	In Process	Cold	NCR
1048	In Process	Cold	North
68	In Process	Cold	Not assigned
2551	In Process	Cold	West
1060	In Process	Cold	West Central
1423	In Process	Hot	Bangalore
1147	In Process	Hot	Chennai
2131	In Process	Hot	East
416	In Process	Hot	East central
127	In Process	Hot	HO
1902	In Process	Hot	Hyderabad
2712	In Process	Hot	NCR
1768	In Process	Hot	North
30	In Process	Hot	Not assigned
1749	In Process	Hot	West
501	In Process	Hot	West Central
1	In Process	Not assigned	NCR
201	In Process	Warm	Bangalore
241	In Process	Warm	Chennai
189	In Process	Warm	East
148	In Process	Warm	East central
3	In Process	Warm	HO
344	In Process	Warm	Hyderabad
155	In Process	Warm	NCR
178	In Process	Warm	North
1	In Process	Warm	Not assigned
508	In Process	Warm	West

93621