

Aangan Studio, Pune

Enquiry Desk: management report (phone enquiries)

Generated 30 October 2026, 03:06 IST. Covers 24 incoming calls from 2026-09-02 to 2026-10-10.

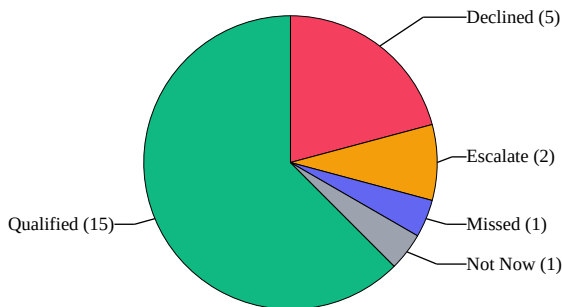
1. Executive summary

The AI desk handled 24 calls (23 answered, 1 missed). 15 were qualified (62% of calls), worth about Rs 165.0 L of potential pipeline (range Rs 120.0 L to Rs 210.0 L). 100% of calls were answered within 5 minutes with a median of 3.0 s. 88% were handled without a human.

Price discipline: 4 callers asked for a price; all 4 were steered to the free consultation and 0 price figures were spoken. 4 calls arrived outside office hours; an estimated Rs 105,600 of revenue was protected that would otherwise have been lost to no-reply. Total running cost was Rs 203.42 (Rs 8.48 per call, Rs 13.56 per qualified lead).

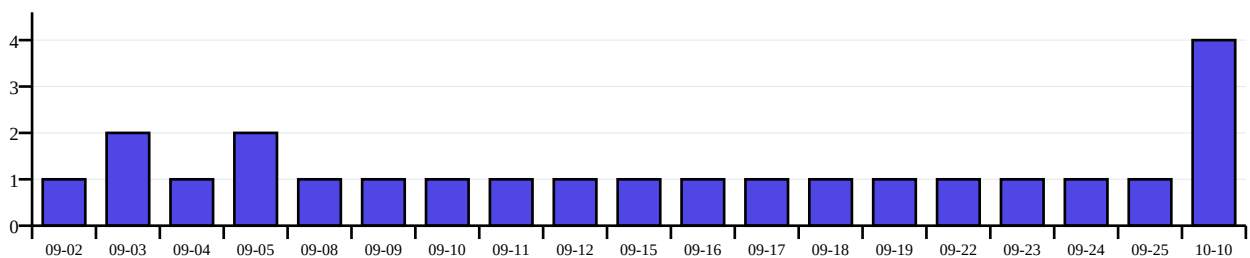
Calls handled	24	Qualified leads	15
Answered within 5 min	100%	Handled by the AI	88%
Median / slowest answer	3.0 s / 3.0 s	After-hours calls	4
Price questions deflected	4 of 4	Price figures spoken	0
Escalations needing a human	2	Missed calls	1

2. Call outcomes and volume

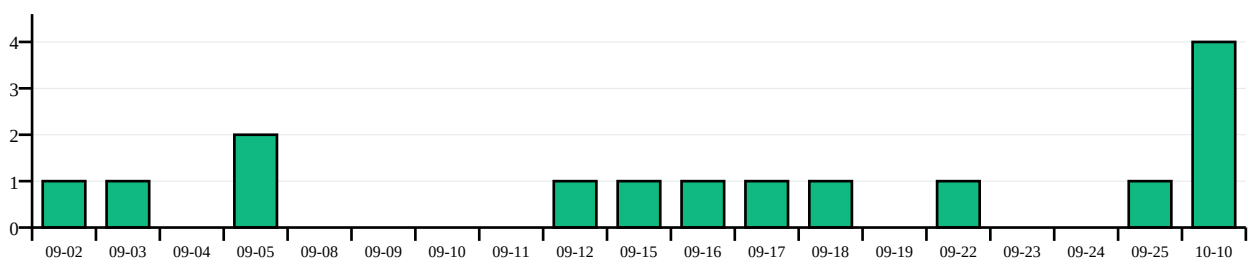


Outcome	Calls	Share
Qualified	15	62%
Declined	5	21%
Escalate	2	8%
Missed	1	4%
Not Now	1	4%

