Software Requirements Specification (SRS)

OF

RSO App Digital Eco-system: Core KPI Reporting

Submitted by

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1. Introduction

1.1   Purpose

As we are moving towards a fast-growing digital era, bringing efficiency through digital means has no second options, with that view we are set to modernize our SRO app to bring efficiency & v-focus app to ensure optimum business monitoring. With business updates on the go for our field forces & regional colleagues so that immediate corrective measures can be taken, with that view we are initiating critical KPI Reporting for our RSOs & Regional colleagues for better business drive.

With prospect of this view, Prime Tech Solutions Ltd. have developed & modified an app. Having faster functionality, this app is offering better services to the retailers and stakeholder end

The main objective of the Digital Eco System Apps is to help the end user with access to real-time data or reports on the go to make their life easier and more efficient than the previous version.

1.2   Project Scope

The features of the Developed Digital Eco System Apps are as following (Ref: scope document):

- Digital Eco System Apps will be developed under the salesforce app by maintaining the interface of Salesforce app.
- UI follows dynamic and adaptable mobile apps (SIX common Interface Design, Gradient with subtleness and simplicity, low-light dark themes)
- Dynamic Report dashboard.
- Dashboard for Retail Service Officer (RSO).
- Dynamic KPI (Easy solutions to KPI change, improve data searching and sorting, customize Graph and charts, KPI wise retailer filtering (SSO & LSO).
- Map View (with BTS, RSO & Retailers' data)
- Team Management.
- Digital Eco System Apps will be released on both Android & iOS Phone.

1.3   Product Features

The following features will be available in this system (Ref: Use case document):

- GA
- All Bundle
- Data
- EV
- SC
- LSO, DLSO, SSO, DSSO, BSO, DSO
- M1/M2 Decay

- App Utilization
- Deno
- Deno Sub-base
- Site
- Retail SCR

2. Overall Description

2.1 Product Perspective

Proposed Digital Eco-system: Core KPI Reporting App diagram which far more superior to the present one is given bellow: –
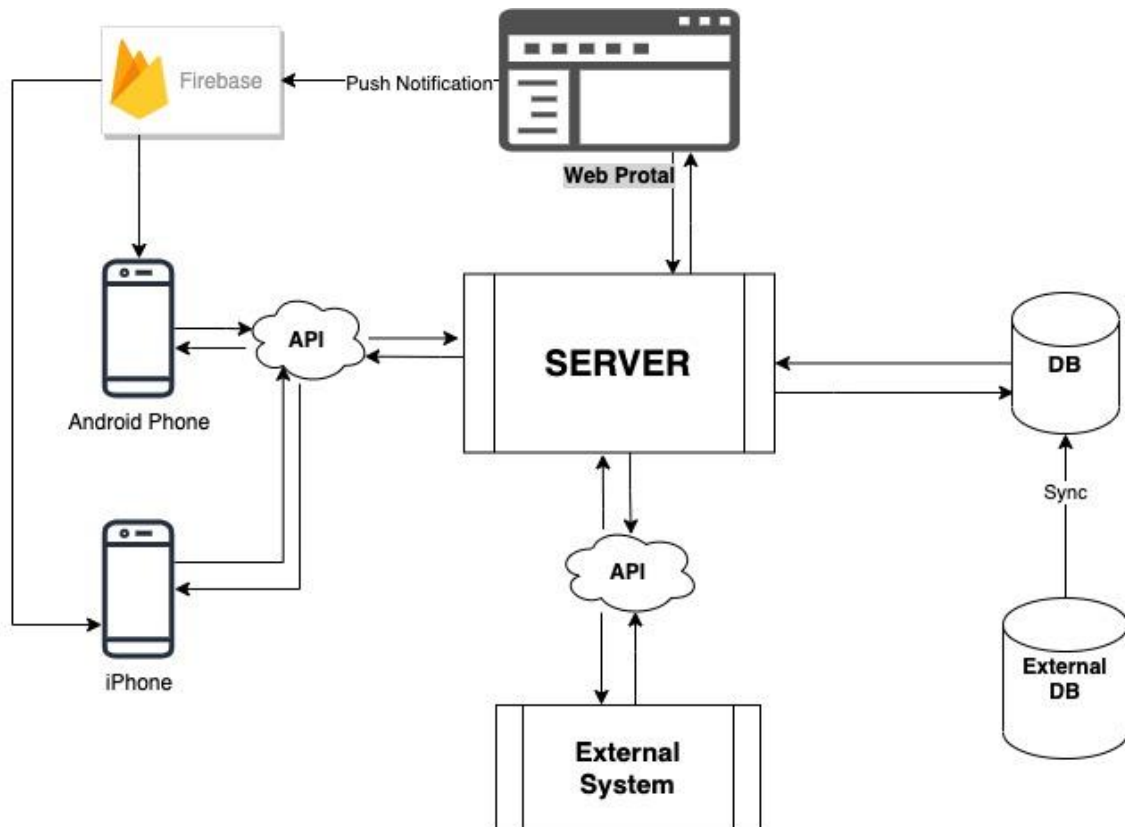

Figure 1: Proposed Digital Eco-system: Core KPI Reporting.

2.2   User Classes and Characteristics

Following types of users will operate this system –

UR-01: Admin – Configure and Observe the Activities.

UR-02: IT Admin –They will be able to technical support all over the applications.

UR-03: App User –They will be able to view their relevant data and perform their activities.

2.3   Operating Environment

OE-1:   Digital Eco System App will run on Android & iOS phone.

OE-2:   The Pop-up blocker must be disabled to allow Pop-ups for web portal.

2.4   Design and Implementation constraints

CO-1: All design should available in Figma.com.

CO-2: Android app will available in local server whereas iPhone app will available in App store.

CO-3: There should be automatic update option when new version available.

CO-4: iPhone app UI need different design based on different type of device.

2.5   User Documentation

UD-1: User Manual will be provided to understand the functionalities and operations of each and every component of the system as htm file.

2.6   Dependencies

The following modules have the dependencies:

DE-1.   Only BL network Connection must be support for performing app operation.

DE-2.   App run in android and iOS devices.

3. Software Requirements/Interfaces Specifications

3.1 FR-1: KPI: GA

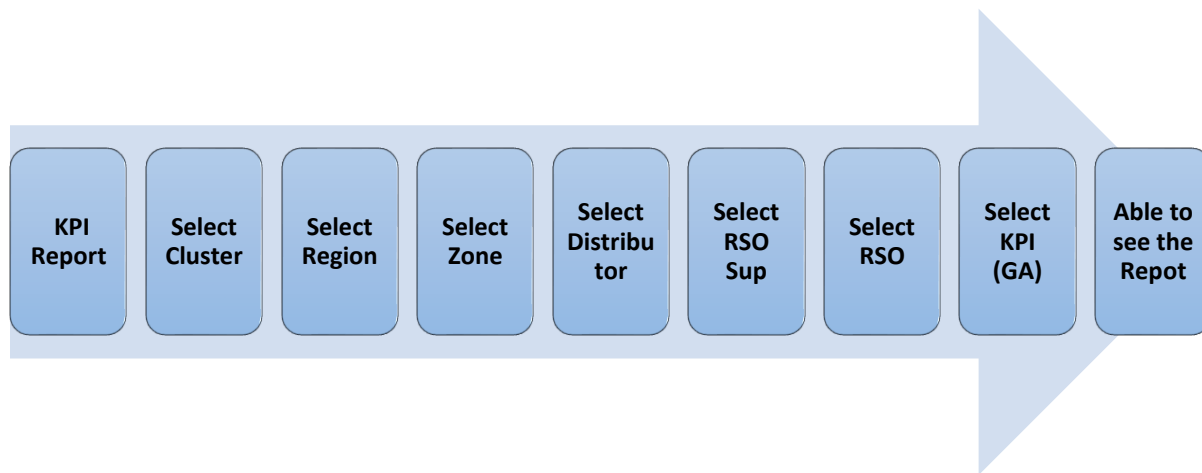**For App,**

Users: RSO, ZM, DD, Top.

