



Sri Meenakshi Govt.Arts College for Women (A),  
Madurai - 625 002  
Department of Physics  
Naan Mudhalvan Scheme

Domain : Sales Force Associate  
Project Tile : Vehicle Management Using Salesforce  
Project Team ID: NM2023TMID08306

Submitted by

TEAM 1

Team Lead : Ms. Anusiya G  
Team Member 1 : Ms. Anitha P  
Team Member 2: Ms. Arthi K  
Team Member 3 : Ms. Deepika S

Mentors : Dr. K. Vijaya Kumar & Dr. P. Indra Devi  
Assistants Professors Department of physics, Sri Meenakshi Govt.  
Arts College for Women, Madurai

April, 22 - 2023

# **PROJECT REPORT TEMPLATE**

## **1 INTRODUCTION**

### **1.1 Overview**

Vehicle Management is an application where a customer Details are stored in order to choose cars, bikes and commercial vehicles for travel with in the city. The data which is stored here is further used to remind them if any offers are provided during the seasons and any updates regarding vehicles are sent to them in the form of messages and mails.

The Vehicle Management System (VMS) is an application for the Automotive industry. It supports, in the area of Sales & Services, the business processes that you require as vehicle importer when dealing with your original equipment manufacturers (OEMs) and your dealers in new and used vehicle sales . VMS offers you complete integration of all the relevant processes such as procurement, sales, rework, returns processing, trade-in and service processing. It also supports the archiving of vehicle data. In other words, it allows you to react flexibly to customers' requirements in the area of production (using the "pull strategy") and fast delivery times with reduced warehouse stock and sales/distribution cost

### **1.2 Purpose**

You can manage all your vehicles centrally in a vehicle data pool and thus make them available to yourself and your dealers. You can store both business and technical master data for a vehicle in this data pool. The business details include data such as

status of the vehicle (created, ordered and so on) or the availability of the vehicle (available, reserved, sold etc.). The technical details include data such as the individual features of the vehicle (horsepower, motor type, color etc.) as they have been defined in SAP variant configuration. For more, general information on standard variant configuration functions, see: Variant Configuration .

## Vehicle Search

There are various comprehensive functions which both you and your dealers can use to search for vehicles in the data pool. Search criteria are, for example, vehicle data, configuration, vehicle status, posting documents or end customer/consumer . The basis for the search is always a specific vehicle model or a selection of models. These models must have been created as configurable materials in the SAP system (see also: Constructing a Vehicle Configuration

A filter concept ensures that dealers who log in to your system only see vehicles that you have assigned to them or released for their viewing.

## Execution of Actions

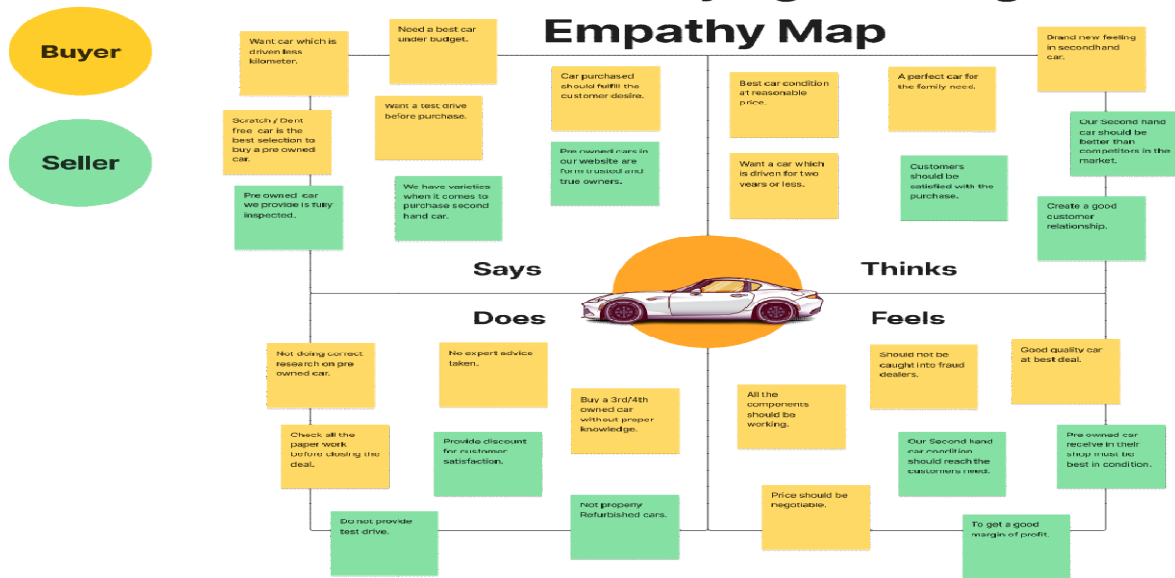
You can call and execute actions for a vehicle easily and quickly from VMS. By an action we mean a business function that affects the procurement of a vehicle at the manufacturer by the importer or the sale of the vehicle to the dealer. Examples are: create or change vehicle, create purchase order (at manufacturer), create sales order/delivery/outgoing invoice (for dealer) and post goods receipt/goods issues.

