

## Customer Information Sheet

|                                                                                                                              |                                                                                                |                                |                              |                     |
|------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|--------------------------------|------------------------------|---------------------|
| ID : 91413                                                                                                                   | Old CIS No :                                                                                   | CIS Date : 20-05-2018          | Company                      | Shantha biotechnics |
| Prepared By :Nagi Reddy / Assigned To : Nagi Reddy / Reassigned To : Nagi Reddy                                              |                                                                                                |                                | Business                     |                     |
| Customer Name And Address<br><br>S.Lavanya Madhuri/Rammesh Komapilly                                                         |                                                                                                |                                | Designation                  | Dy Manager          |
|                                                                                                                              |                                                                                                |                                | Home Phone                   |                     |
|                                                                                                                              |                                                                                                |                                | Work Phone                   | 9866821089          |
|                                                                                                                              |                                                                                                |                                | Mobile                       | 9866821089          |
|                                                                                                                              |                                                                                                |                                | Fax                          |                     |
|                                                                                                                              |                                                                                                |                                | Email                        |                     |
| For Project<br>Villa Orchids                                                                                                 | Projects Visited                                                                               | Projects Liked                 | Interested In                |                     |
| Enquiry Source<br>Cold Call                                                                                                  | Enquiry Type<br>Site Visit                                                                     | Lead Status<br>SaleClosed      | Prospect Status<br>Excellant |                     |
| Brochure Sent<br>No                                                                                                          | Executive Meet Customer<br>Yes                                                                 | Visiting Card<br>Yes           | Customer Visit Site<br>Yes   |                     |
| Company Type<br>-                                                                                                            | Spouce Company                                                                                 | Purpose<br>-                   | Investment Details           |                     |
| Housing Loan Required                                                                                                        | Amount Required                                                                                | Pre-sanctioned Obtained<br>No  | Reffered To Bank<br>No       |                     |
| Discount Expected                                                                                                            | Discount Offered                                                                               | Site Visit With<br>Not Visited | Bank Name                    |                     |
| Customer Requirment<br>-                                                                                                     | Home Town                                                                                      | Other Info                     | Decesion Makers              |                     |
| Company Address                                                                                                              |                                                                                                |                                | Company Details              |                     |
| Smart Text<br>Booked Villa No. 129 on 27-05-2018                                                                             |                                                                                                |                                |                              |                     |
| Customer Query                                                                                                               |                                                                                                |                                |                              |                     |
| Customer Special Requirments                                                                                                 |                                                                                                |                                |                              |                     |
| Remarks<br>Ramesh Andhra bank jagithal, Visited site coming next week with her daughter . Booked Villa No. 129 on 27-05-2018 |                                                                                                |                                |                              |                     |
| Call/Entry Date                                                                                                              | Call Details                                                                                   |                                |                              |                     |
| 20-05-2018                                                                                                                   | Call Made By :                                                                                 |                                |                              |                     |
| 20-05-2018                                                                                                                   | OutCome Of Call :                                                                              |                                |                              |                     |
|                                                                                                                              | Next Call Date : 21-05-2018                                                                    |                                |                              |                     |
|                                                                                                                              | Target Of Call : first call detail to be entered                                               |                                |                              |                     |
| 20-05-2018                                                                                                                   | Call Made By : Nagi Reddy                                                                      |                                |                              |                     |
| 20-05-2018                                                                                                                   | OutCome Of Call : Ramesh Andhra bank jagithal, Visited site coming next week with her daughter |                                |                              |                     |
|                                                                                                                              | Next Call Date : 26-05-2018                                                                    |                                |                              |                     |
|                                                                                                                              | Target Of Call : Ramesh Andhra bank jagithal, Visited site coming next week with her daughter  |                                |                              |                     |
| 27-05-2018                                                                                                                   | Call Made By : Nagi Reddy                                                                      |                                |                              |                     |
| 27-05-2018                                                                                                                   | OutCome Of Call : selected villa no 129 given check booking form pending                       |                                |                              |                     |
|                                                                                                                              | Next Call Date : 30-05-2018                                                                    |                                |                              |                     |
|                                                                                                                              | Target Of Call : selected villa no 129 given check booking form pending                        |                                |                              |                     |