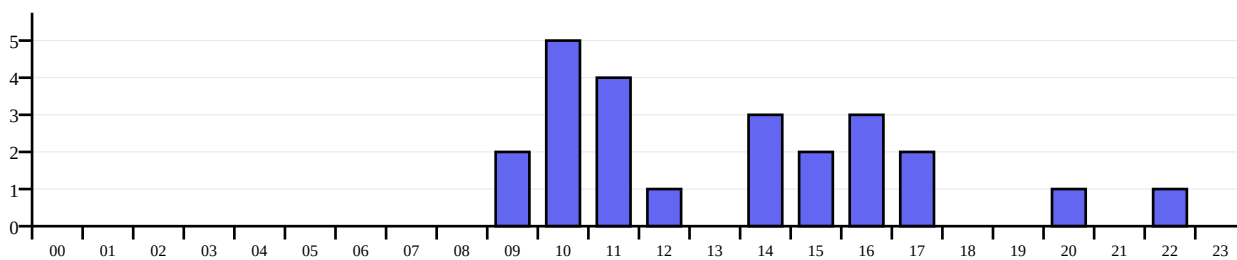
Calls per day



Qualified per day



Calls by hour of day (IST)



3. Response speed (target: under 5 minutes, day and night)

Band	Calls
Under 1 min	24
1 to 5 min	0
Over 5 min	0
Median answer time	3.0 s
Slowest answer	3.0 s
After-hours calls	4

4. Pricing discipline

The agent never quotes a price. Every figure is blocked by a code guard before it is spoken, and the callers are steered to the free consultation.

Price questions	4	Deflected to consultation	4	Figures spoken	0
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Call	Caller	Outcome
T02	T02	qualified
T13	T13	qualified
V31720038CDA70	Fushi	qualified
V34501BD884F31	Roshan	qualified

5. Pipeline, cost and return

Qualified leads	15
Pipeline value (qualified x average project)	Rs 165.0 L
Range	Rs 120.0 L to Rs 210.0 L
Expected revenue at assumed close rate	Rs 16.5 L (10% close rate)
Closed and won so far	0 deals, Rs 0.0 L
Running cost, total	Rs 203.42
Gemini AI	Rs 2.96
Telephony	Rs 120.28
Speech	Rs 80.18
Cost per call / per qualified lead	Rs 8.48 / Rs 13.56
Voice minutes / AI tokens	100.2 min / 25,157
Front-desk time saved	4.1 h (call time handled + 6 min admin per call)
Month-end projection (run-rate)	4.2 qualified leads, Rs 46.2 L pipeline, Rs 4.6 L expected

Assumptions: average project 8 to 14 lakh, close rate 10%, 48% of enquiries lost when no one replies within 48 hours. Pipeline is potential value, not revenue. Costs are estimates from configured rates, not vendor bills.

Off-hours recovery

4 calls arrived out of hours, 2 qualified. Estimated revenue protected: Rs 105,600.

Call	Caller	When	Outcome
V45470DA097756	Soma	2026-10-10 20:48	
T20	Pooja	2026-09-25 09:15	

6. Where leads come from and how callers feel

Property type	Leads
2BHK	5
Commercial	5
Other / unclear	4
3BHK	4
Villa / house	1
1BHK	1
4BHK	1

Area	Leads
Baner	3
Not given	3
Koregaon Park	2
Pune	1
Pimpri	1
Central Pune	1
Magarpatta	1
Other	9

Mood (from transcript)	Calls
Calm	12
Frustrated	2
Curious	5
Hesitant	4

Mood is inferred from the words of the transcript, not from vocal tone.

7. Designer workload and pipeline stages

Designer	Designation	Active leads	Load
Kabir Singh	Principal Designer	2	balanced

Designer	Designation	Active leads	Load
Arjun Reddy	Senior Interior Designer	1	balanced
Rancho	Interior Designer	1	balanced
Rocky Bhai	Commercial Design Lead	1	balanced
Pushpa Raj	Junior Designer	0	light

Stage	Leads
Qualified	12
Consultation booked	3
Site visit	0
Closed / won	0

8. Escalations and follow-up risks

Call	Caller	Why it needs a human
T16	Girish Nair	Girish Nair called to express frustration after not receiving a promised follow-up from his initial inquiry on Monday regarding his 3BHK in Viman Nagar. He voiced concern over the studio's lack of response before the project even began. The call was escalated to handle the situation with care.
T09	Sheetal Deshpande	Existing client Sheetal Deshpande called complaining that her assigned designer, Aryan, has been unresponsive for five days. She requested an urgent call back within 15 minutes from Nikhil or another senior manager. The issue was escalated immediately to the studio head for quick resolution.