## 2 PROBLEM DEFINITION & DESIGN THINKING

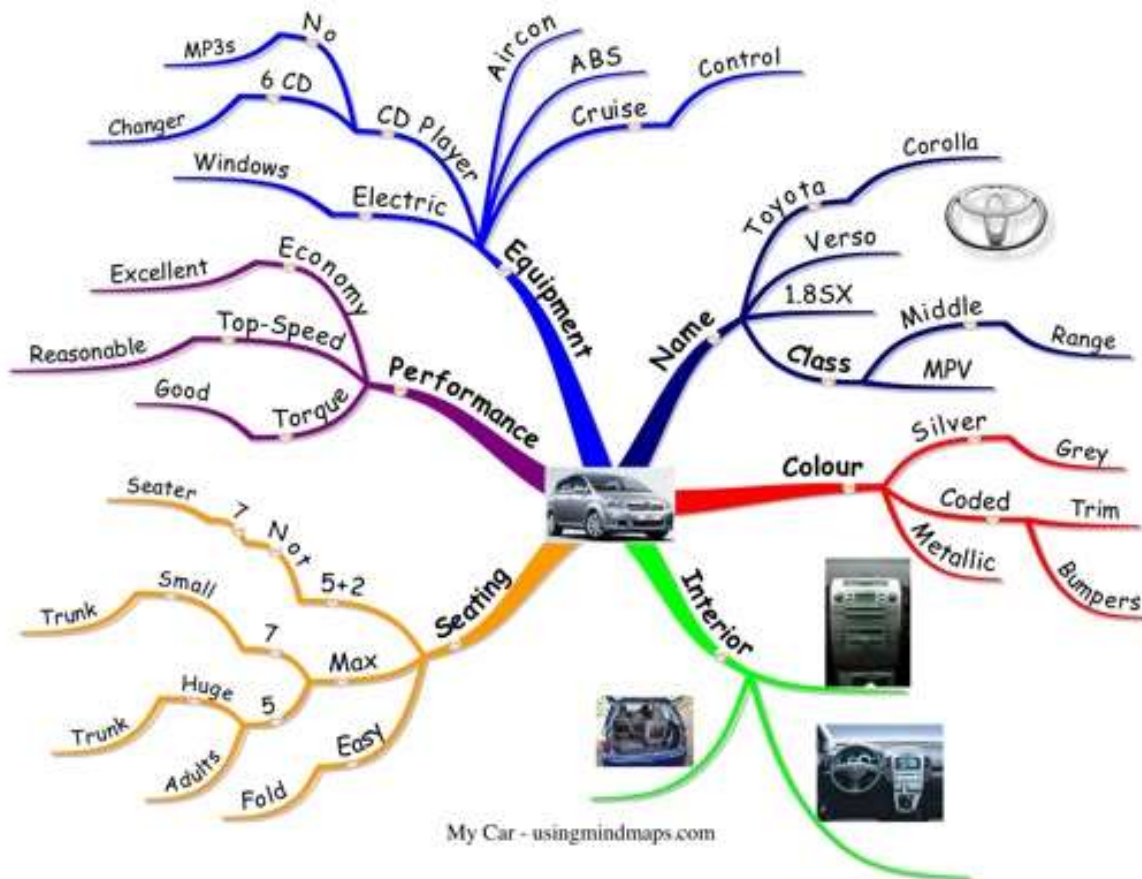
### 2.1 Empathy Map

## Second Hand Buying & Selling Car

### Empathy Map



## 2.2 Ideation & Brainstorming Map



### 3 RESULT

#### 3.1 DATA MODEL

| Object name | Fields in the object |           |
|-------------|----------------------|-----------|
| Vehicles    |                      |           |
|             | Fields label         | Data type |
|             | 2Wheeler             | picklist  |
|             | 4wheeler             | picklist  |
| Driver      |                      |           |
|             | Fields lable         | Data type |
|             | Driver Name          | Text      |
|             | Licensce NO          | Text      |

