

## 1. INTRODUCTION

### 1.1 OVERVIEW

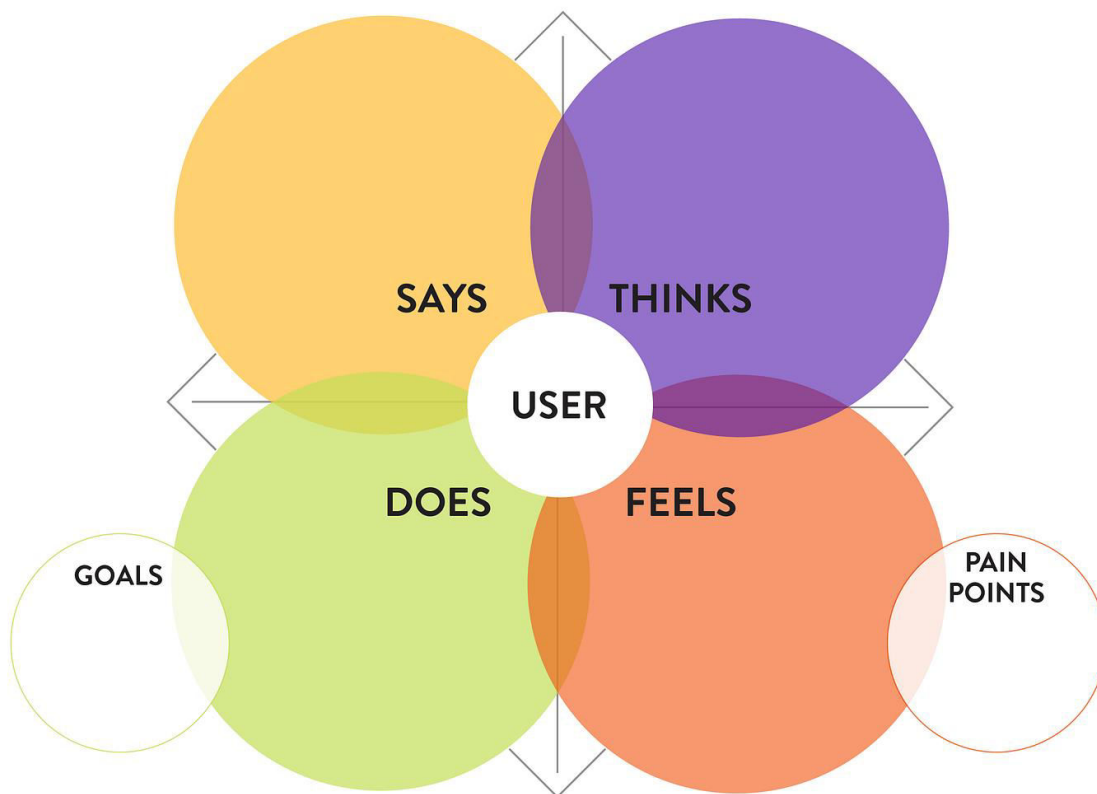
Vehicle Management is an application where a customer's details are stored in order to choose cars, bikes and commercial vehicles for travel within the city. The data which is stored here is further used to remind them if any offers are provided during the seasons and any updates regarding vehicles are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