Call	Flag	Caller	Detail
T17	Follow-up overdue	Ritu Kapoor	Qualified more than a day ago and still unassigned.
T16	Escalation	Girish Nair	Girish Nair called to express frustration after not receiving a promised follow-up from his initial inquiry on Monday regarding his 3BHK in
T15	Follow-up overdue	Smita	Qualified more than a day ago and still unassigned.
T14	Follow-up overdue	T14	Qualified more than a day ago and still unassigned.
T13	Follow-up overdue	T13	Qualified more than a day ago and still unassigned.
T12	Follow-up overdue	Anand Sharma	Qualified more than a day ago and still unassigned.
T11	Follow-up overdue	T11	Qualified more than a day ago and still unassigned.
T09	Escalation	Sheetal Deshpande	Existing client Sheetal Deshpande called complaining that her assigned designer, Aryan, has been unresponsive for five days. She requested a
T08	Missed call	T08	No voicemail. Call them back.
T06	Follow-up overdue	T06	Qualified more than a day ago and still unassigned.
T05	Follow-up overdue	Aarti Mehta	Qualified more than a day ago and still unassigned.
T02	Follow-up overdue	T02	Qualified more than a day ago and still unassigned.
T01	Follow-up overdue	Priya	Qualified more than a day ago and still unassigned.

9. Qualified lead register

Call	Name	Property / scope	Area	Sq ft	Timeline	Stage	Designer	Win
T01	Priya	3BHK: Complete redesign including kitchen, living room, and bedrooms	Kothrud	1400	By March 2027	Qualified	Unassigned	64 %
T02	T02	2BHK: Full redesign — modular kitchen, wardrobes, living room, both be	Wakad	950	Starting design from October, moving in November	Qualified	Unassigned	39 %
T05	Aarti Mehta	4BHK: Complete redesign, new flooring, kitchen, all four bedrooms	Koregaon Park	2400	4 months (by February)	Qualified	Unassigned	54 %
T06	T06	Commercial: Full bare-shell fitout for 800 sq ft office including work	Baner	800	Operational by December 2026	Qualified	Unassigned	47 %
T11	T11	2BHK: Living room, bedroom, and kitchen design and fittings (reversibl	Baner	-	-	Qualified	Unassigned	29 %
T12	Anand Sharma	Villa / house: Full end-to-end design	Kalyani Nagar	5500	March 2027	Qualified	Unassigned	44 %
T13	T13	3BHK: Kitchen, wardrobes in both bedrooms, living room	Aundh	1100	-	Qualified	Unassigned	20 %
T14	T14	3BHK: Full interior design	Hadapsar	-	-	Qualified	Unassigned	29 %
T15	Smita	2BHK: Full home design (kitchen, wardrobes, living room)	Undri	875	6 weeks until possession, site access available immediately	Qualified	Unassigned	47 %
T17	Ritu Kapoor	3BHK: Kitchen, wardrobes, living room	Pimple Saudagar	1050	By March 2027	Qualified	Unassigned	44 %
T20	Pooja	2BHK: Full interiors (kitchen, both bedrooms, living room)	Magarpatta	900	January start	Qualified	Kabir Singh	47 %
V307 572A 34F4 A1	Roshan	Commercial: Interior design for studio apartment	Central Pune	600	2 months	Qualified	Rocky Bhai	39 %
V317 2003 8CD A70	Fushi	Commercial: Full design / interior design	Pimpri	2000	ASAP	Consultation booked	Kabir Singh	51 %
V345 01B D884 F31	Roshan	2BHK: Full interior design for a 2 BHK	Baner	2500	2 months	Consultation booked	Arjun Reddy	69 %
V454 70D A097 756	Suma	Other / unclear: Entire house	Pune	100	At the earliest	Consultation booked	Rancho	62 %

10. Declined, not-now, escalated and missed calls

Call	Caller	Outcome	Reason
T03	Suresh Patil	declined	Project location is in Nashik, which is outside the studio's service area of Pune and PCMC.
T04	T04	declined	Caller requested consultation/advisory services only, which is outside the studio's full-service design and execution offering.
T07	T07	not now	Timeline is too short for execution before Diwali.

Call	Caller	Outcome	Reason
T08	T08	missed	Missed call with no voicemail. An AI callback is queued.
T09	Sheetal Deshpande	escalate	Existing client Sheetal Deshpande called complaining that her assigned designer, Aryan, has been unresponsive for five days. She requested an urgent call back within 15 minutes from Nikhil or another
T10	T10	declined	Budget of 1 to 1.5 lakh is far below the minimum requirement for a kitchen and bedroom renovation.
T16	Girish Nair	escalate	Girish Nair called to express frustration after not receiving a promised follow-up from his initial inquiry on Monday regarding his 3BHK in Viman Nagar. He voiced concern over the studio's lack of res
T18	T18	declined	Project scope is below the minimum threshold for commercial projects (180 sq ft vs 500 sq ft minimum).
T19	T19	declined	Requested scope is a restaurant, which falls outside the studio's residential and office specialization.

Appendix: call-by-call detail

Each call: AI summary, the five qualification criteria with the evidence heard on the call, open questions and what happened downstream.

T01 | Priya | QUALIFIED | 2026-09-02 10:23

Answered in 3.0 s, 4.2 min, in hours | Mood calm (positive, 85/100) | Price asked: no | Cost Rs 8.54

Priya called requesting a full interior redesign for her 1,400 sq ft 3BHK in Kothrud after being referred by Shruti Joshi. She and her husband own the property and aim to complete the project by March. The agent collected her contact information to schedule a consultation.

