GURUKULAM SCHOOL AMEYO REPORT

Date: 11/5/2024 – 12/9/2025

Central Caller OB Calling Stats

Name: All | POD: All | Location: All | Clear all slicers

Avg Unique Dial	Avg Unique Connect	Avg Effective Connect	Avg Connectivity %	Avg Talktime	Cold Leads	Warm Leads	Hot Leads
2K	1K	2K	178.7...	00:04:42	85K	7K	7K

Name	Total Dialled	Unique Dialled	UniqueConnect	Effective Counts	Connected %	TotalTime	Avg Talktime	Walkins	Admissions	Walkin to Adm %
bhoomika.rajauria@penpencil.live	484	352	140	75	39.77%	02:28:27	00:01:04			
Simran Kaur	1072	639	301	207	47.10%	09:13:56	00:01:50	2	1	50.00%
Khushi Deen	1138	801	308	247	38.45%	10:33:52	00:02:03	8	1	12.50%
Mansi Gupta	9371	4333	2209	2018	50.98%	105:17:21	00:02:52	57	19	33.33%
Komal Sharma	12191	5840	3190	2374	54.62%	113:00:33	00:02:08	33	6	18.18%
Rakshanda Kattimani	10148	4503	2301	2024	51.10%	122:38:41	00:03:12	33	18	54.55%
Preeti Sharma	13212	6336	3278	2292	51.74%	126:11:09	00:02:19	24	9	37.50%
Dewanshi Pathak	12419	6773	3556	2546	52.50%	131:15:46	00:02:13	46	9	19.57%
Sonali Sharma	13931	6943	3583	2745	51.61%	131:43:52	00:02:12	59	13	22.03%
Priyanka	15189	7580	4022	3000	53.06%	156:17:32	00:02:20	56	16	28.57%
Monali Rathore	1947	1292	470	341	36.38%	16:49:55	00:02:09	4	6	150.00%
Aanchal Tandon	19760	7653	3938	3283	51.46%	176:49:57	00:02:42	108	35	32.41%
Suyash Srivastav	18880	9375	4825	3198	51.47%	186:16:56	00:02:19	20	16	80.00%
Gufran Ayyub	26996	9020	4739	3917	52.54%	216:04:31	00:02:44	43	25	58.14%
Shaik Suhail	31802	9493	5554	3858	58.51%	218:35:03	00:02:22	34	20	58.82%
Abhishek Yadav	14754	6883	3118	2854	45.30%	228:20:42	00:04:24	62	35	56.45%
Shaila Nayak	1559	922	460	380	49.89%	23:07:34	00:03:01	7	3	42.86%
Ankit Kumar	3416	2334	966	541	41.39%	24:55:08	00:01:33	14	3	21.43%
Iqra Shamshad	21819	10988	5565	3966	50.65%	242:59:32	00:02:37	14	17	121.43%
Surbhi Yadav	10967	6167	3368	2916	54.61%	246:42:36	00:04:24	119	68	57.14%
Sakshi Gupta	2539	1624	727	601	44.77%	26:18:12	00:02:10	19	10	52.63%
Total	**319885**	**59102**	**42860**	**57203**	**72.52%**	**3353:48:09**	**00:04:42**	**977**	**441**	**45.14%**

IB Calling Stats

Avg Dial	Avg Effective Connect	Avg Unique %	Avg Talktime	Attempted	Missed
2K	982	59.02%	00:03:43	6K	7K

Name	Total Calls	Unique Calls	Effective connects	Unique call vs total call %	Total Time	Avg Talktime	Attempted	Missed Call	Walkins	Admissions	Walkin to Adm %
Aanchal Tandon	2442	1698	434	69.53%	70:02:23	00:02:28	1222	1214	58	33	56.9%
Abhishek Yadav	1483	1028	417	69.32%	69:07:17	00:04:02	782	693	22	11	50.0%
Surbhi Yadav	5755	3844	947	66.79%	309:05:05	00:04:49	3368	2331	156	96	61.5%
Suyash Srivastav	755	550	187	72.85%	18:12:21	00:01:59	350	405	10	10	100.0%
Simran Kaur	1	1		100.00%	00:00:00	00:00:00	0	1			
Total	**10436**	**6186**	**1101**	**59.28%**	**466:27:06**	**00:04:31**	**5722**	**4644**	**246**	**150**	**61.0%**