### 1.2 PURPOSE

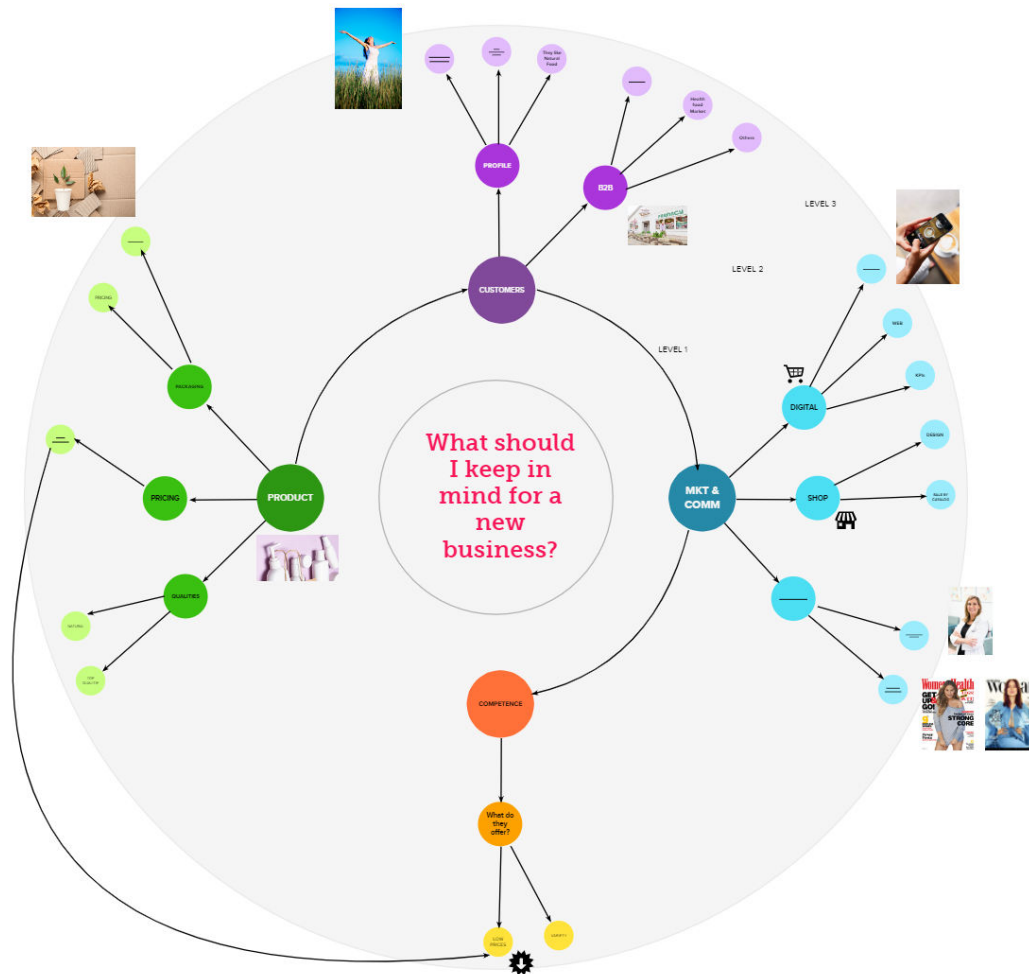
A vehicle management system is a software system — or platform — that serves to manage commercial fleets of vehicles, such as cars, vans or trucks — or even heavy equipment — to ensure they're utilized safely, efficiently and professionally, while making sure they're well maintained and high-performing.