Criterion	Result	Evidence
Real project	PASS	We have a 3BHK in Kothrud — Dahanukar Colony. We bought it two years ago and it still looks like the builder flat. We want to redo the whole thing — kitchen, living room, both bedrooms.
In service area	PASS	Dahanukar Colony, Kothrud
Timeline	PASS	We'd like to be done by March. We're in no rush.
Budget	UNCLEAR	No budget mentioned
Decision maker	PASS	Yes — myself and my husband. He knows we're calling and is happy to go ahead.

Email: - | Referral: Shruti Joshi | Budget volunteered: -

Open questions: Specific project budget has not been discussed yet.

First question for the designer: What is your target budget for the complete redesign of the 3BHK?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T02 | T02 | QUALIFIED | 2026-09-03 14:41

Answered in 3.0 s, 5.1 min, in hours | Mood curious (neutral, 60/100) | Price asked: yes | Cost Rs 10.37

A prospective client called regarding a full interior redesign for a 950 sq ft 2BHK in Wakad, found via Instagram. They asked for pricing twice, but agreed to book a free consultation after the agent explained costs depend on scope and materials. The team should follow up to collect contact details and schedule the consultation.

Criterion	Result	Evidence
Real project	PASS	Full redesign — modular kitchen, wardrobes, living room, both bedrooms. About 950 sq ft.
In service area	PASS	2BHK in Wakad
Timeline	PASS	We move in November — so maybe starting design from October?
Budget	UNCLEAR	Caller asked for a ballpark range twice but did not volunteer a budget.
Decision maker	UNCLEAR	Not discussed directly during the call.

Email: - | Referral: Instagram | Budget volunteered: -

Open questions: Caller's name and contact information were not gathered before the call ended.; Budget and decision-maker status remain unconfirmed.

First question for the designer: What specific material preferences or budget expectations do you have for the full 2BHK redesign?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T03 | Suresh Patil | DECLINED | 2026-09-03 16:15

Answered in 3.0 s, 2.7 min, in hours | Mood hesitant (neutral, 45/100) | Price asked: no | Cost Rs 5.46

Suresh Patil called from Nashik to inquire about renovating his home office and study after seeing the studio's work on LinkedIn. The agent informed him that Aangan Studio only services Pune and PCMC, declining the project. No further action is required.

Criterion	Result	Evidence
Real project	PASS	I want to redo my home office and study.
In service area	FAIL	I'm in Nashik — would you be able to take on a project here?
Timeline	UNCLEAR	Caller did not mention a timeline.
Budget	UNCLEAR	Caller did not mention a budget.
Decision maker	UNCLEAR	Caller did not specify if they are the sole decision maker.

Email: - | Referral: LinkedIn | Budget volunteered: -

Open questions: Timeline not discussed.; Budget not discussed.; Decision maker status not confirmed.

Reason: Project location is in Nashik, which is outside the studio's service area of Pune and PCMC.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: contact and note synced (no deal: not qualified)

T04 | T04 | DECLINED | 2026-09-04 11:07

Answered in 3.0 s, 3.4 min, in hours | Mood hesitant (neutral, 40/100) | Price asked: no | Cost Rs 6.82

An unidentified caller reached out asking for an advisory consultation for their living room rather than a full design and execution project. The agent explained that the studio only handles complete design-and-build scopes, so the project was declined. The caller expressed interest in possibly returning in the future when ready for a full redesign.

Criterion	Result	Evidence
Real project	FAIL	We're not planning to do the full thing right now. Just want suggestions on colours, furniture arrangement, what to change.
In service area	UNCLEAR	No location mentioned.
Timeline	FAIL	No, we're just exploring for now. Maybe later.
Budget	UNCLEAR	No budget discussed.
Decision maker	UNCLEAR	Not specified.

Open questions: Caller name and contact details; Property location; Project timeline and budget

Reason: Caller requested consultation/advisory services only, which is outside the studio's full-service design and execution offering.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T05 | Aarti Mehta | QUALIFIED | 2026-09-05 10:52

Answered in 3.0 s, 6.7 min, in hours | Mood curious (positive, 85/100) | Price asked: no | Cost Rs 13.57

Aarti Mehta called regarding a complete redesign of a 2,400 sq ft 4BHK in Koregaon Park, referred by Vikram Agarwal. They have moved out temporarily and are targeting a 4-month timeline to move back in by February. The studio is scheduling an initial site visit for early next week.