DOD Walkin & Admission Calling Summary

Email	School	Only Walkin	Admission + Walkin	Total Attended Leads	Expected Walkin	Followup Taken Expected Walkin	Actual Walkins Done	Actual Admissions Done	Adms to Walkins %	Lead to walkin %
surbhi.yadav@penpencil.live	Varanasi	4	514	518	518	403	261	105	40.23%	50.39%
aanchal.tandon@penpencil.live	Varanasi	6	302	308	308	305	136	85	62.50%	44.16%
sana.khan@penpencil.live	Varanasi	52	268	320	321	316	135	72	53.33%	42.19%
priyanka.1@penpencil.live	Varanasi	70	120	190	190	190	77	52	67.53%	40.53%
gufran.ayyub@penpencil.live	Varanasi	76	186	262	262	262	77	51	66.23%	29.39%
abhishek.yadav@penpencil.live	Varanasi	8	286	294	294	273	91	48	52.75%	30.95%
surbhi.yadav@penpencil.live	Gurugram	5	103	108	137	110	82	45	54.88%	75.93%
dewanshi.pathak@penpencil.live	Varanasi	55	186	241	241	241	83	39	46.99%	34.44%
komal.sharma@penpencil.live	Varanasi	61	70	131	131	131	42	22	52.38%	32.06%
surbhi.yadav@penpencil.live	Indore		77	77	77	61	38	19	50.00%	49.35%
aanchal.tandon@penpencil.live	Gurugram	2	41	43	48	48	29	15	51.72%	67.44%
jyoti.1@penpencil.live	Varanasi	118	27	145	145	124	36	15	41.67%	24.83%
preeti.sharma@penpencil.live	Varanasi	48	89	137	137	137	43	15	34.88%	31.39%
preeti.sharma@penpencil.live	Gurugram	15	15	30	30	30	20	14	70.00%	66.67%
iqra.shamshad@penpencil.live	Varanasi	36	68	104	104	100	33	14	42.42%	31.73%
sonali.sharma@penpencil.live	Varanasi	82	8	90	90	90	23	14	60.87%	25.56%
abhishek.yadav@penpencil.live	Indore	11	80	91	91	91	16	13	81.25%	17.58%
rakshanda.kattimani@penpencil.live	Varanasi	42	23	65	65	65	29	13	44.83%	44.62%
sana.khan@penpencil.live	Gurugram	4	28	32	33	32	17	12	70.59%	53.13%
mansi.gupta@penpencil.live	Gurugram	5	75	80	80	69	23	11	47.83%	28.75%
Total		**1381**	**3186**	**4567**	**4616**	**4297**	**1519**	**775**	**51.02%**	**33.26%**

COUNSELLOR L1 REPORT

Date: 11/5/2024 – 12/9/2025

Tele-Callers Performance Effect in Admission

Name: All | Location: All | POD: All | Select Talktime (sec)

Name	Location	POD	Total Dialled	Unique Dialled	Unique Connect	Unique Connect%	Effective Counts	Unique Effective%	Connected to Walkin%	Walkins	Admissions	Walkin to Adm.%
Aanchal Tandon	OB	IVR	19760	7653	3938	51.46%	3283	83.37%	3.29%	108	35	32.41%
Abhishek Yadav	OB	IVR	14754	6883	3118	45.30%	2854	91.53%	2.17%	62	35	56.45%
Ankit Kumar	Gurugram	ERP Walkin and Website Enquiry	3416	2334	966	41.39%	541	56.00%	2.59%	14	3	21.43%
bhoomika.rajauria@penpencil.live	Indore		484	352	140	39.77%	75	53.57%				
Dewanshi Pathak	OB	Indore BTL + IVR missed	12419	6773	3556	52.50%	2546	71.60%	1.81%	46	9	19.57%
Gufran Ayyub	OB	VNS BTL + IVR missed + walkin	26996	9020	4739	52.54%	3917	82.65%	1.10%	43	25	58.14%
Iqra Shamshad	OB	Indore BTL + IVR missed	21819	10988	5565	50.65%	3966	71.27%	0.35%	14	17	121.43%
Jyoti Thakur	OB	Indore BTL + IVR missed	22035	12146	5711	47.02%	4719	82.63%	0.68%	32	20	62.50%
Khushi Deen	Indore		1138	801	308	38.45%	247	80.19%	3.24%	8	1	12.50%
Komal Sharma	OB	VNS BTL + IVR missed	12191	5840	3190	54.62%	2374	74.42%	1.39%	33	6	18.18%
Mansi Gupta	OB	GGN BTL + IVR missed	9371	4333	2209	50.98%	2018	91.35%	2.82%	57	19	33.33%
Monali Rathore	Indore		1947	1292	470	36.38%	341	72.55%	1.17%	4	6	150.00%
Poonam	Varanasi	ERP Walkin and Website Enquiry	3103	2177	865	39.73%	620	71.68%	1.94%	12	15	125.00%
Preeti Bharadwaj	Gurugram	ERP Walkin and Website Enquiry	3227	2020	926	45.84%	603	65.12%	3.48%	21	5	23.81%
Preeti Sharma	OB	GGN BTL + IVR missed	13212	6336	3278	51.74%	2292	69.92%	1.05%	24	9	37.50%
Priyanka	OB	VNS BTL + IVR missed	15189	7580	4022	53.06%	3000	74.59%	1.87%	56	16	28.57%
Rakshanda Kattimani	OB	GGN BTL + IVR missed	10148	4503	2301	51.10%	2024	87.96%	1.63%	33	18	54.55%
Total			**319885**	**59102**	**42860**	**72.52%**	**57203**	**133.46%**	**1.71%**	**977**	**441**	**45.14%**