## 2 PROBLEM DEFINITION AND DESIGN THINKING

### 2.1 EMPATHY MAP



### 2.2 IDEATION AND BRAINSTORMING MAP



### 3 RESULT

#### 3.1 DATA MODEL

##### OBJECT NAME

##### 1 VEHICLE OBJECT

TYPE: TEXT

##### 2 DRIVER

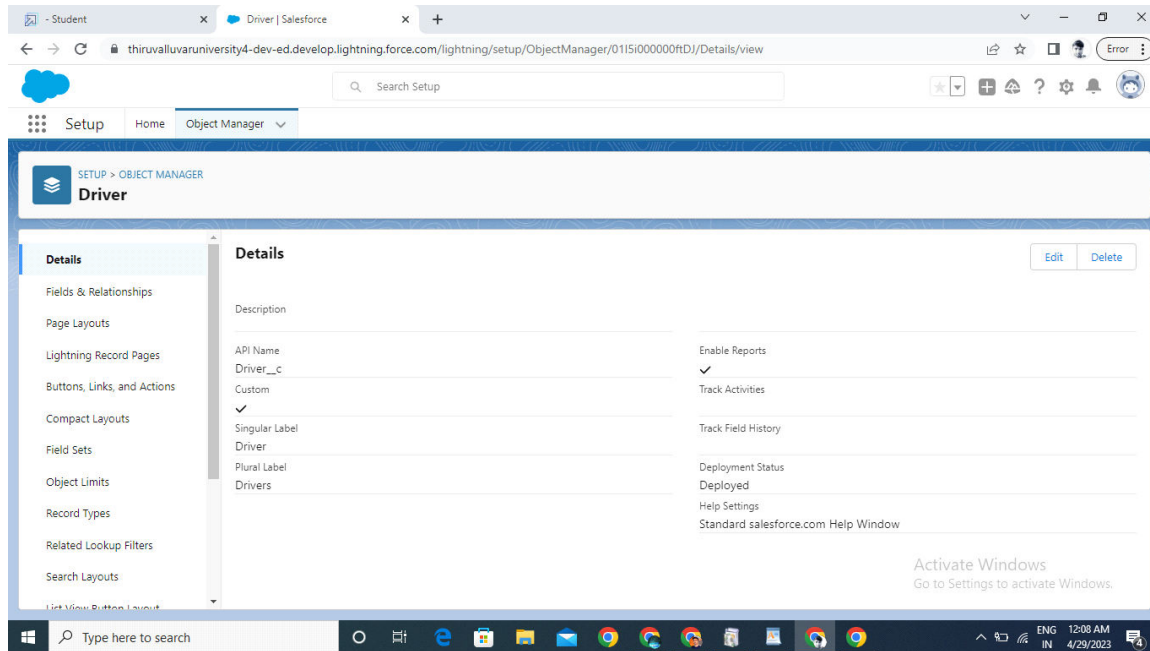
DRIVER , DATA TYPE : TEXT

##### FIELD IN THE OBJECT

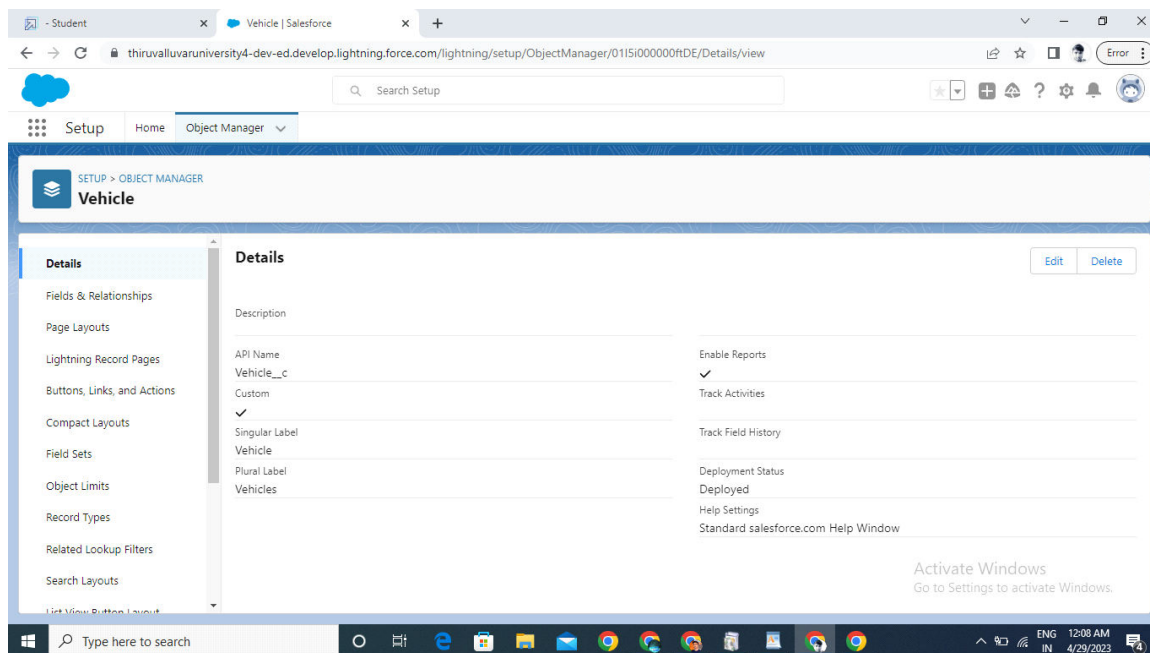
FIELD LABEL : VEHICLE, DATA

FIELD LABEL :