Objective: User will be able to see the GA report from this tab. User can be able to see the individual report by selecting the specific tab (Overall, BP).

Details	Recipient	Data Frequency
Target vs Ach, MTD vs LMTD, DRR/CRR/RR	ZM, DD, Top	D-1
Today, yesterday, last week same day	ZM, DD, Top	Near Real time
BP wise today, MTD, Target vs Ach, GA QTY, Retail Count	ZM, DD, Top	Near Real time
RSO wise today, MTD, GA QTY, Retail Count	RSO, ZM	Near Real time

    i.   A new Report feature of KPI "GA".

    ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO.

    iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs)

    iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.

    v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".

    vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".

    vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".

    viii.   After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".

    ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".

    x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".

    xi.   Logic for DRR (Daily Run Rate): Target / Month Days

    xii.   Logic for CRR (Current Run Rate): Achievement / Days Elapsed

    xiii.   Logic RRR (Required Run Rate): (Target - Achievement)/Remaining days.

    xiv.   An "Overall" data table view format with fields) (**Target**(Cumulative Target of Month), **MTD Achievement**(Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target)*100, **LMTD**(Cumulative Achievement of LMTD), **MTD Vs LMTD**(((MTD-LMTD)/LMTD)*100), **DRR**(Target / Month Days), **CRR**(Achievement / days elapsed), **RRR**((Target - Achievement)/remaining days), **Today**(Cumulative Achievement of todays' till time), **Yesterday**(Cumulative Achievement of yesterday (Full day)), **Last week same day**(Cumulative Achievement of last week same day (Full day)).

xv.   The "BP Wise" data table view format with fields (**Target** (Cumulative Target of Month), **MTD Achievement** (Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target) *100, **GA Count Today's** (GA Activation Quantity of Today's till time), **Retail Count MTD** (Retail Count of MTD (unique retail with GA)), **Retail Count of Today** (unique retail with GA)).

xvi.   All the Negative growth items/values color are Red.

xvii.   All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram:

KPI Report → Select Cluster → Select Region → Select Zone → Select Distributor → Select RSO Sup → Select RSO → Select KPI (GA) → Able to see the Repot
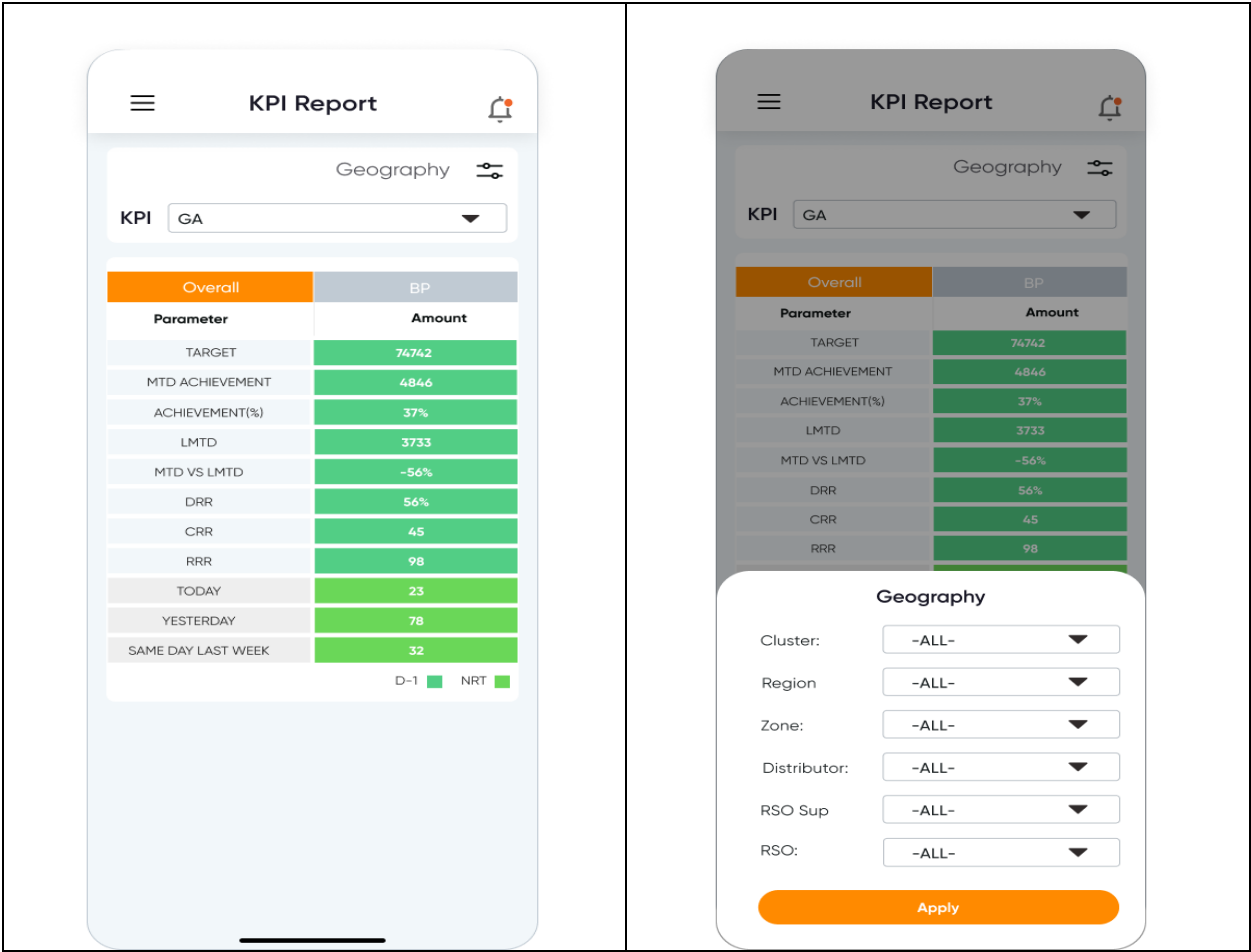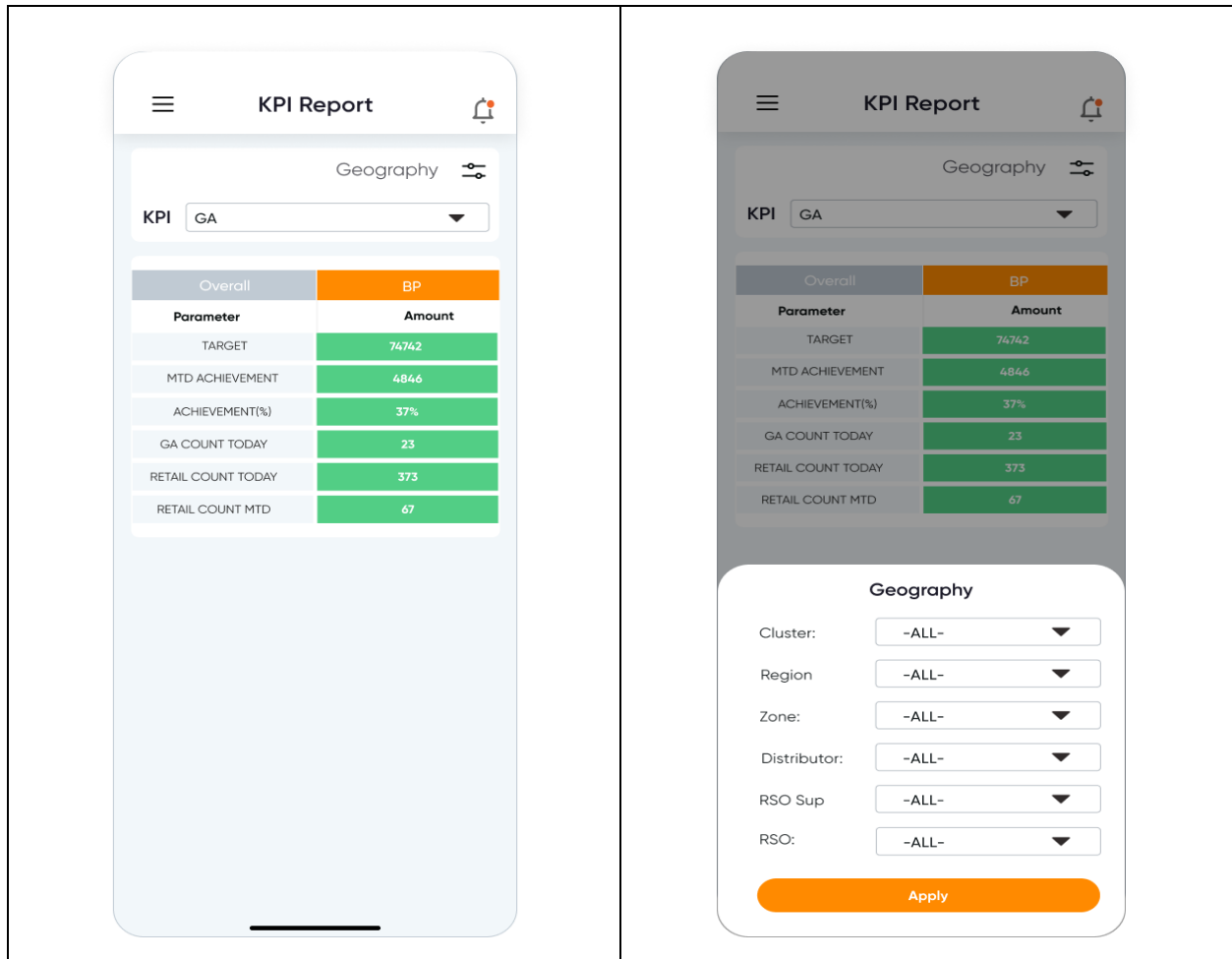
Workflow Diagram