IB Callers Performance Effect in Admission

Name	Location	POD	Total Calls	Unique Calls	Effective connects	Unique call vs total call %	Attempted	Missed Call	Walkins	Admissions	Lead to Walkin %	Walkin to Adm.%
Surbhi Yadav	OB	IVR	5755	3844	947	66.79%	3368	2331	156	96	16.47%	61.54%
Aanchal Tandon	OB	IVR	2442	1698	434	69.53%	1222	1214	58	33	13.36%	56.90%
			2435	1878	34	77.13%	102	2203	2570	1007	7558.82%	39.18%
Abhishek Yadav	OB	IVR	1483	1028	417	69.32%	782	693	22	11	5.28%	50.00%
Suyash Srivastav	OB	GGN BTL + IVR	755	550	187	72.85%	350	405	10	10	5.35%	100.00%
Total			**12871**	**7597**	**1108**	**59.02%**	**5824**	**6847**	**2816**	**1157**	**254.15%**	**41.09%**

POD REPORT

Date: 11/5/2024 – 12/9/2025

Name: All | POD: All | Location: All | Category: All | Clear all slicers

Counsellor wise Summary

Name	NPF	IVR	BTL	BTL(Events)	Total Leads	Hot Npf	Cold Npf	Warm Npf	Total NPF	Hot IVR	Cold IVR	Warm IVR	Total IVR	Hot BTL	Cold BTL	Warm BTL	Total BTL	Hot Event	Cold Event
	1408	1	61	209	1679	5	836	18	859	0	0	0	0	5	45	10	60	361	374
Aanchal Tandon	71		1016		1087	4	61	9	74	0	0	0	0	5	961	47	1013	0	0
Abhishek Yadav	18		258		276	5	14	0	19	0	0	0	0	10	207	8	225	0	0
Ankit Kumar						0	0	0	0	0	0	0	0	0	0	0	0	0	0
bhoomika.rajauria@penpencil.live						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Daud Siddiqui			3		3	0	0	0	0	0	0	0	0	0	3	0	3	0	0
Dewanshi Pathak	12		1468		1480	0	12	0	12	0	0	0	0	1	1455	12	1468	0	0
Gufran Ayyub	21		1586		1607	2	19	0	21	0	0	0	0	54	1514	18	1586	0	0
Iqra Shamshad	83		1242		1325	5	73	8	86	0	0	0	0	5	1228	9	1242	0	0
Jyoti Thakur	7		877		884	0	7	0	7	0	0	0	0	0	875	2	877	0	0
Khushi Deen						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Komal Sharma	8		1349		1357	0	7	1	8	0	0	0	0	6	1325	18	1349	0	0
Mansi Gupta	6		544		550	2	3	1	6	0	0	0	0	17	467	60	544	0	0
Monali Rathore						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Poonam						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Preeti Bharadwaj						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Preeti Sharma	938		1430		2368	56	815	67	938	0	0	0	0	1	1370	59	1430	0	0
Priyanka	9		2060		2069	0	9	0	9	0	0	0	0	1	2039	19	2059	0	0
Rakshanda Kattimani	32		1299		1331	2	28	2	32	0	0	0	0	8	1264	27	1299	0	0
Rishu Jaiswal						0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	**8996**	**1**	**16284**	**209**	**25490**	**468**	**8334**	**315**	**9117**	**0**	**0**	**0**	**0**	**193**	**15591**	**460**	**16244**	**361**	**374**