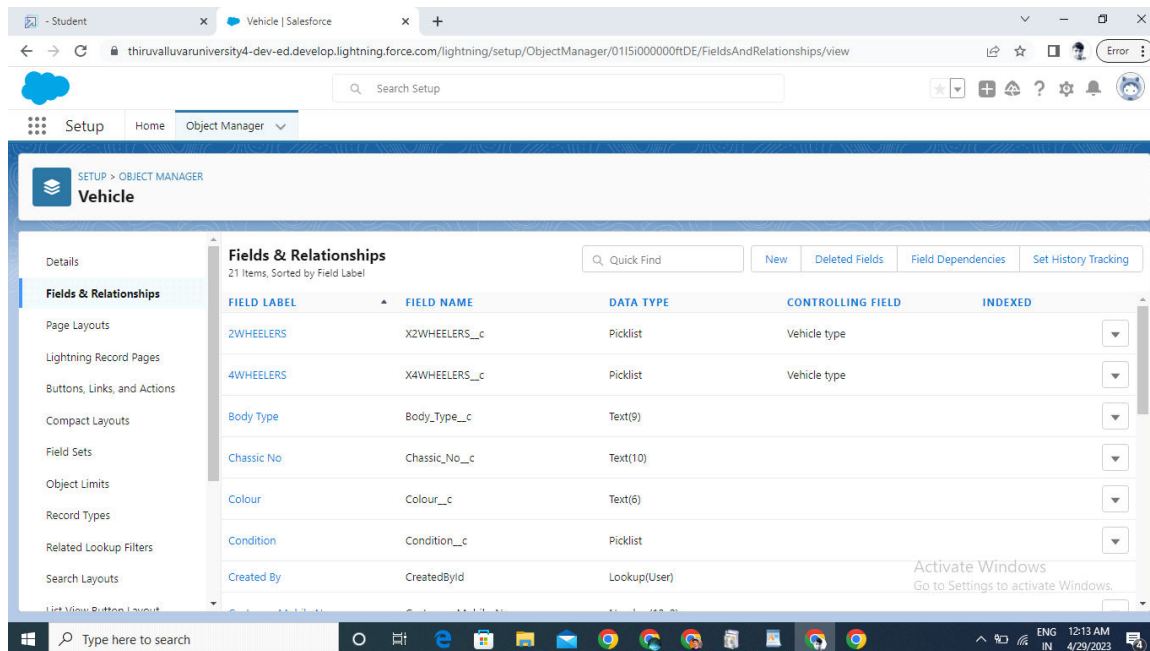
#### 3.2 ACTIVITY SCREENSHOT



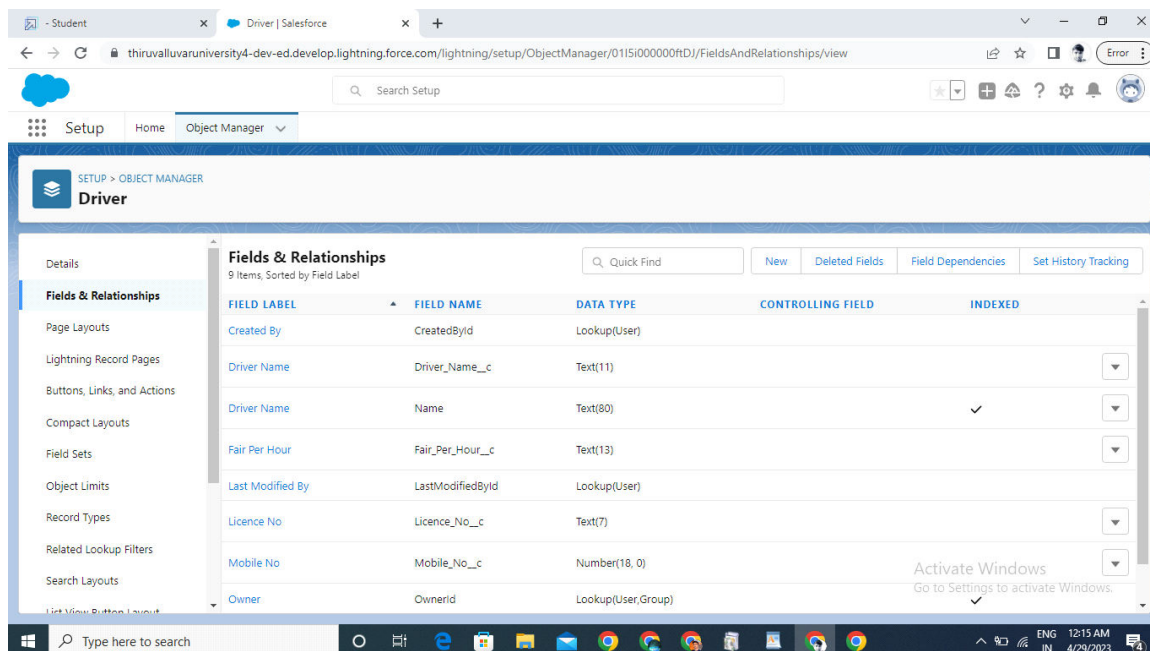