Criterion	Result	Evidence
Real project	PASS	4BHK in Koregaon Park — about 2,400 sq ft carpet. Complete redesign. New flooring, kitchen, all four bedrooms.
In service area	PASS	Koregaon Park
Timeline	PASS	We want to move back in by February. About 4 months.
Budget	UNCLEAR	Not discussed
Decision maker	UNCLEAR	Caller said 'We want to move back in'

Email: - | Referral: Vikram Agarwal | Budget volunteered: -

Open questions: Budget not discussed; Whether caller is the sole decision maker

First question for the designer: What days and times are available early next week for a site visit at Koregaon Park?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T06 | T06 | QUALIFIED | 2026-09-05 15:28

Answered in 3.0 s, 5.0 min, in hours | Mood calm (positive, 80/100) | Price asked: no | Cost Rs 10.13

The founder of a startup called regarding an 800 sq ft bare-shell commercial fitout in Baner for 20 workstations, a cabin, meeting room, and break area. They want to be operational by December. A consultation is being set up.

Criterion	Result	Evidence
Real project	PASS	We're a startup — just got our first proper office space in Baner. About 800 sq ft.
In service area	PASS	Baner
Timeline	PASS	We want to be operational by December.
Budget	UNCLEAR	No budget mentioned
Decision maker	PASS	Yes, I'm the founder.

Open questions: Budget was not discussed during the call.

First question for the designer: What is your allocated budget for this 800 sq ft bare-shell commercial fitout in Baner?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T07 | T07 | NOT NOW | 2026-09-08 09:44

Answered in 3.0 s, 3.2 min, after hours | Mood hesitant (neutral, 45/100) | Price asked: no | Cost Rs 6.62

A prospect called seeking a full living room and kitchen redesign completed before Diwali. The agent explained that our timeline requires at least 8-10 weeks, so the current pre-Diwali deadline cannot be met. The caller stated they will think about starting in November and call back.

Criterion	Result	Evidence
Real project	PASS	Caller wants to redo living room and kitchen
In service area	UNCLEAR	Location not mentioned
Timeline	FAIL	Caller asked to complete project before Diwali (about three weeks away)
Budget	UNCLEAR	Budget not discussed
Decision maker	UNCLEAR	Not confirmed during the call

Open questions: Caller's location; Caller's name and contact details; Whether the caller will decide to start in November

Reason: Timeline is too short for execution before Diwali.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T08 | T08 | MISSED | 2026-09-09 22:47

Answered in 3.0 s, 2.0 min, after hours | Mood - (-, -/100) | Price asked: no | Cost Rs 4.0

Missed call with no voicemail. An AI callback is queued.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T09 | Sheetal Deshpande | ESCALATE | 2026-09-10 11:32

Answered in 3.0 s, 5.9 min, in hours | Mood frustrated (negative, 15/100) | Price asked: no | Cost Rs 11.85

Existing client Sheetal Deshpande called complaining that her assigned designer, Aryan, has been unresponsive for five days. She requested an urgent call back within 15 minutes from Nikhil or another senior manager. The issue was escalated immediately to the studio head for quick resolution.

Criterion	Result	Evidence
Real project	PASS	Flat in Viman Nagar — 2BHK.
In service area	PASS	Viman Nagar
Timeline	PASS	My project has been going for three months
Budget	UNCLEAR	Not discussed during call.
Decision maker	PASS	Sheetal Deshpande calling about her ongoing project.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: contact and note synced (no deal: not qualified)

T10 | T10 | DECLINED | 2026-09-11 14:04

Answered in 3.0 s, 3.7 min, in hours | Mood calm (neutral, 50/100) | Price asked: no | Cost Rs 7.42

A caller inquired about renovating a kitchen and one bedroom in a 550 sq ft 1BHK in Kharadi. They volunteered a budget of 1 to 1.5 lakh, which is far below the studio's project costs. The agent declined the lead and suggested local contractors.

Criterion	Result	Evidence
Real project	PASS	Caller has a 1BHK (550 sq ft) in Kharadi looking to renovate the kitchen and one bedroom.
In service area	PASS	Located in Kharadi, Pune.
Timeline	UNCLEAR	No specific timeline was discussed during the call.
Budget	FAIL	Caller stated a maximum budget of 1 to 1.5 lakh for everything, which is far below what a project of that scope requires.
Decision maker	UNCLEAR	Not discussed.

Email: - | Referral: - | Budget volunteered: 1 to 1.5 lakh maximum

Reason: Budget of 1 to 1.5 lakh is far below the minimum requirement for a kitchen and bedroom renovation.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T11 | T11 | QUALIFIED | 2026-09-12 10:18

Answered in 3.0 s, 6.4 min, in hours | Mood curious (positive, 85/100) | Price asked: no | Cost Rs 12.86

A tenant in Baner called regarding full interior design and fittings for a rented 2BHK. Landlord approval has already been obtained for non-structural work. A consultation is being set up to discuss scope and details.

