1. Master Management

This is the foundation of the entire system. All other modules rely on accurate data defined here.

Product Master:

Purpose: To create a single source of truth for every item sold or purchased.

Functionality: Stores core product data:

- Code: Unique SKU for identification.

- HSN: Harmonized System Nomenclature code for GST taxation.

- Description: Detailed product name and specs.

- Unit: Measurement unit (e.g., Pcs, Kg, Box).

- GST: The applicable GST rate for the product.

- Rate Slabs: Base price list (e.g., MRP, Base Price).

Category/Subcategory Setup:

Purpose: To logically group products for easier management, reporting, and pricing.

Functionality: A hierarchical tree structure (e.g., Category: "Electronics" -> Subcategory: "Smartphones" -> Sub-Subcategory: "Premium"). Essential for filtering and analysis.

Price Tier Mapping:

Purpose: To automate complex pricing strategies without manually setting prices for each product and dealer.

Functionality:

- Category-wise: Set a blanket discount or markup on all products within a category.

- Dealer-type wise: Define different price tiers for different types of dealers (e.g., Distributor, Retailer, Institutional) mapped to the Dealer Master.

Dealer Master:

Purpose: To manage all customer (B2B) information and commercial terms.

Functionality: Stores dealer details including:

- Type: Classifies the dealer (e.g., Super Stockist, Retailer).

- Region: Geographical area for regional analysis and SE assignment.

- Assigned SE: Links the dealer to a Sales Executive for accountability.

- Credit Limit & Days: The maximum outstanding amount allowed and the payment period. Critical for automated credit control.

Supplier Master:

Purpose: To manage all vendor information and purchase terms.

Functionality: Stores supplier details including:

- GSTIN: For compliant invoicing and input credit tracking.

- Scheme Type: Pre-defines the common scheme types offered by this supplier.

- Payment Terms: Agreed terms (e.g., "Net 45", 50% advance).

Employee Master:

Purpose: To manage internal staff, their access, and payroll details.

Functionality:

- Roles & App Access: Defines user permissions (e.g., Admin, Sales Manager, Accountant) and what modules they can see.

- Attendance & Salary Type: Specifies if the employee is salaried, hourly, or on daily wages, and how their attendance is tracked.

2. Sales & Purchase Management

This module handles the core order-to-cash and procure-to-pay cycles.

Sales Order Dashboard:

Purpose: To provide a real-time, holistic view of sales performance.

Functionality: Interactive dashboards with filters to view orders by:

- Dealer-wise: Performance of individual dealers.

- Product-wise: Best-selling or slow-moving items.

- Region-wise: Sales performance by geographic area.

Dealer-Specific Discounts:

Purpose: To apply targeted promotions beyond standard pricing.

Functionality: Allows overriding standard prices with:

- Flat Discount: A fixed percentage or amount off.

- Slab Discount: Discount based on order value or quantity (e.g., 5% off on orders >■50,000).

- Scheme Points: Apply points earned from a loyalty scheme against the invoice value.

PO Management:

Purpose: To streamline and control the purchasing process.

Functionality:

- Multi-level Approval: Workflow where POs above a certain value require approval from higher authorities (e.g., Manager -> Director).

- Supplier Scheme Mapping: When creating a PO, the system can suggest or auto-apply applicable supplier schemes based on order value/quantity.

GRN Entry (Goods Received Note):

Purpose: To officially record the receipt of goods into inventory.

Functionality: Records:

- Qty Received: May differ from Qty Ordered.

- QC Status: Marks items as Accepted, Rejected, or Damaged.

- Damage Entry: Quantifies damaged goods, which are then moved to a blocked stock status.

Invoicing & Dispatch:

Purpose: To complete the sales transaction and manage logistics.

Functionality:

- Auto-tied to stock: The system only allows invoicing for items that are physically available in stock, preventing overselling.

- Bill Print with Details: Generates a detailed invoice showing base price, applied discounts/schemes, GST breakdown, and net amount.

3. Inventory & Warehouse Control

This module provides real-time visibility and control over stock levels across locations.

Warehouse Master:

Purpose: To define the physical storage locations.

Functionality: Sets up warehouses and further breaks them down into Zones (e.g., Aisle, Rack, Bin) for precise Product Holding location tracking.

Stock Transfer:

Purpose: To manage the movement of goods between warehouses.

Functionality: Creates a transfer order with a unique Tracking ID to monitor the movement from origin to destination, updating stock levels in real-time.

Real-time Stock Report:

Purpose: To provide a single, accurate view of inventory.

Functionality: Shows current stock levels at each Location (Warehouse/Zone). Crucially, it differentiates between free stock and Blocked Stock (e.g., reserved for orders, quarantined, damaged).

Damaged/Expired Goods Entry & Adjustment:

Purpose: To handle inventory write-offs and maintain accounting accuracy.

Functionality: Allows authorized users to record stock that is unsellable, automatically removing it from the "sellable" stock count and posting the corresponding accounting adjustment.

4. Finance & Accounts

This module automates core accounting functions and provides critical financial insights.

Customer Ledger:

Purpose: To track all financial transactions with a dealer.

Functionality: Provides a Live Outstanding (OS) balance. Bill-wise Ageing categorizes debt by how old it is (e.g., 0-30 days, 31-60 days). Shows Last Payment date and amount.