THIS IS THE SCREENSHOT OF DRIVER OBJECT



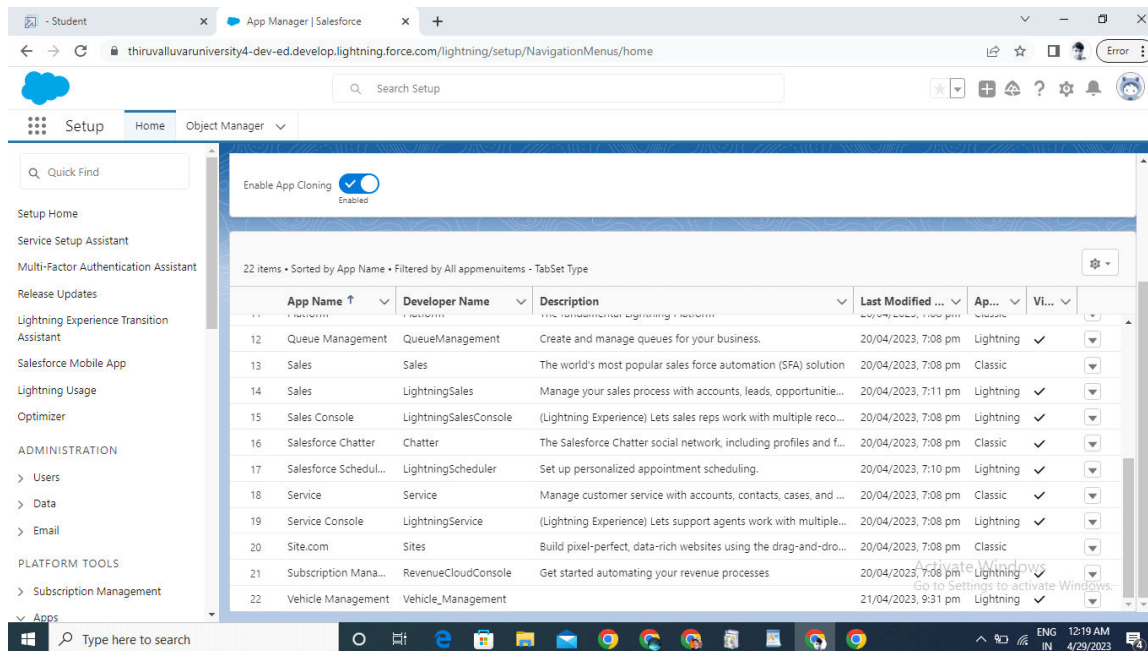
THIS IS THE SCREENSHOT OF VEHICLE OBJECT