Criterion	Result	Evidence
Real project	PASS	I want to properly design the living room, bedroom, and kitchen — no structural changes, just design and fittings.
In service area	PASS	It's a 2BHK in Baner.
Timeline	UNCLEAR	Not specified during the call.
Budget	UNCLEAR	Not specified during the call.
Decision maker	UNCLEAR	Not specified during the call.

Open questions: Caller name and contact information; Timeline for the project; Budget constraints; Confirmation of sole decision-making authority

First question for the designer: When are you looking to start and complete the design work for your 2BHK?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T12 | Anand Sharma | QUALIFIED | 2026-09-15 10:05

Answered in 3.0 s, 7.5 min, in hours | Mood calm (positive, 80/100) | Price asked: no | Cost Rs 15.14

Anand Sharma called regarding a full end-to-end design for a new 5,500 sq ft villa in Kalyani Nagar. He recently took possession and aims to move in by March next year. The team needs to check the calendar and revert by end of day to schedule a site consultation for this week or next.

Criterion	Result	Evidence
Real project	PASS	villa project in Kalyani Nagar ... 5,500 sq ft ... ground plus two floors
In service area	PASS	Kalyani Nagar
Timeline	PASS	March next year to move in. No rush.
Budget	UNCLEAR	Budget was not discussed during the call
Decision maker	UNCLEAR	Caller spoke on behalf of the project without explicitly confirming sole decision-making authority

Open questions: Overall budget for the project; Whether Anand Sharma is the sole decision maker

First question for the designer: What is the team's availability this week or next for an initial site visit to Kalyani Nagar?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T13 | T13 | QUALIFIED | 2026-09-16 12:19

Answered in 3.0 s, 6.1 min, in hours | Mood hesitant (neutral, 45/100) | Price asked: yes | Cost Rs 12.4

A caller requested a quote for redoing a 1,100 sq ft 3BHK flat in Aundh covering the kitchen, living room, and two bedroom wardrobes. Although eager for pricing, they agreed to book a free consultation to get an accurate estimate. The agent was in the process of coordinating available days to finalize the booking.

Criterion	Result	Evidence
Real project	PASS	3BHK, about 1,100 sq ft
In service area	PASS	flat in Aundh
Timeline	UNCLEAR	Not discussed during the call
Budget	UNCLEAR	Caller asked for pricing ballpark, no budget specified
Decision maker	UNCLEAR	Caller spoke on their own behalf, status as sole decision maker unconfirmed

Open questions: Timeline for the project is unknown.; Caller's budget was not provided.; Decision-maker status was not explicitly confirmed.

First question for the designer: What is your target timeline for starting and completing this renovation?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T14 | T14 | QUALIFIED | 2026-09-17 11:41

Answered in 3.0 s, 4.9 min, in hours | Mood curious (positive, 75/100) | Price asked: no | Cost Rs 9.96

A son called to inquire about an interior design project for his parents' new 3BHK in Hadapsar. He is doing the initial vetting, but his parents are the decision-makers and will attend the consultation. The next step is to brief the designer and schedule a consultation with the parents.

Criterion	Result	Evidence
Real project	PASS	3BHK in Hadapsar — new possession.
In service area	PASS	Hadapsar
Timeline	UNCLEAR	New possession mentioned, specific timeline not detailed.
Budget	UNCLEAR	No budget mentioned.
Decision maker	PASS	Owners are parents; both will attend consultation. Decision with parents.

Open questions: Specific timeline for starting the project; Budget expectations

First question for the designer: What is the expected timeline and budget for the 3BHK project in Hadapsar?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T15 | Smita | QUALIFIED | 2026-09-18 15:12

Answered in 3.0 s, 5.7 min, in hours | Mood curious (positive, 85/100) | Price asked: no | Cost Rs 11.6

Smita called regarding full home interior design for her 875 sq ft 2BHK flat in Undri. Possession is in six weeks, but the builder allows site access immediately for measurement and design planning. The agent is checking designer availability to book a consultation.

Criterion	Result	Evidence
Real project	PASS	2BHK, 875 sq ft flat in Undri needing full home design including kitchen, wardrobes, and living room
In service area	PASS	Location is Undri
Timeline	PASS	Possession in about six weeks, site accessible now
Budget	UNCLEAR	No budget mentioned
Decision maker	PASS	Caller and her husband are owners, husband agreed to book consultation

Open questions: Caller's budget expectations

First question for the designer: What is the earliest availability for a site visit at the Undri property?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T16 | Girish Nair | ESCALATE | 2026-09-19 10:38

Answered in 3.0 s, 5.3 min, in hours | Mood frustrated (negative, 25/100) | Price asked: no | Cost Rs 10.72

Girish Nair called to express frustration after not receiving a promised follow-up from his initial inquiry on Monday regarding his 3BHK in Viman Nagar. He voiced concern over the studio's lack of response before the project even began. The call was escalated to handle the situation with care.