Lead Disposition Summary

NPF

Category	Dispositions
COLD	Admission Taken
	Admissions Done
WARM	Asked for call back
	Asked to Call Back
COLD	Asked to Call Back
WARM	Asked to Call Back
	Call disconnected
	Distance Issue
	DNP
COLD	DNP
	Duplicate Number
HOT	Follow up required
HOT	Intrested
WARM	Intrested but looking other
Total	

IVR

Category	Disposition	Count
		1
Total		**1**

BTL

Category	Dispositions	Count
COLD	Admission Taken	297
COLD	DNP	10598
COLD	Junk Call	109
COLD	NA	4
COLD	Not Interested	4583
HOT	Follow up required	6
HOT	Intrested	95
HOT	NA	2
HOT	Will visit school	90
NA	NA	39
WARM	Asked for call back	249
WARM	Asked to Call Back	1
WARM	Intrested but looking other competitor	4
WARM	NA	5
WARM	Needs More Time to think	291
Total		**16283**

EVENTS

Category	Dispostions	Count
Cold	Call disconnected	6
Cold	call later	2
Cold	DNP	25
Cold	invalid number	1
Cold	Need more time	3
Cold	not connecting	4
Cold	Not intrested	5
Cold	Switch-off	1
Cold	will visit school	1
Cold	Wrong Number	3
Cold	Wrong student details	1
Hot	Call disconnected	22
Hot	call later	2
Hot	DNP	38
Hot	invalid number	2
Total		**224**

Tellecallers Attendance

Name: All

Date: 1/2/2025 – 12/9/2025

Clear all slicers

user_name	02-Jan-25	03-Jan-25	04-Jan-25	05-Jan-25	06-Jan-25	07-Jan-25	08-Jan-25	09-Jan-25	10-Jan-25	11-Jan-25	12-Jan-25	13-Jan-25	14-Jan-25	15-Jan-25	16-Jan-25	17-Jan-25	18-Jan-25	19-Jan-25	20-Jan-25	21-Jan-25	22-Jan-25	23-Jan-25
Aanchal Tandon	Present	Present	Present	Present	Present	Absent	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Absent	Absent	Absent	Absent	Absent	Absent
Abhishek Yadav	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent
Gufran Ayyub	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent
Iqra Shamshad	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent
Jyoti Thakur	Absent	Absent	Present	Present	Present	Present	Present	Absent	Present	Present	Present	Present	Present	Present	Absent	Present	Present	Present	Present	Absent	Present	Present
Komal Sharma	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Present	Present	Present	Present	Present	Present	Absent	Present	Present	Present	Absent	Present	Present	Absent
Preeti Sharma	Absent	Present	Absent	Absent	Present	Absent	Present	Present	Present	Present	Present	Present	Absent	Present	Absent	Present	Present	Present	Present	Absent	Present	Present
Priyanka	Absent	Absent	Absent	Absent	Present	Present	Absent	Present	Present	Present	Present	Present	Present	Absent	Absent	Present	Present	Present	Present	Present	Absent	Present
Rakshanda Kattimani	Absent	Present	Present	Present	Present	Present	Absent	Present	Present	Absent	Present	Present	Present	Present	Absent	Present	Present	Present	Present	Present	Absent	Absent
Rukaiya Siddhiki	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent
Sana Khan	Absent	Absent	Absent	Absent	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Absent	Present	Present	Present	Present	Present
Shaik Suhail	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent
Sonali Sharma	Absent	Absent	Absent	Absent	Present	Present	Present	Absent	Absent	Present	Present	Present	Present	Present	Present	Absent	Present	Present	Absent	Present	Present	Present
Surbhi Yadav	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent	Absent

Total Talk Time

user_name	05-Nov-24	06-Nov-24	07-Nov-24	08-Nov-24	09-Nov-24	10-Nov-24	11-Nov-24	12-Nov-24	13-Nov-24	14-Nov-24	15-Nov-24	16-Nov-24	17-Nov-24	18-Nov-24	19-Nov-24	20-Nov-24	21-Nov-24	22-Nov-24	23-Nov-24	24-Nov-24	25-
Aanchal Tandon	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Abhishek Yadav	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Gufran Ayyub	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Iqra Shamshad	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Jyoti Thakur	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Komal Sharma	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Preeti Sharma	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Priyanka	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Rakshanda Kattimani	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Rukaiya Siddhiki	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Sana Khan	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Shaik Suhail	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Sonali Sharma	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::
Surbhi Yadav	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::	::