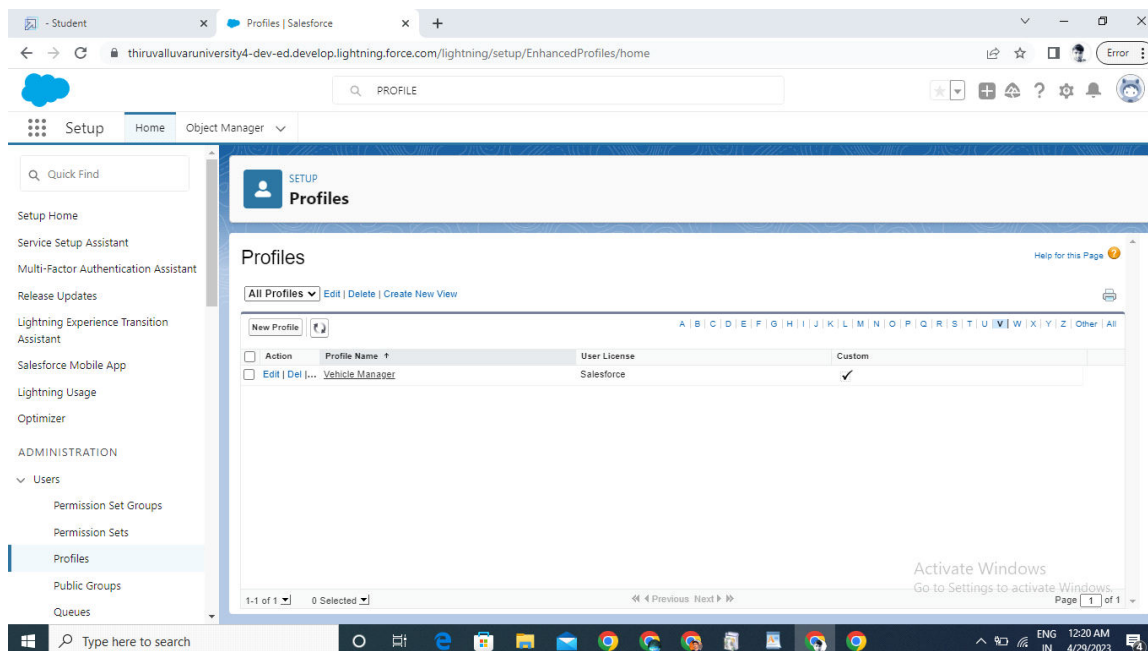
THIS THE SCREENSHOT OF VEHICLE FIELDS AND RELATIONSHIP SCREENSHOT



THIS IS THE SCREENSHOT OF DRIVER OBJECT



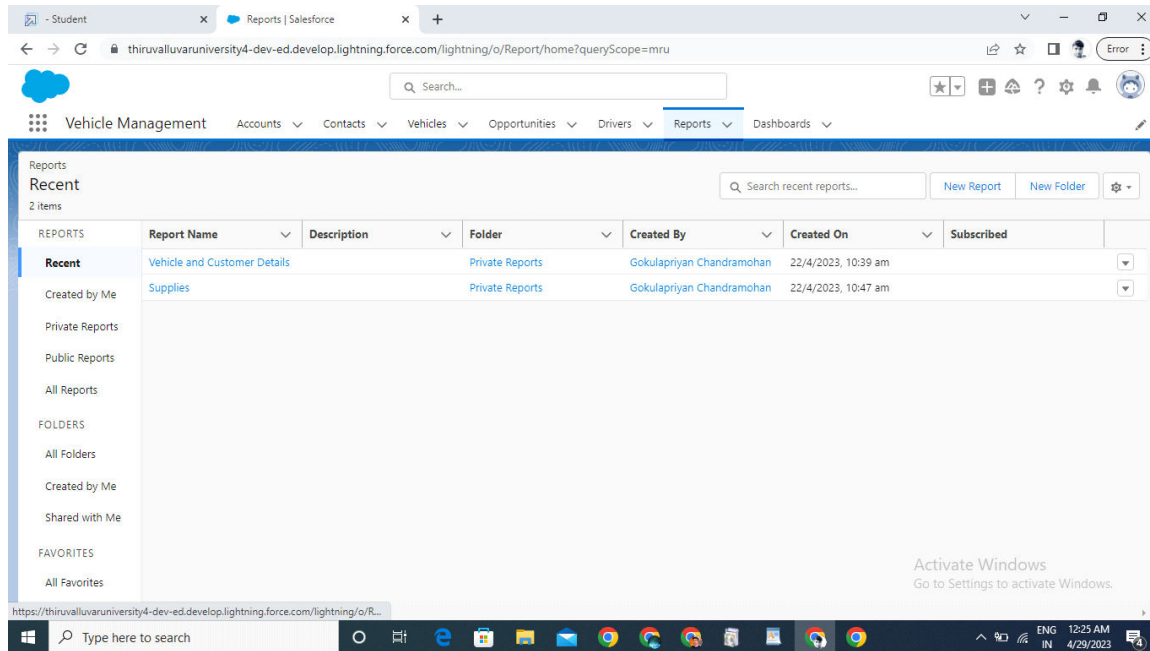
YOU CAN SEE THE VEHICLE MANAGEMENT APP NAME AT THE END OF THE ROW



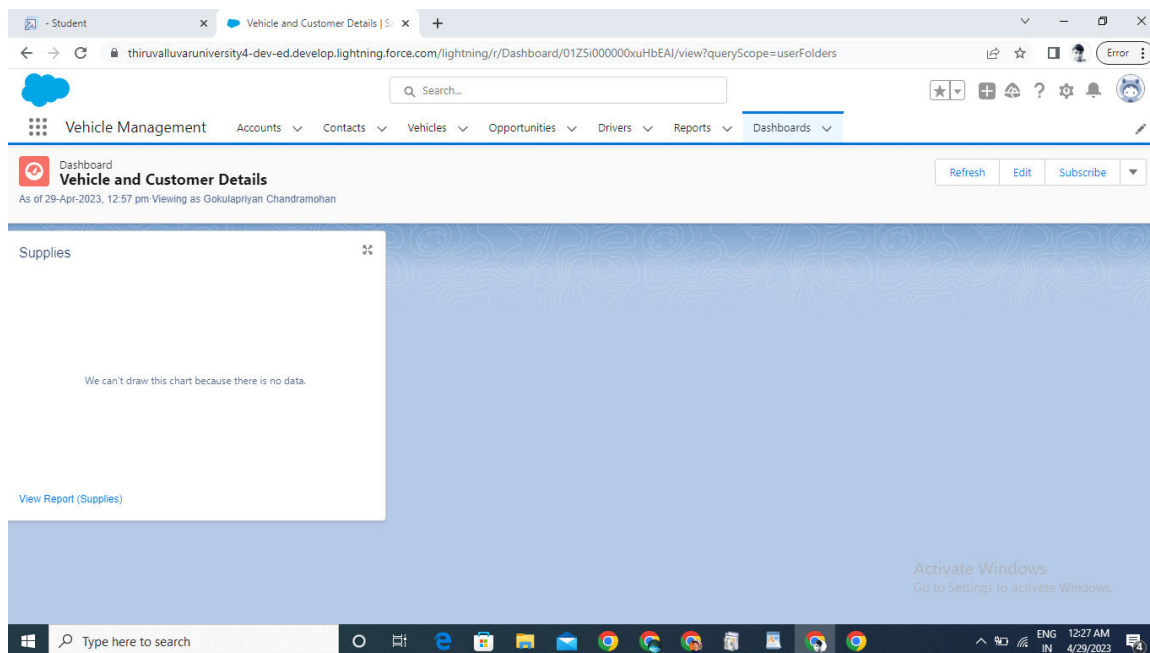
THIS IS THE SCREENSHOT OF VEHICLE MANAGEMENT PROFILE







HERE YOU CAN SEE THE REPORTS OF VEHICLE AND CUSTOMER DETAILS



HERE YOU CAN SEE THE VEHICLE AND CUSTOMER DETAILS

#### 4 TRAILHEAD PROFILE PUBLIC URL

**TEAM LEADER** - <https://trailblazer.me/id/gokuc8>

**TEAM MEMBER 1** - <https://trailblazer.me/id/silam21>

**TEAM MEMBER 2** - <https://trailblazer.me/id/ajitm20>

**TEAM MEMBER 3** -<https://trailblazer-identity--appx.sandbox.my.site.com/id/karta>

**TEAM MEMBER 4** -<https://trailblazer.me/id/anandr36>

## **5 ADVANTAGE AND DISADVANTAGE**

There is a wide range of report widgets that allow you to analyze the performance of the business from different angles. Salesforce enables rapid customization for most business processes and for different industries. Solution in the cloud