Criterion	Result	Evidence
Real project	PASS	Caller mentioned a 3BHK project.
In service area	PASS	Located in Viman Nagar.
Timeline	UNCLEAR	Not discussed during this call.
Budget	UNCLEAR	Not discussed during this call.
Decision maker	UNCLEAR	Not discussed during this call.

Open questions: Timeline for the project; Budget; Decision maker status

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: contact and note synced (no deal: not qualified)

T17 | Ritu Kapoor | QUALIFIED | 2026-09-22 14:14

Answered in 3.0 s, 1.2 min, in hours | Mood calm (positive, 80/100) | Price asked: no | Cost Rs 2.49

Ritu Kapoor called regarding interior design services for her 1,050 sq ft 3BHK in Pimple Saudagar. She wants to renovate the kitchen, wardrobes, and living room with a target completion date of March. The agent confirmed her location is in the service area and moved to schedule a consultation.

Criterion	Result	Evidence
Real project	PASS	3BHK, about 1,050 sq ft. Kitchen, wardrobes, living room.
In service area	PASS	Pimple Saudagar
Timeline	PASS	Ideally done by March. Plenty of time.
Budget	UNCLEAR	Not discussed during the call.
Decision maker	UNCLEAR	Not specified.

Open questions: Budget scope and constraints; Whether she is the sole decision maker

First question for the designer: What is the target budget and overall design style preference for the kitchen, wardrobes, and living room?

Assigned: - | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

T18 | T18 | DECLINED | 2026-09-23 11:55

Answered in 3.0 s, 3.0 min, in hours | Mood calm (neutral, 45/100) | Price asked: no | Cost Rs 6.16

A coworking space operator called asking for design services for a single 180 sq ft pod. The agent explained that the project falls below the studio's minimum 500 sq ft threshold for commercial spaces and declined the work. No further action is required.

Criterion	Result	Evidence
Real project	PASS	Caller runs a small coworking space and wants to renovate a 180 sq ft pod with lighting, a desk, and storage.
In service area	UNCLEAR	No location was provided in the call.
Timeline	UNCLEAR	No timeline was discussed.
Budget	UNCLEAR	No budget was mentioned.
Decision maker	PASS	Caller stated 'I run a small coworking space' and is looking to hire a designer.

Open questions: Location; Timeline; Budget

Reason: Project scope is below the minimum threshold for commercial projects (180 sq ft vs 500 sq ft minimum).

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T19 | T19 | DECLINED | 2026-09-24 16:02

Answered in 3.0 s, 2.8 min, in hours | Mood calm (neutral, 60/100) | Price asked: no | Cost Rs 5.78

A prospective client called asking for interior design services for a new restaurant in Koregaon Park. The agent informed them that restaurant interiors are outside the studio's focus on residential and office projects. No further action is required as the inquiry was declined.

Criterion	Result	Evidence
Real project	FAIL	Caller is planning a restaurant, but restaurant and hospitality interiors are outside Aangan Studio's scope of residential and office spaces.
In service area	PASS	Project is located in Koregaon Park, Pune.
Timeline	UNCLEAR	Timeline was not discussed during the call.
Budget	UNCLEAR	Budget was not discussed during the call.
Decision maker	UNCLEAR	Decision-making authority was not discussed during the call.

Reason: Requested scope is a restaurant, which falls outside the studio's residential and office specialization.

Assigned: - | Consultation: not booked | Designer email: - | Client invite: - | HubSpot: not synced: caller gave no name

T20 | Pooja | QUALIFIED | 2026-09-25 09:15

Answered in 3.0 s, 4.7 min, after hours | Mood calm (positive, 85/100) | Price asked: no | Cost Rs 9.56

Pooja called to inquire about full interior design for her 900 sq ft 2BHK apartment in Magarpatta. She and her husband are looking to begin execution in January and requested to book a consultation together. The lead is qualified and ready to be scheduled.

Criterion	Result	Evidence
Real project	PASS	2BHK in Magarpatta — Cybercity area, 900 sq ft, full interior design for kitchen, bedrooms, living room
In service area	PASS	Magarpatta — Cybercity area
Timeline	PASS	January start for execution
Budget	UNCLEAR	No budget mentioned
Decision maker	PASS	Yes — my husband and I. We both want to be at the consultation.

Open questions: Budget was not discussed during the call.

First question for the designer: What is your overall target budget for the interior project?