Workflow Description:

i.   KPI Report

ii.   Select Cluster

iii.   Select Region

iv.   Select Distributor

v.   Select RSO Sup

vi.   Select RSO

vii.   Select KPI (GA)

viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. MTD vs LMTD decimal value must be Rounded up to next integer value.

iv. For DRR, CRR, RRR decimal value must Rounded up to next integer value.

v. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

vi. Users must see the summarized data on the default landing report page under him/her.

vii. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.
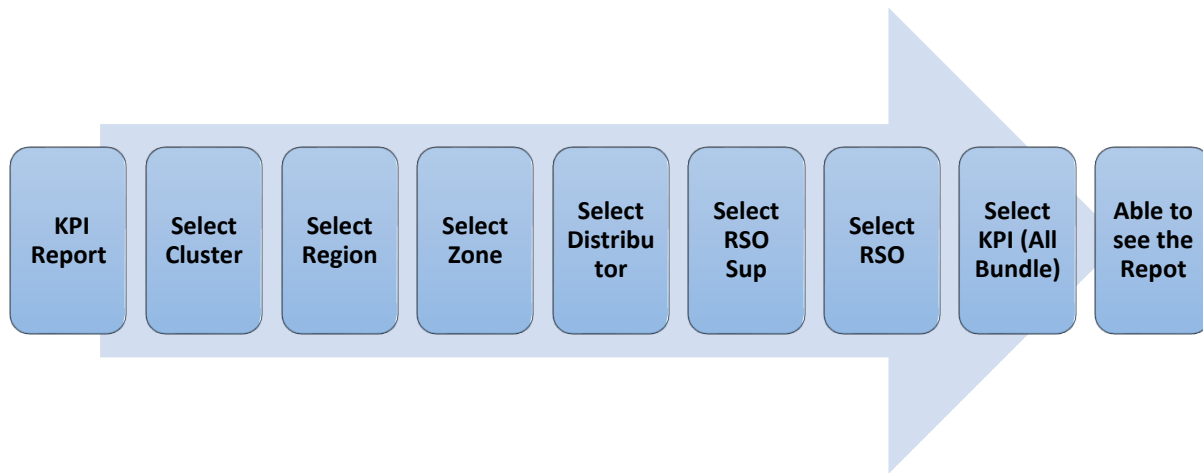
3.2 FR-2: KPI: All Bundle

For App,

Users: RSO, ZM, DD, Top.

Objective: User will be able to see the All bundle report from this tab.

Details	Recipient	Data Frequency
Target vs Ach, MTD vs LMTD, DRR/CRR/RR	ZM, DD, Top	D-1
Today, yesterday, last week same day	ZM, DD, Top	Near Real time
RSO wise target vs Ach, MTD vs LMTD	RSO, ZM	D-1

i. A new Report feature of KPI "All Bundle".
ii. A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv. To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v. After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi. After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix. After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x. After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi. Logic for DRR (Daily Run Rate): Target / Month Days
xii. Logic for CRR (Current Run Rate): Achievement / Days Elapsed
xiii. Logic RRR (Required Run Rate): (Target - Achievement)/Remaining days.
xiv. An "All Bundle" data table view format with fields (**Target**(Cumulative Target of Month), **MTD Achievement**(Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target)*100, **LMTD**(Cumulative Achievement of LMTD,**DRR**(Target / Month Days), **CRR**(Achievement / days elapsed), **RRR**((Target - Achievement)/remaining days), **Today**(Cumulative Achievement of todays' till time), **Yesterday**(Cumulative Achievement of yesterday (Full day)), **Last week same day**(Cumulative Achievement of last week same day (Full day)).
xv. All the Negative growth items/values color are Red.
xvi. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram App:
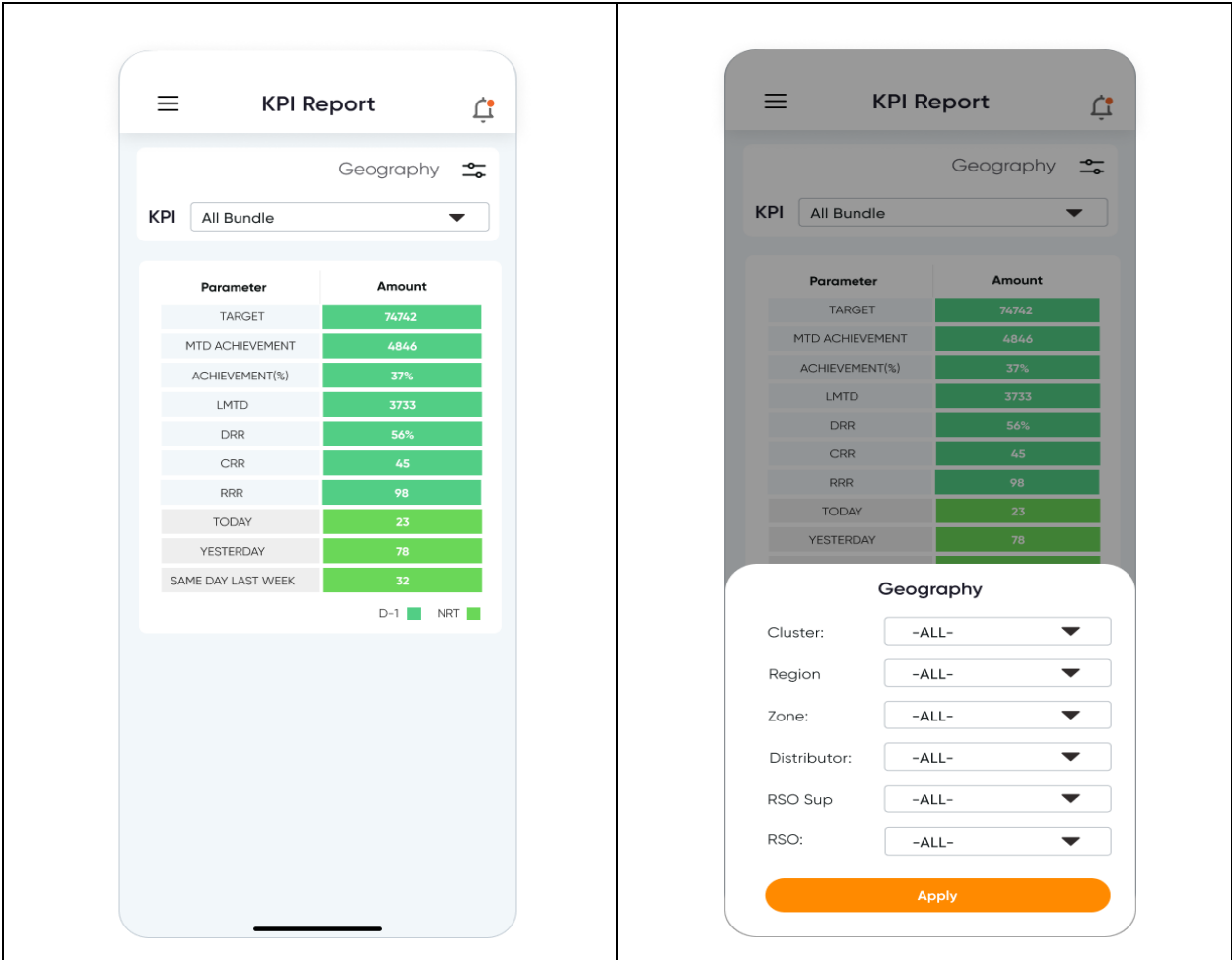