Ameyo Touchpoints

Child Name	Class	Contact no.	Lead sourse	School Name	Dials	Connects	Effective Connects	Walkins	Admissions
						0	0	Yes	Yes
		6200114983		Varanasi	25	7	7	Yes	No
		6307875353		Varanasi	17	7	7	Yes	No
		7007173728		Varanasi	4	2	2	Yes	Yes
		7089934374		Gurugram	7	0	0	Yes	Yes
		7355996841		Varanasi	4	1	1	Yes	No
		7488408202		Varanasi	15	2	2	Yes	Yes
		7905475960		Varanasi	29	11	11	Yes	No
		8303667577		Varanasi	1	1	1	Yes	No
		8318580788		Gurugram	15	7	7	Yes	No
		8423886141		Varanasi	6	3	3	Yes	Yes
		8595305852		Gurugram	18	13	13	Yes	No
		8737031737		Varanasi	12	8	8	Yes	Yes
		8851910003		Gurugram	8	8	8	Yes	No
		8920027258		Gurugram	12	4	4	Yes	Yes
		9110174644		Gurugram	5	2	2	Yes	Yes
		9125159415		Varanasi	13	9	9	Yes	Yes
		9415605677		Varanasi	20	9	9	Yes	No
		9455970018		Varanasi	17	5	5	Yes	No
		9560209128		Gurugram	13	8	8	Yes	Yes
		9717895870		Gurugram	5	1	1	Yes	Yes
		9784637148		Gurugram	17	8	7	Yes	No
		9910711372		Gurugram	10	6	6	Yes	Yes
		9990594800		Gurugram	7	4	4	Yes	Yes
		6005715958		Varanasi	2	0	0	No	No
		6200266716		Varanasi	1	0	0	No	No
		6200562130		Varanasi	7	4	4	No	No
		6200693394		Varanasi		0	0	No	No
		6200820296		Varanasi	2	2	2	No	No
		6201715691		Varanasi	1	1	1	No	No
		6202548886		Varanasi	7	1	1	No	No
		6203804056		Varanasi	5	0	0	No	No
		6203872033		Varanasi		0	0	No	No
		6204531481		Varanasi	8	3	3	No	No
		6205036158		Varanasi	1	1	1	No	No
		6205056232		Varanasi	1	1	1	No	No
		6206129684		Gurugram	9	6	6	No	No
		6207136195		Gurugram	13	0	0	No	No
		6249865110		Indore	1	0	0	No	No
		6260579098		Indore	13	1	1	No	No
		6260586166		Indore	4	0	0	No	No
		6260774142		Indore	11	2	2	No	No

Walkins	Count
Yes	23
No	1746
Total	**1769**

Admissions	Count
Yes	14
No	1755
Total	**1769**

School Name	Count
Varanasi	938
Gurugram	428
Indore	403
Total	**1769**

Walkins and Admission Summary

Date

11/1/2024 12/9/2025

Name

All

Location

All

OB Walkins and Admissions

Name	Location	Total Dialled	Walkins	Admissions	Walkin to Adm %
Surbhi Yadav	OB	10967	119	68	57.1%
Aanchal Tandon	OB	19760	107	35	32.7%
Sana Khan	OB	29208	92	51	55.4%
Abhishek Yadav	OB	14754	62	35	56.5%
Sonali Sharma	OB	13931	59	13	22.0%
Mansi Gupta	OB	9371	57	19	33.3%
Priyanka	OB	15189	56	16	28.6%
Dewanshi Pathak	OB	12419	46	9	19.6%
Gufran Ayyub	OB	26996	42	25	59.5%
Shaik Suhail	OB	31802	34	20	58.8%
Komal Sharma	OB	12191	33	6	18.2%
Total		**319891**	**973**	**441**	**45.3%**

IB Walkins and Admissions

Name	Location	Total Calls	Walkins	Admissions	Walkin to adm. %
Surbhi Yadav	OB	5742	156	96	61.5%
		2431	2558	1006	39.3%
Aanchal Tandon	OB	2425	58	33	56.9%
Abhishek Yadav	OB	1483	22	11	50.0%
Suyash Srivastav	OB	755	10	10	100.0%
Simran Kaur	Gurugram	1			
Total		**12837**	**2804**	**1156**	**41.2%**