#### 3.2 Activity & Screenshot

Report: Accounts  
New Accounts Report

Total Records: 12

|    | Last Activity | Account Owner | Account Name                        | Billing State/Province | Type               | Rating | Last Modified Date |
|----|---------------|---------------|-------------------------------------|------------------------|--------------------|--------|--------------------|
| 1  | -             | Deepika S     | GenePoint                           | CA                     | Customer - Channel | Cold   | 10/04/2023         |
| 2  | -             | Deepika S     | United Oil & Gas, UK                | UK                     | Customer - Direct  | -      | 10/04/2023         |
| 3  | -             | Deepika S     | United Oil & Gas, Singapore         | Singapore              | Customer - Direct  | -      | 10/04/2023         |
| 4  | -             | Deepika S     | Edge Communications                 | TX                     | Customer - Direct  | Hot    | 10/04/2023         |
| 5  | -             | Deepika S     | Burlington Textiles Corp of America | NC                     | Customer - Direct  | Warm   | 10/04/2023         |
| 6  | -             | Deepika S     | Pyramid Construction Inc.           | -                      | Customer - Channel | -      | 10/04/2023         |
| 7  | -             | Deepika S     | Dickenson plc                       | KS                     | Customer - Channel | -      | 10/04/2023         |
| 8  | -             | Deepika S     | Grand Hotels & Resorts Ltd          | IL                     | Customer - Direct  | Warm   | 10/04/2023         |
| 9  | -             | Deepika S     | Express Logistics and Transport     | OR                     | Customer - Channel | Cold   | 10/04/2023         |
| 10 | -             | Deepika S     | University of Arizona               | AZ                     | Customer - Direct  | Warm   | 10/04/2023         |
| 11 | -             | Deepika S     | United Oil & Gas Corp.              | NY                     | Customer - Direct  | Hot    | 10/04/2023         |
| 12 | -             | Deepika S     | sForce                              | CA                     | -                  | -      | 10/04/2023         |

#### 4 Trailhead Profile Public URL

Team Lead - <https://trailblazer.me/id/anusiyagphyemgmailcom>

Team Member 1- <https://trailblazer.me/id/anitha252>

Team Member 2- <https://trailblazer.me/id/arthi2001>

Team Member 3- <https://trailblazer.me/id/deeps216>

#### 5 ADVANTAGES & DISADVANTAGES

##### ADVANTAGES

\*Low fuel consumption. ...

\*Tracking in real-time. ...

\*Safe and secure. ...

\*GPS vehicle tracking through mobile app. ...

\*Vehicle maintenance and management. ...

## DISADVANTAGES

- \*Active tracking based fleet management requires monthly subscription charges and data usage charges.

- \*It is difficult to manage and maintain fleet management system due to use of multiple technologies such as cloud servers, cellular wireless systems, fleet management software etc.

- \*It requires skilled resources to maintain such system. This increases maintenance costs.

- \*GPS device used in fleet management is power hungry which drains battery faster.

## 6 APPLICATION

If you are specific about choosing an effective vehicle management application, then here are a few valid reasons why you need to choose our product:

- \*It focuses to eliminate ground level problems of the business process.

- \*It gives solutions for every challenges faced by end-user and top-level management

- \* It provides comprehensive platform to unlimited vehicle and driver management.

- \*It delivers instant information on vehicle fitness and fuel tracking

- \*It helps to get real time alerts and notification on email and SMS.

- \*It gives historical data and reports on single click.

## 7 CONCLUSION

Fleet management is essential to a smooth operating fleet of vehicles, no matter the size. Tracking the location and condition of the vehicles, maintenance schedules, and fuel usage helps manage costs and keeps the equipment working.

## 8 FUTURE SCOPE

The future of Salesforce looks bright as the demand for Salesforce professionals continues to grow. With the increasing adoption of cloud technology and the growth of customer relationship management (CRM) systems, there will be a growing need for Salesforce expertise in the coming years.

In addition, the company is constantly innovating and adding new features and capabilities to its platform, which will create new job opportunities and career paths for those trained in Salesforce. As more companies turn to Salesforce to manage customer interactions, it's likely that the demand for Salesforce experts will only increase. Therefore, learning Salesforce can be a smart career move for individuals looking for a lucrative and stable career in the technology field.

So, if you want to learn salesforce for free then you must go for Intellipaat's salesforce video training which would definitely help you to learn the salesforce fundamentals in the best and effective manner.