Workflow Diagram

Workflow Description:

      i.   KPI Report
     ii.   Select Cluster
    iii.   Select Region
    iv.   Select Distributor
     v.   Select RSO Sup
    vi.   Select RSO
   vii.   Select KPI (All Bundle)
  viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. For DRR, CRR, RRR decimal value must be 2 digits.

iv. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

v. Users must see the summarized data on the default landing report page under him/her.

vi. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.3 FR-3: KPI: Data
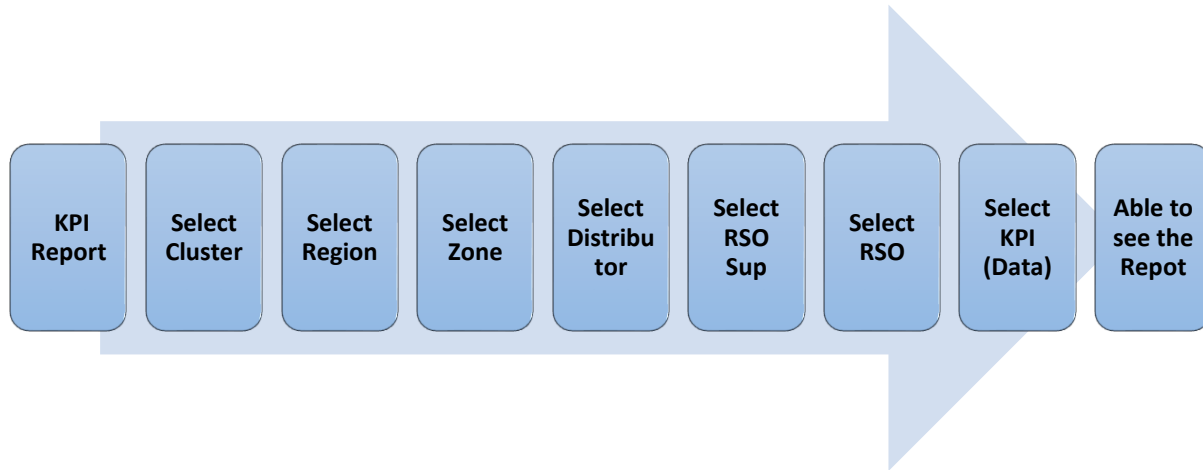
For App,

Users: RSO, ZM, DD, Top.

Objective: User will be able to see the Data report from this tab.

Details	Recipient	Data Frequency
Target vs Ach, DRR/CRR/RR	ZM, DD, Top	D-1
MTD vs LMTD	ZM, DD, Top	D-1
Today, yesterday, last week same day	ZM, DD, Top	Near Real time
RSO wise target vs ach, MTD vs LMTD	RSO, DD, ZM, Top	D-1

i.   A new Report feature of KPI "Data".
ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi.   Logic for CRR (Current Run Rate): Achievement / Days Elapsed
xii. Logic RRR (Required Run Rate): (Target - Achievement)/Remaining days.
xiii. The "Data" table view format with fields (**Target**(Cumulative Target of Month), **MTD Achievement**(Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target)*100, **LMTD**(Cumulative Achievement of LMTD), **MTD Vs LMTD**(((MTD-LMTD)/LMTD)*100), **CRR**(Achievement / days elapsed), **RRR**((Target - Achievement)/remaining days), **Today**(Cumulative Achievement of todays' till time), **Yesterday**(Cumulative Achievement of yesterday (Full day)), **Last week same day**(Cumulative Achievement of last week same day (Full day)).
xiv. All the Negative growth items/values color are Red.

xv. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).
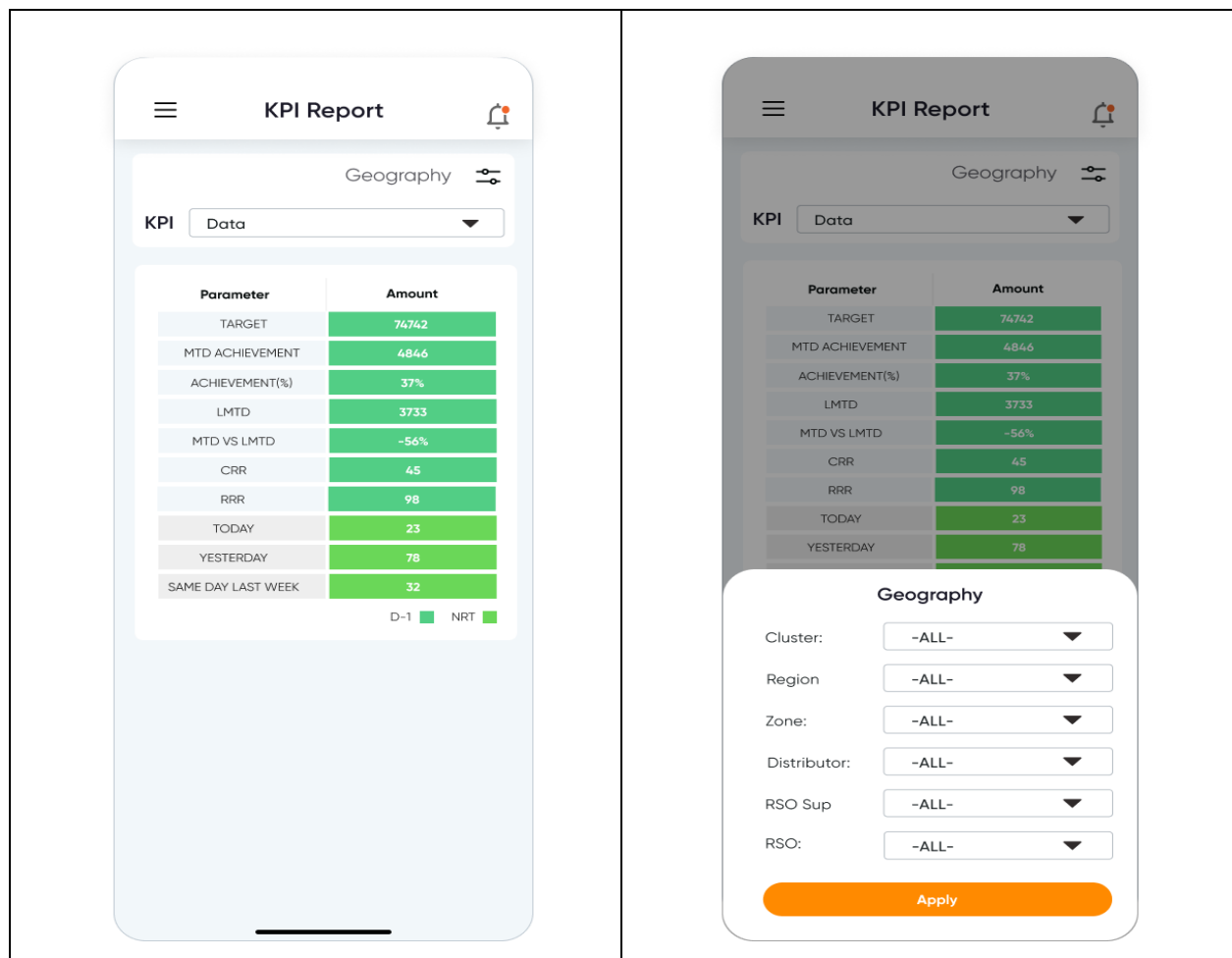
Workflow Diagram App:

Workflow Diagram

Workflow Description:

i. KPI Report
ii. Select Cluster
iii. Select Region
iv. Select Distributor
v. Select RSO Sup
vi. Select RSO
vii. Select KPI (Data)
viii. Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. MTD vs LMTD decimal value must be Rounded up to next integer value.

iv. For CRR, RRR decimal value must be 2 digits.

v. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

vi. Users must see the summarized data on the default landing report page under him/her.

vii. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.4 FR-4: KPI: EV

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the EV report from this tab.

Details	Recipient	Data Frequency
Tertiary MTD vs LMTD, today, last day, last week same day	ZM, DD, Top	Near Real time
Secondary Target vs Ach, MTD vs LMTD, DTR, Gap with Tertiary	ZM, DD, Top	D-1

i.   A new Report feature of KPI "EV".
ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii.   After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi.   An "EV Tertiary" table view format with fields (**MTD Achievement** (Cumulative Achievement of MTD), **LMTD** (Cumulative Achievement of LMTD), **Today** (Cumulative Achievement of todays' till time), **Yesterday** (Cumulative Achievement of yesterday (Full day)), **Last week same day** (Cumulative Achievement of last week same day (Full day)).
xii.   An "EV Secondary" table view format with fields (**Target** (Cumulative Target of Month), **MTD Achievement** (Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target) *100, **LMTD** (Cumulative Achievement of LMTD), **MTD Vs LMTD**(((MTD-LMTD)/LMTD) *100), **DTR** (O2C data), **GAP with Tertiary** (Gap between (C2C / C2S – C2C)/100)).
xiii.   All the Negative growth items/values color are Red.
xiv.   All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram App:
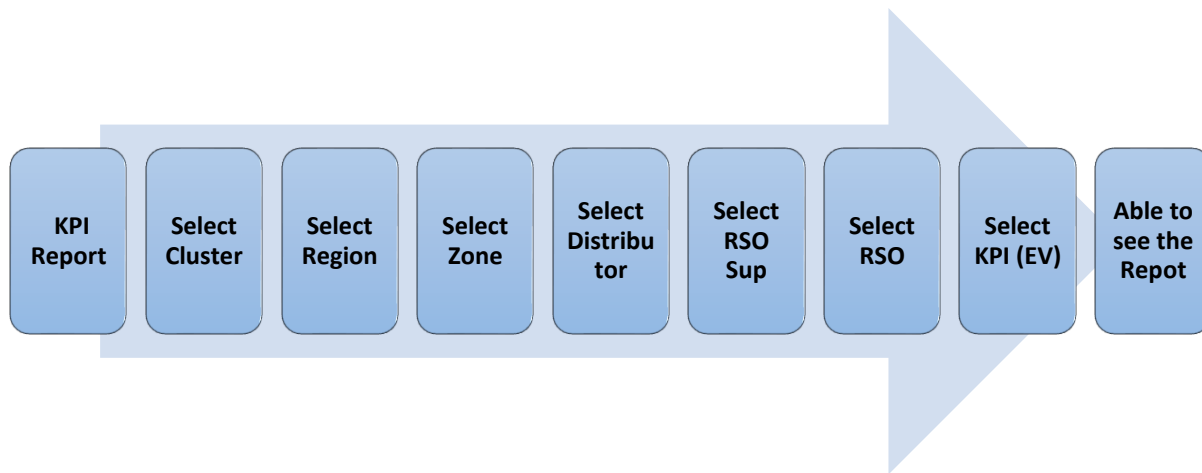
Workflow Diagram

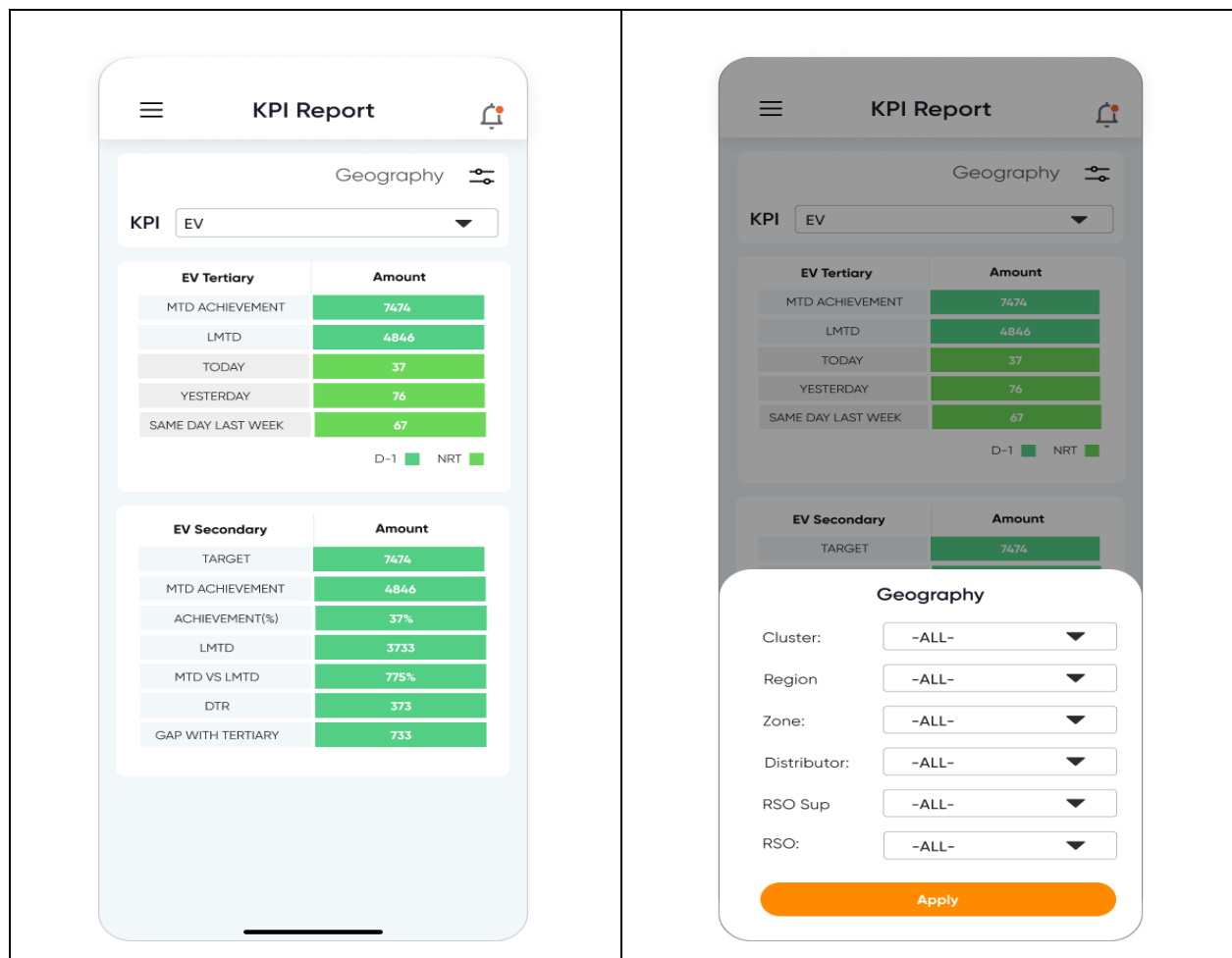**Workflow Description:**

i.	KPI Report
ii.	Select Cluster
iii.	Select Region
iv.	Select Distributor
v.	Select RSO Sup
vi.	Select RSO
vii.	Select KPI (EV)
viii.	Able to see the Report

User Interface for App:

Rules/Validations:

i.   Geography Filter feature can be hide/show with the filter button.

ii.   Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii.   MTD vs LMTD decimal value should display 2 decimal value.

iv.   Gap with Tertiary should display 2 decimal value.

v.   All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

vi.   Users must see the summarized data on the default landing report page under him/her.

vii.   The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.5 FR-5: KPI: SC

For App,

Users: RSO, ZM, DD, Top.