With Salesforce, you can take your business wherever you are, like in the cloud. As a result, businesses need fewer resources at the office to do business. Every employee can access VEHICLE MANAGEMENT from all over the world and contribute to overall productivity

## **6 APPLICATIONS**

Vehicle management can be defined as the administrative procedures through which businesses can arrange and coordinate their company vehicles to increase productivity, cut expenses, and ensure compliance with local laws. Tracking and fleet management system are used for several processes, including vehicle tracking, monitoring, and documenting mechanical problems and driver actions. This process is typically carried out internally, often under the direction of a fleet manager.

Similarly, businesses can use a fleet maintenance management system to keep their commercial fleets operationally sound and suitable. The life of commercial vehicles can be significantly increased with routine fleet maintenance.

## **7 CONCLUSION**

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 costs.

## **8 FUTURE SCOPE**

Home > Latest Updates > How Salesforce Development Can Make Business Processes Efficient?

How Salesforce Development Can Make Business Processes Efficient?

Salesforce Development Company

Shivani Sharma December 8, 2022 Latest Updates, Salesforce Development 0



Business performance is the key to achieving success. If your organization fails to perform to you or your client's expectations, then few other successes will matter.

A business is like a strong river current; if you don't push yourself forward, you will soon be swept downstream to failure and obscurity. It helps your organization increase performance, boosts revenue, and maximizes ROI by providing the tools it needs to fight the current.

With more than 15,00,000 companies in its portfolio, Salesforce has been holding strong in the cloud CRM market. Some of the reasons CRM holds 20% of the overall market share in the domain are its uniqueness in reporting, visual data presentation, enhanced efficiency with automation, proactive service, etc.

Here, we discuss how a process-driven platform like Salesforce can help you improve your core business processes and what to customize in a Salesforce CRM!

How Salesforce Development helps improve business processes in a number of ways

Salesforce Development

#### 1- Salesforce speeds up processes

The overall process speeds up any time a manual step is replaced by an automated one. An example of a fictional sales process might be: Once a deal is ready to quote, the sales rep writes the quote, sends it to engineering for approval, and then sends it to the customer.

In the manual process, this could take weeks of emailing back and forth, wading through different versions of a word document. Through Salesforce, these communications and actions can be automated, saving reps, engineers, and customers time.

Any Salesforce team can benefit from time saved through more efficient process cycles. Deals close quicker, leads generate faster, and customer issues are resolved more quickly. As a result, more revenue is generated, costs are reduced, and customers are happier.

#### 2- A better customer experience

Providing clients with personalized service requires quick access to accounts, contacts, tasks, events, and any relevant personal data. Using Salesforce, you can manage all of your

customer-related information, treating every customer as though he or she were your only one. As well as improving forecasting accuracy by up to 42% with Salesforce CRM, you'll better understand your customers' future actions.

### 3- Salesforce improves process accuracy

As a general rule, speed and accuracy usually work in opposition to each other. For the sake of the other, one must usually be sacrificed. Both can be boosted by Salesforce, however.

Validation rules and approval processes in Salesforce ensure that your employees follow the right protocols and collect the correct data.

Consider the example above: Your sales reps need engineering approval before sending a quote to a customer, but with a manual process, they might try to railroad the quote through the lenient engineer or just skip it entirely.

Salesforce allows you to enforce specific steps (like approvals), specify who is involved, and prevent the process from moving forward if these steps are not followed.

### 4- Time management

Managing so many different responsibilities can make the hours of the day feel shorter and shorter. Salesforce helps you make appointments more effective by combining all your agents' calendars, schedules, activities, and more. As a result, there is less downtime and stress related to deadlines.