

Account Management Module Documentation

Overview

The **Account Management Module** handles the complete lifecycle of different account types in the system. This includes **Dealer, Sub Dealer, Contractor, Govt. Dept, Mason, Engineer, Distributor, Branch, Government Department (Govt./Priv. Contractor), and IHB (Indian Housing Board) Owners**. This documentation covers the **Listing, Creation, and Updating** processes for these accounts, displaying detailed information such as interactions, payments, sales and stock details, IHB projects, and more. Additionally, the module allows for the **History Tracking** of each account and its associated data.

Account Types

The following account types are managed under the **Account Management Module**:

- **Dealer**
- **Sub Dealer**
- **Petty Contractor**
- **Mason**
- **Engineer**
- **Distributor**
- **Branch**
- **Govt. Dept**
- **Govt./Priv. Contractor**
- **IHB Owner**

Features and Functionalities

1. Dealer and Account Listings

1.1 Dealer Listing

- The system displays a list of dealers with the following details:
 - **Dealer Name**
 - **Dealer ID**
 - **SAP ID**
 - **Mobile Number**
 - **State**
 - **District**
 - **Status** (e.g., Active, Prospective)
 - **Outstanding Amount**
 - **Counter Potential**
 - **Current Month Target & Achievement**
- Example:
 - **Dealer Name:** M/S Yashoda Marketing
 - **Dealer ID:** 232953319
 - **SAP ID:** 800162
 - **Mobile No:** 9431011802
 - **State:** Bihar
 - **District:** Patna
 - **Status:** Active SSIL
 - **Outstanding Amount:** ₹0.00
 - **Counter Potential:** ₹111.00

1.2 Sub Dealer Listing

- List of sub-dealers associated with a dealer:
 - **Sub-Dealer Name**
 - **District**
 - **Mobile Number**
 - **Sub-Dealer Type**

1.3 Contractor & Branch Listings

- Information for contractors and branches, including their status and region.

2. Account Creation and Update

2.1 Account Creation

- **Dealer:** New dealers can be created by inputting required details such as name, ID, mobile number, state, district, outstanding amounts, etc.
- **Sub Dealer:** Add sub-dealers with their associated details linked to the parent dealer.
- **Govt./Priv. Contractor:** Creation of government and private contractor accounts, with options for assigning relevant details such as district and region.
- **IHB Owners:** Includes creation of IHB project owners with relevant details.

2.2 Account Update

- Existing accounts can be updated with new information, such as changing status, updating outstanding balances, and adding/subtracting branches or dealers.

3. History Tracking and Interaction Details

3.1 Account History

Each account has a detailed history of:

- **Last 3 Payment Details:** Track the last three payments received from the dealer.
- **Branding Details:** Includes details of any branding activities associated with the dealer (e.g., NLB, GSB, Wall Painting).
- **Sales and Stock Details:** Information about stock status, primary and secondary sales, sub-dealer purchases, and eligible quantities for secondary lifting.

3.2 Interaction History

The system tracks every interaction with a dealer, including:

- **FE Visits:** Each field employee visit is logged with details such as:
 - Date and time of visit
 - Visit purpose (e.g., payment, order planning)
 - Action Plan and Discussions
 - Interested in Channel Financing
- **Payments:** Any payments made during the visit are tracked, including amounts and types of payments (e.g., Received, Pending).

3.3 IHB Projects

- For IHB projects, detailed information is tracked:
 - **Project ID**
 - **Project Name**
 - **Status** of the project
 - **Total Required and Lifted Quantities** for steel and other materials
 - **Project Details:** Includes masonry, engineer, and contractor information.

4. Sales and Stock Details

4.1 Sales & Dispatch

- Information about primary and secondary sales, along with the following:
 - **Dispatch Details:** Contains details of dispatched orders, including the invoice number, quantity, and material description.

4.2 Secondary Sales

- A list of secondary sales related to each dealer, showing:
 - **Invoice Number**
 - **Date**
 - **Lifted Quantity** in MT (metric tons)
 - **Project ID and Sales Details**

4.3 Inventory & Stock Levels

- The system displays stock levels and sales transactions, including:
 - **Opening Stock**

- **Primary Sale + Opening Stock**
- **Sub Dealer Purchase**
- **Eligible For Secondary Lifting**
- **Dispatched Details**

5. Target Management and SAP Integration

5.1 Dealer Monthly Target

- Monthly targets for dealers can be assigned and tracked, showing:
 - **Quantity in MT**
 - **Target for the Month**

5.2 SAP Integration

- Each dealer and associated accounts have SAP IDs.
- **SAP ID Assignments:** Dealers and sub-dealers can be linked to SAP IDs for transaction tracking.

6. IHB Projects Management

6.1 IHB Project Creation & Update

- New IHB projects can be created with relevant details:
 - **IHB Project Name**
 - **Project Type**
 - **Required and Lifted Quantities**
 - **Project Start and End Dates**
 - **Responsible Employees**

6.2 IHB Lifting History

- Records of lifting actions:
 - **Lifting Date**
 - **Quantity Lifted**
 - **Approved By** (Dealer/Employee)

6.3 Project History

- Tracks all changes and updates in the IHB project, including:
 - **Project Modifications**
 - **Interaction and Updates with Responsible Employees**
 - **Visit History**

7. Reporting and PDF Generation

- **Reports** can be generated for all account types, with options to:
 - **Export to PDF**
 - View account, interaction, sales, and stock reports.

Use Cases

Example 1: Dealer Information (Example)

A dealer named **M/S Yashoda Marketing** has the following details:

- **Outstanding Amount:** ₹0.00
- **Counter Potential:** ₹111.00
- **District:** Patna, Bihar
- **Interaction:** FE Visit on 06-09-2024
 - **Payment Received:** ₹99,000
 - **Purpose of Visit:** Payment and Order Plan

The interaction history includes (for e.g.):

- Visit Date
- **Interested in Channel Financing**
- **Order Given:** No, Date: 25-09-2024

Example 2: IHB Project History

For an IHB project **Test SrkRoi New**, we can view:

- **Total Lifting Qty:** 3615.00 KG

- **Last Lifting Date:** 08-01-2025
- **Approved By:** ROI Employee (ROI User)
- **Lifting Details:** 1896.00 KG

Conclusion

The **Account Management Module** provides comprehensive capabilities for managing dealer accounts, tracking interactions, sales, payments, and stock levels. It integrates with SAP for seamless data exchange and supports detailed reporting and account history tracking for efficient management and decision-making. This system is crucial for maintaining clear communication and up-to-date information for all stakeholders.