Objective: User will be able to see the SC report from this tab.

Details	Recipient	Data Frequency
Secondary Target vs Ach, MTD vs LMTD	RSO, ZM, DD, Top	D-1
Primary Target vs Ach, MTD vs LMTD	ZM, DD, Top	D-1
Tertiary Target vs Ach, MTD vs LMTD	ZM, Top	D-1

i.   A new Report feature of KPI "SC".
ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi.   The "SC Secondary" table view format with fields (**Target** (Cumulative Target of Month), **MTD Achievement** (Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target) *100, **LMTD** (Cumulative Achievement of LMTD).
xii.   The "SC Primary" table view format with fields (**Target** (Cumulative Target of Month), **MTD Achievement** (Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target) *100, **LMTD** (Cumulative Achievement of LMTD).
xiii. The "SC Tertiary" table view format with fields (**Target** (Cumulative Target of Month), **MTD Achievement** (Cumulative Achievement of MTD), **Achievement %** (Achievement/ Target) *100, **LMTD** (Cumulative Achievement of LMTD).
xiv.   All the Negative growth items/values color are Red.
xv.   All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram App:
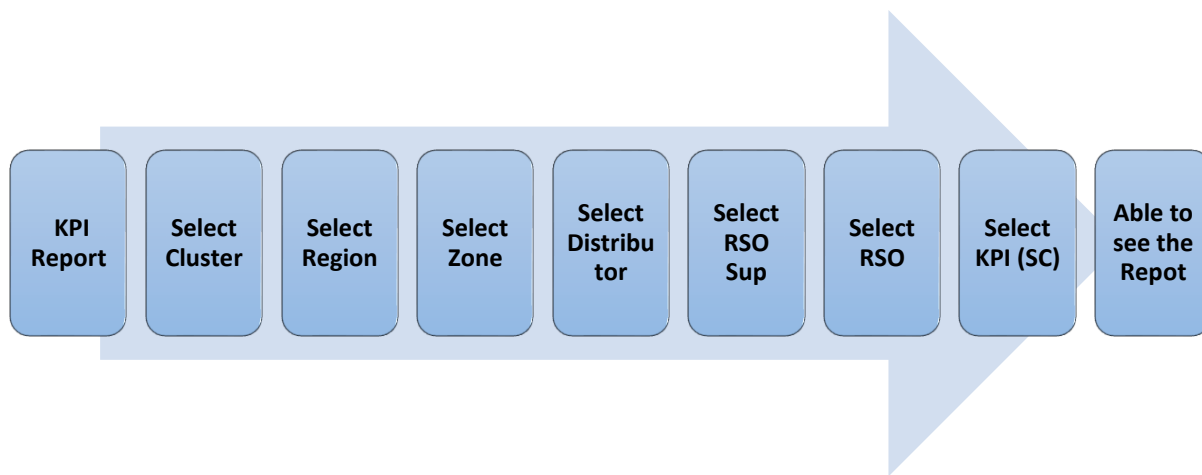
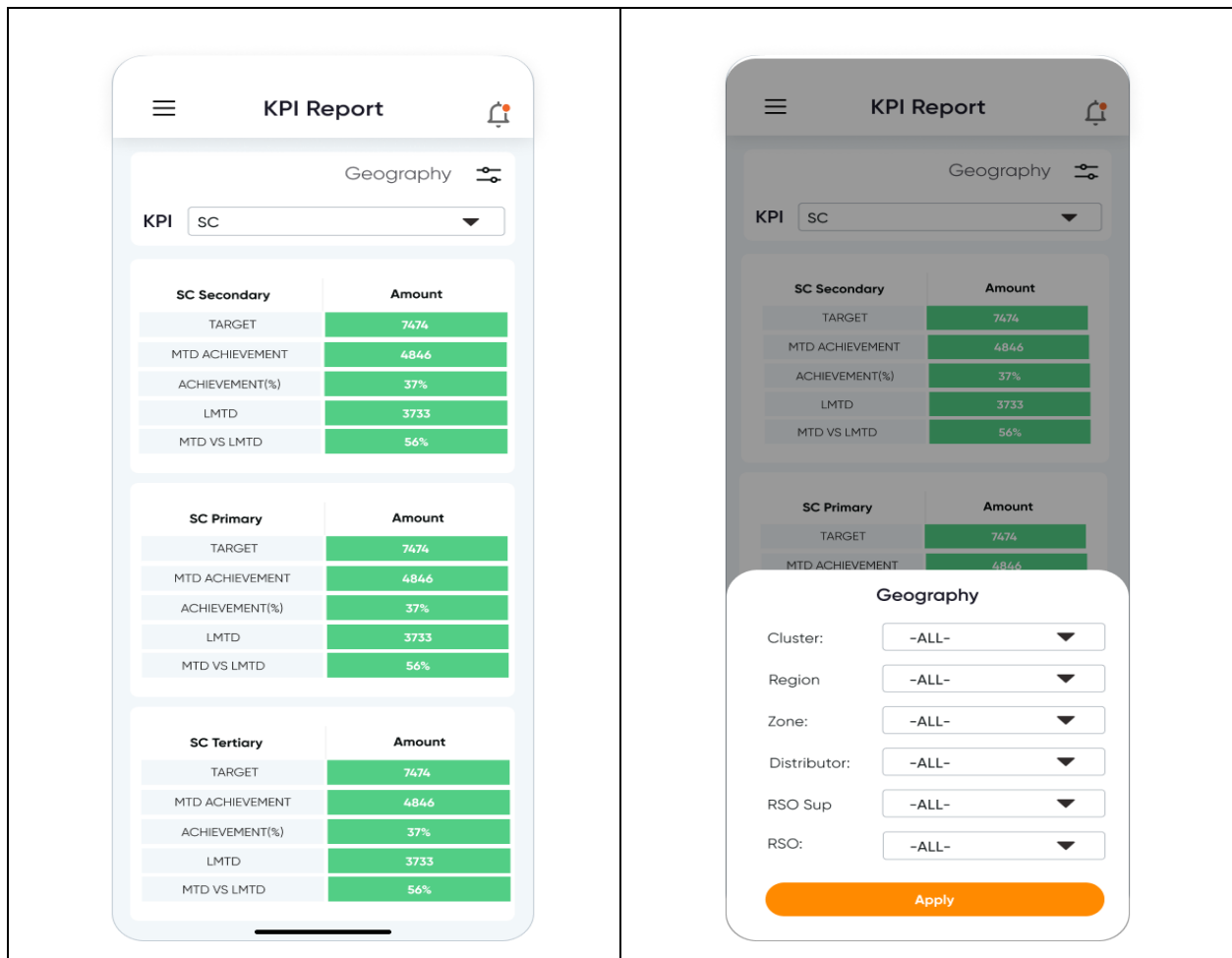Workflow Diagram

Workflow Description:

    i.   KPI Report
    ii.   Select Cluster
    iii.   Select Region
    iv.   Select Distributor
    v.   Select RSO Sup
    vi.   Select RSO
    vii.   Select KPI (SC)
    viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. MTD vs LMTD decimal value must be Rounded up to next integer value.

iv. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

v. Users must see the summarized data on the default landing report page under him/her.

