

Quarterly Input Activity Analysis



Quarter	/2011
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Input Activity for Quarter	Volume	Ratio
Number of New Prospects		
Number of New Prospect Visits		
Total Number of Customer Visits		
Number of Demonstrations		
Number of Proposals		
$(\text{Demonstrations/Visits}) \times 100$		
$(\text{Proposals/Visits}) \times 100$		
$(\text{NPV/TCV}) \times 100$		
Total Number of Visits		
Average Visits Per Month		
Sales Output in Quarter		
Orders (Units)		
Orders (Value)		
Orders (Gross Profit £)		

New Prospects include 'cold' calls, leads and referrals where you haven't done business before or where accounts are recorded as dormant or closed

Installation and Follow-Up visits should be recorded in total customer visits

Sales should not be considered complete until the post-installation follow-up visit has been made and feedback obtained from the customer