Credit Days Monitoring:

Purpose: To proactively manage receivables and reduce bad debt.

Functionality: The system automatically monitors due dates and sends Auto-reminders via email/SMS to both the Sales Exec (for follow-up) and the Dealer (as a payment reminder).

Supplier Ledger:

Purpose: To track all financial transactions with a supplier.

Functionality: Shows total dues, amount paid, and current outstanding. Tracks Outstanding Scheme Amounts (rebates, incentives) that are owed by the supplier but not yet received.

Cheque Management:

Purpose: To track the status of cheque payments.

Functionality: Logs cheques received from customers or issued to suppliers. Flags them as Received, Cleared, or sends Bounced Alerts for immediate action.

Auto Reconciliation:

Purpose: To ensure accounting records match external documents, saving time and reducing errors.

Functionality: Automatically matches company purchase records with supplier invoices (Invoice Matching). Flags any Discrepancy (e.g., quantity, price difference) for manual review and Logging.

5. Supplier Scheme & Incentive Tracking

This module maximizes profitability by ensuring all schemes and incentives are claimed.

Supplier-wise Scheme Entry:

Purpose: To digitally record all incentive offers from suppliers.

Functionality: Schemes are defined by Type (e.g., 5% discount on order value >■1 Lakh, free units on every 100 bought) and their Validity Period.

Auto-Calculation on Purchase Entry:

Purpose: To eliminate manual calculation errors.

Functionality: When a GRN is entered against a PO, the system automatically calculates the scheme or incentive earned based on the pre-defined rules.

Scheme Due vs Received Analysis:

Purpose: To track the efficiency of scheme claims.

Functionality: A report comparing what incentives are Due from the supplier versus what has actually been Received, highlighting gaps.

Claim Submission to Supplier:

Purpose: To streamline the claim process.

Functionality: The system generates pre-filled claim statements that can be sent to the supplier, often with supporting Document Uploads (e.g., GRN copy, invoice copy).

Reconciliation Tracker:

Purpose: To provide a clear audit trail of all scheme-related transactions.

Functionality: A dedicated view that ties every claim to its corresponding purchase, payment, and ledger entries, showing the complete lifecycle of a scheme.

6. HRMS Admin

This module manages human resources, payroll, and attendance.

Geo Attendance Monitoring:

Purpose: To track employee presence and punctuality, especially for field staff.

Functionality: Employees check in/out via a mobile app with GPS location stamp. The system maintains Daily Logs and generates Late Entry Alerts.

Shift Mapping:

Purpose: To manage flexible work hours and holiday calendars.

Functionality: Assigns shifts (General, Night) Department-wise. Integrates with a Holiday List for accurate payroll processing.

Salary Processing:

Purpose: To automate end-of-month payroll calculations.

Functionality: Calculates total salary by combining Basic pay, Overtime (OT), and Incentives earned from sales or other targets.

Daily Wage Worker Management:

Purpose: To manage temporary or contract labor.

Functionality: Registers workers and records their daily attendance linked to a specific Site and Task, which is used to calculate their wages.

Overtime Calculation:

Purpose: To apply business rules for OT payment.

Functionality: Calculates OT based on configured rules, either Hourly (e.g., 1.5x hourly rate) or a Fixed Slab (e.g., ■500 for any OT beyond 2 hours).

7. Expense Management

This module controls and tracks employee business expenses.

Expense Head Master:

Purpose: To categorize expenses for better budgeting and control.

Functionality: Pre-defines categories like Travel, Phone, Lodging, Meals, etc.

Employee-wise Claim Approval Flow:

Purpose: To enforce a structured process for reimbursements.

Functionality: Employees submit claims with bills. The claim routes electronically through an Approval Flow (e.g., Team Lead -> Finance Manager) based on amount and type.

Document Upload & Verification Tracker:

Purpose: To maintain a digital audit trail of all expenses.

Functionality: Employees can Upload scanned bills/receipts. Approvers can see the status (Pending, Verified, Rejected) of each claim in a Tracker.

8. Reports & Logs

This module provides business intelligence, security auditing, and data export capabilities.

Subadmin Activity Logs:

Purpose: Security and accountability audit trail.

Functionality: Logs every action taken by users (Module Accessed, Time Stamp, changes made). Critical for troubleshooting and security breaches.

Download Logs:

Purpose: To monitor access to sensitive reports.

Functionality: Tracks Who downloaded what report, ensuring data security and preventing misuse of confidential information.

Dealer Performance:

Purpose: To analyze the value of each customer.

Functionality: Reports on Category-wise Sales by dealer and the total Scheme Earned by them, helping identify top-performing partners.

Profit Analysis:

Purpose: To move beyond sales volume and understand true profitability.

Functionality:

- Bill-wise Profit: Calculates profit per invoice as (Sale Price - Purchase Cost - Discounts).

- Category-wise & Product-wise Gross Margin: Identifies which products and categories are most profitable.

- Sale vs Purchase Price Deviation: Highlights products selling for less than their purchase cost (loss leaders or errors).

Export Options:

Purpose: To enable data sharing and further analysis outside the system.

Functionality: Allows any report or data view to be exported in common formats: PDF (for sharing), Excel & CSV (for further analysis in spreadsheets or other tools).