vi. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

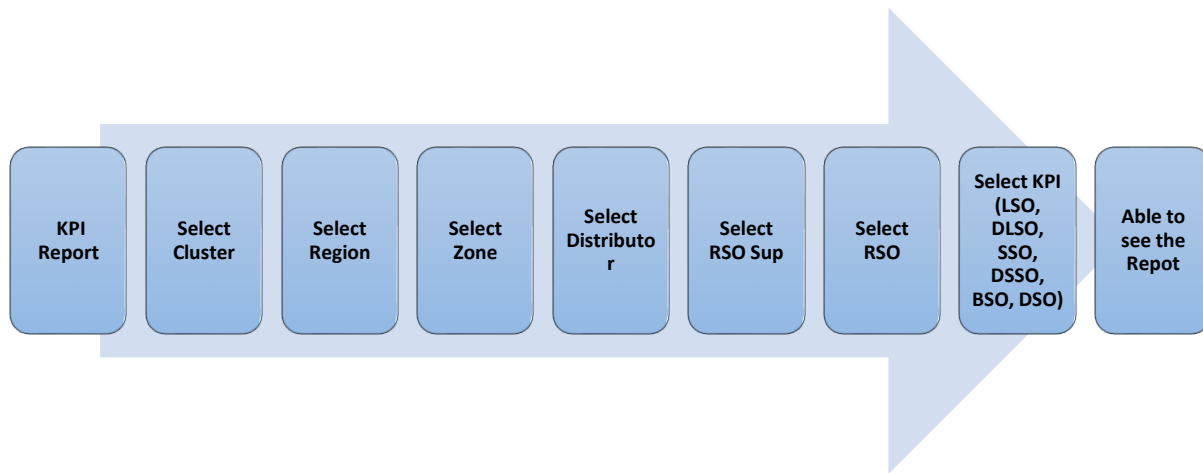### 3.6 FR-6: KPI: LSO, DLSO, SSO, DSSO, BSO, DSO

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the LSO, DLSO, SSO, DSSO, BSO, DSO report from this tab.

Details	Recipient	Data Frequency
Target Vs Achievement, MTD vs LMTD	ZM, DD, Top	D-1

i.   A new Report feature of KPI "LSO, DLSO, SSO, DSSO, BSO, DSO".
ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii.   After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi.   An "LSO, DLSO, SSO, DSSO, BSO, DSO" table view format with fields (**Target** (Cumulative Target of Month), **MTD** (Total Amount and Percentage (%), **MTD (%)** (Total Amount and Percentage (%)*100), **LMTD** (Cumulative Achievement of LMTD)).
xii.   A dropdown feature with options (LSO, DLSO, SSO, DSSO, BSO, DSO).
xiii.   On the default landing page (LSO, DLSO, SSO, DSSO, BSO, DSO) all data view.
xiv.   All the Negative growth items/values color are Red.
xv.   All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).
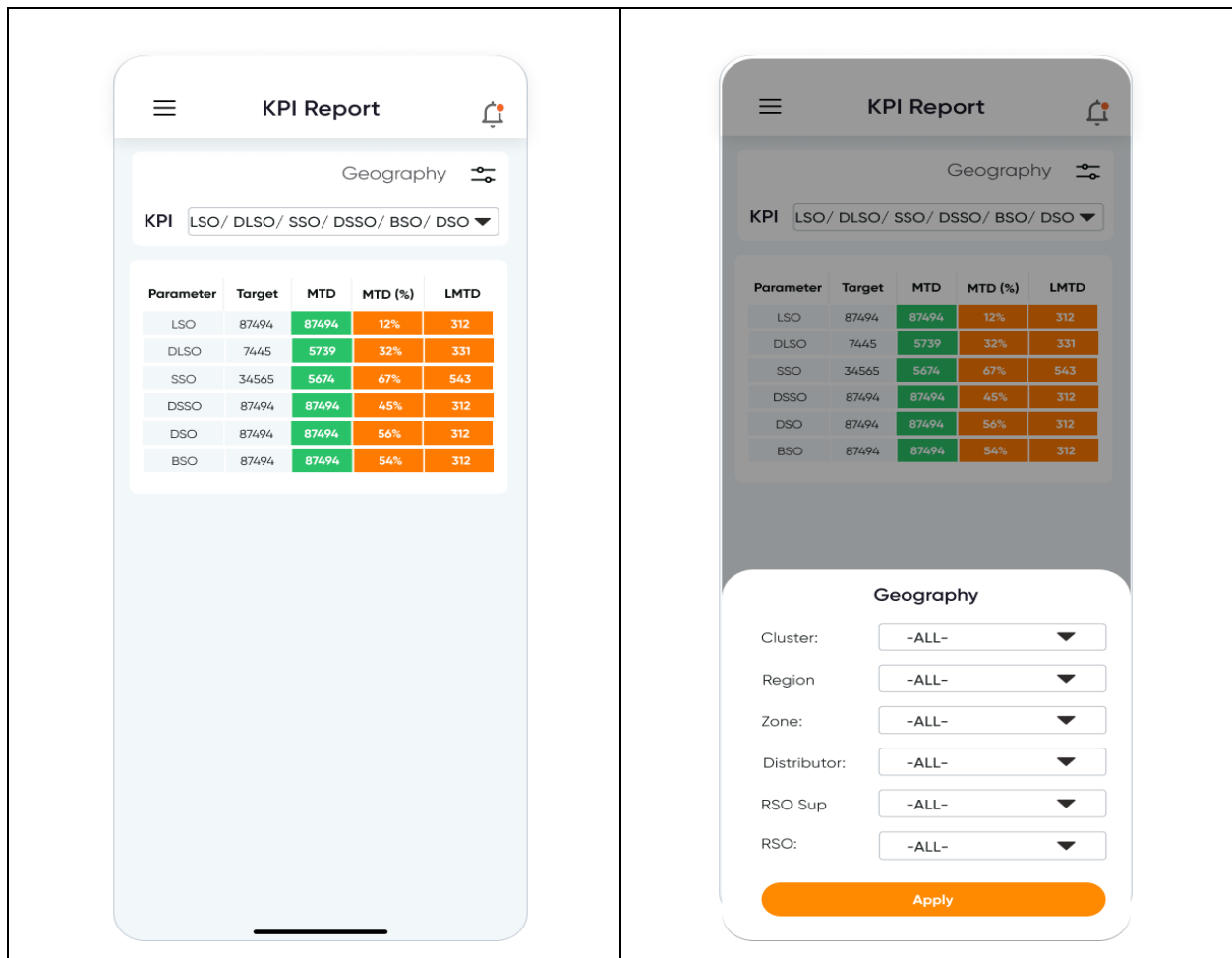
Workflow Diagram App:

Workflow Diagram

Workflow Description:

     i.   KPI Report

     ii.   Select Cluster

     iii.   Select Region

     iv.   Select Distributor

     v.   Select RSO Sup

     vi.   Select RSO

     vii.   Select KPI (LSO, DLSO, SSO, DSSO, BSO, DSO)

     viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv. Users must see the summarized data on the default landing report page under him/her.

v. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.
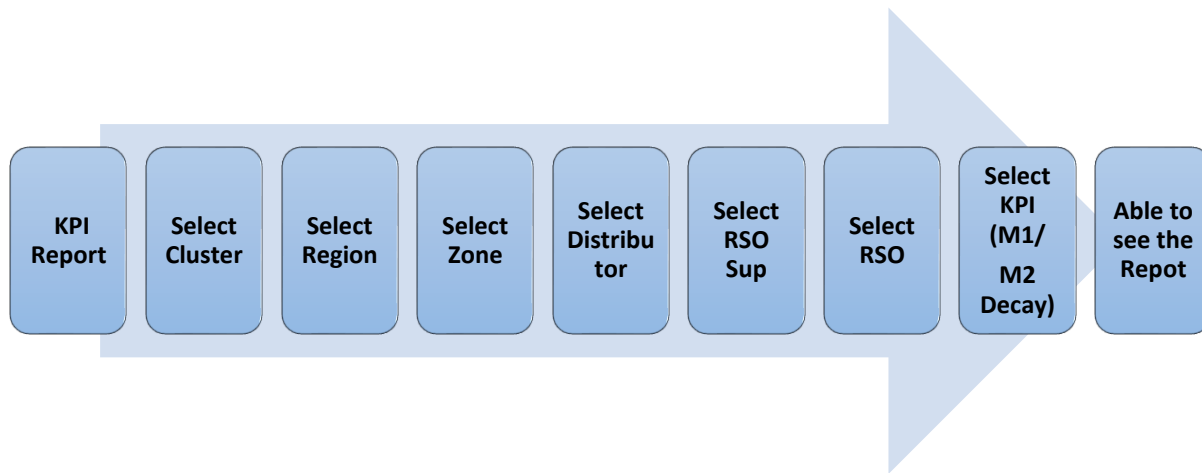
3.7 FR-7: KPI: M1/M2 Decay

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the M1/M2 Decay report from this tab.