Assigned: Kabir Singh | Consultation: not booked | Designer email: saved locally, SMTP not set | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

V307572A34F4A1 | Roshan | QUALIFIED | 2026-10-10 16:44

Answered in 2.0 s, 1.5 min, in hours | Mood calm (neutral, 50/100) | Price asked: no | Cost Rs 3.11

Roshan called seeking interior design services for a 600 sq ft studio apartment in Central Pune with a 2-month timeline. The assistant misheard his input and prematurely ended the call. A designer needs to follow up to collect his contact details and schedule a consultation.

Criterion	Result	Evidence
Real project	PASS	Caller wants interior design for a studio apartment.
In service area	PASS	Central Pune.
Timeline	PASS	Within two months.
Budget	UNCLEAR	Budget was not discussed or volunteered.
Decision maker	PASS	Caller clarified 'I'm the boss'.

Open questions: Specific email and phone details for callback; Budget expectation

First question for the designer: Could you share your approximate budget and any specific design preferences for your studio apartment?

Assigned: Rocky Bhai | Consultation: not booked | Designer email: saved locally, email not live here | Client invite: no client email or no slot, nothing to invite | HubSpot: synced

V31720038CDA70 | Fushi | QUALIFIED | 2026-10-10 17:00

Answered in 2.0 s, 4.3 min, in hours | Mood calm (neutral, 65/100) | Price asked: yes | Cost Rs 8.89

Fushi called to get interior design help for a 2000 sq ft studio space in Pimpri Chinchwad. They asked for price estimates before agreeing to a consultation for tomorrow morning. The agent confirmed booking a morning slot for tomorrow, Sunday 11th October 2026.

Criterion	Result	Evidence
Real project	PASS	Bought a new studio of sorts, 2000 sq ft
In service area	PASS	Pimpri Chinchwad
Timeline	PASS	ASAP
Budget	UNCLEAR	No budget mentioned, requested pricing details
Decision maker	PASS	Yes. I am.

Email: helenamjms@gmail.com | Referral: - | Budget volunteered: -

Open questions: Exact budget not specified

First question for the designer: What specific aesthetic or style do you envision when you say you want the studio to look 'very crazy'?

Assigned: Kabir Singh | Consultation: Monday 12 October, 9:00 AM | Designer email: sent via Resend | Client invite: booked right after the call. booked on Cal.com, invite emailed by Cal.com | HubSpot: synced

V34501BD884F31 | Roshan | QUALIFIED | 2026-10-10 17:46

Answered in 2.0 s, 3.0 min, in hours | Mood calm (positive, 75/100) | Price asked: yes | Cost Rs 6.23

Roshan called seeking interior design for a 2,500 sq ft 2 BHK in Baner with a 2-month timeline. He asked for a consultation on Sunday and asked about pricing right as the call ended, which was not answered on the call. The designer should confirm the consultation time and be ready to discuss pricing there.

Criterion	Result	Evidence
Real project	PASS	Caller is looking to design a 2 BHK of 2,500 sq ft.
In service area	PASS	Located in Baner ("In banner").
Timeline	PASS	Initially requested 2-3 weeks, but agreed to 2 months when informed of studio constraints.
Budget	UNCLEAR	Budget was not discussed during the call.
Decision maker	PASS	Caller confirmed "I'm the owner."

Email: roshan@gmail.com | Referral: - | Budget volunteered: -

Open questions: Caller asked about rates right as the call was ending.

First question for the designer: What is your estimated budget or expectation on pricing for the full interior design of your 2 BHK?

Assigned: Arjun Reddy | Consultation: Monday 12 October, 10:00 AM | Designer email: sent via Resend | Client invite: booked right after the call. booked on Cal.com, invite emailed by Cal.com. Studio confirmation email: sent via Resend | HubSpot: synced

V45470DA097756 | Suma | QUALIFIED | 2026-10-10 20:48

Answered in 2.0 s, 1.8 min, after hours | Mood calm (positive, 85/100) | Price asked: no | Cost Rs 3.73

Suma called looking for interior design for an entire house in Pune. She is the owner and wants the project completed at the earliest. A consultation will be scheduled for a weekday morning.

Criterion	Result	Evidence
Real project	PASS	Entire house built up area of 100 square feet.
In service area	PASS	Located in Pune.
Timeline	PASS	At the earliest.
Budget	UNCLEAR	No budget mentioned.
Decision maker	PASS	I'm the owner.

Email: roshan2003@gmail.com | Referral: - | Budget volunteered: -

Open questions: Built-up area reported as 100 sq ft, which may be a speech recognition error for a larger area.

First question for the designer: Could you clarify the exact square footage of your house?

Assigned: Rancho | Consultation: Monday 12 October, 11:00 AM | Designer email: sent via Resend | Client invite: booked right after the call. booked on Cal.com, invite emailed by Cal.com. Studio confirmation email: sent via Resend | HubSpot: synced