Details	Recipient	Data Frequency
Retail GA (Decay)	ZM, DD, Top	Monthly
BP GA (Decay)	ZM, DD, Top	Monthly

i. A new Report feature of KPI "M1/M2 Decay".
ii. A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv. To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v. After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi. After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix. After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x. After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi. An "M1 Decay" table view format with fields (**Retail GA** (Decay), **BP GA** (Decay) and **Total (Decay)**= ((Decay M1 /Total GA of M1) *100)
xii. An "M2 Decay" table view format with fields (**Retail GA** (Decay), **BP GA** (Decay) and **Total (Decay)**= ((Decay M2 /Total GA of M2) *100)
xiii. All the Negative growth items/values color are Red.
xiv. All the behind MTD growth items, if MTD Achievement is less than that time's/day's target then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram App:
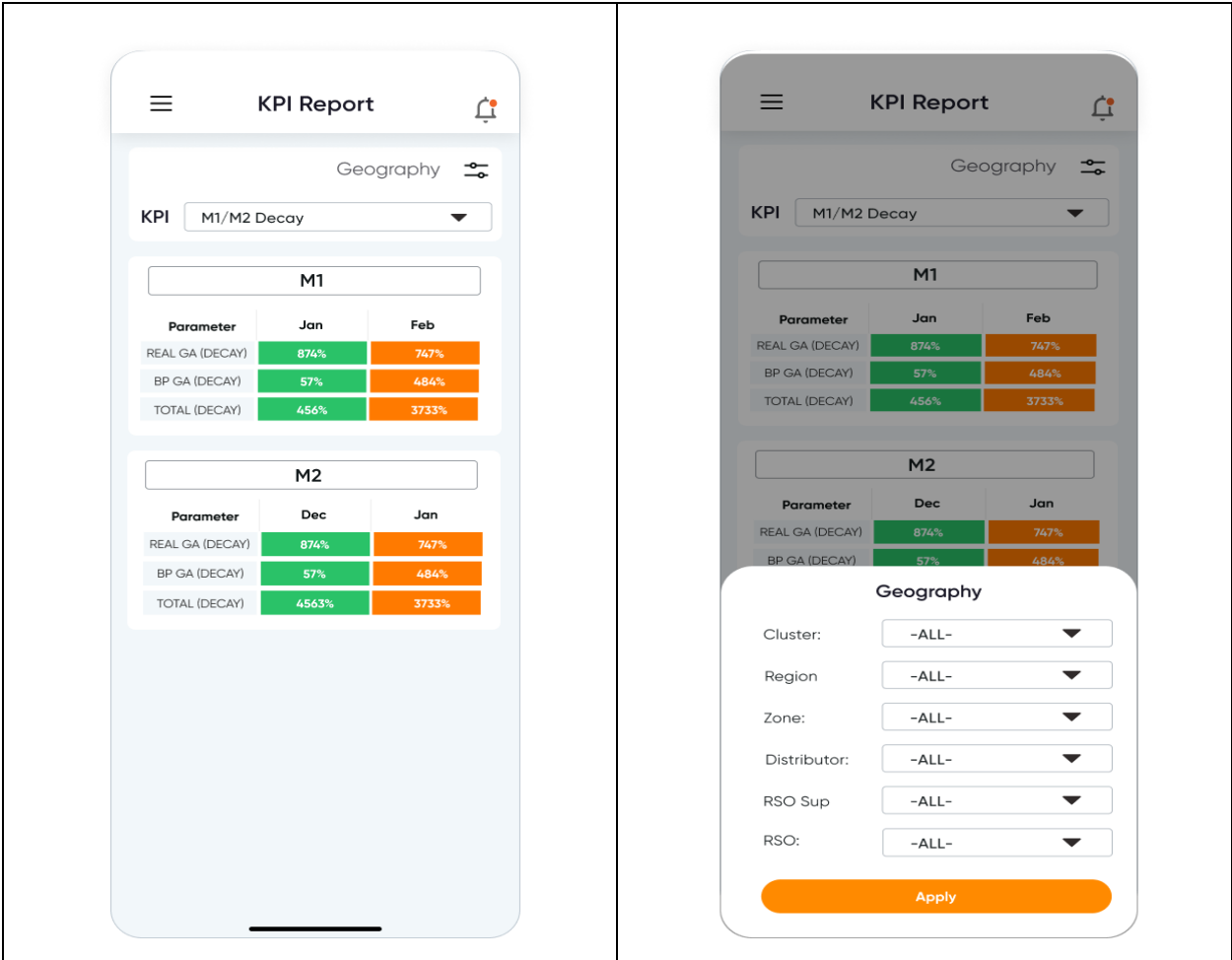

Workflow Diagram

Workflow Description:

i.   KPI Report
ii.   Select Cluster
iii.   Select Region
iv.   Select Distributor
v.   Select RSO Sup
vi.   Select RSO
vii.   Select KPI (M1/M2 Decay)
viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i.   Geography Filter feature can be hide/show with the filter button.

ii.   Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv.   Users must see the summarized data on the default landing report page under him/her.

v.   The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.8 FR-8: KPI: App Utilization

For App,

Users: RSO, ZM, DD, Top.

**Objective:** User will be able to see the App Utilization report from this tab.

Details	Recipient	Data Frequency
Retailer App (LSO Count Vs App user)	ZM, DD, Top	D-1
Retailer App Utilization (Overall Trans Count Vs App Trans Count)	ZM, DD, Top	D-1
RSO App User (RSO Count Vs App Users Count)	ZM, DD, Top	D-1
RSO App Utilization (Overall Trans Count Vs App Trans Count), (Overall Trans Amount Vs App Trans Amount)	ZM, DD, Top	D-1
80% RSO app trans RSO count, %	ZM, DD, Top	D-1

i. A new Report feature of KPI "App Utilization".
ii. A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv. To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v. After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi. After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix. After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x. After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi. An "Retailer App Utilization" table view format with fields (**LSO Count** (Cumulative count of Load Selling Outlet), **Retailer App User** (Cumulative count of App user), **App User (%)** ((App user / Total Retailer) * 100), **Overall C2S** (Cumulative Count of C2S), **Retailer App C2S** (Cumulative count of C2S from Retailer App), **Utilization (%)** ((App C2S count / Overall Count) * 100)).
xii. An "RSO App Utilization" table view format with fields (**RSO Count** (Cumulative count of RSO Count), **RSO App user** (Cumulative count of App user), **App user (%)** ((App user / Total RSO) * 100), **Overall**

C2C Count (Cumulative count of C2C), **RSO App C2C Count** (Cumulative count of C2C from RSO App), **Utilization (%)** ((App C2S Amount / Overall C2S Amount) * 100)).

xiii. An "RSO App Utilization" Plan, Visited, Memo table view format with fields **(Plan Visit** (Retail Count of D-1), **Actual visit** (Visited Retail Count of D-1), **Actual Visit (%)** ((Actual Visit count/ Plan Visit count) * 100), **Memo** (Memo Count of D-1), **Memo (%)** ((MEMO count/ Actual Visit count) * 100)).

xiv. All the Negative growth items/values color are Red.

xv. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

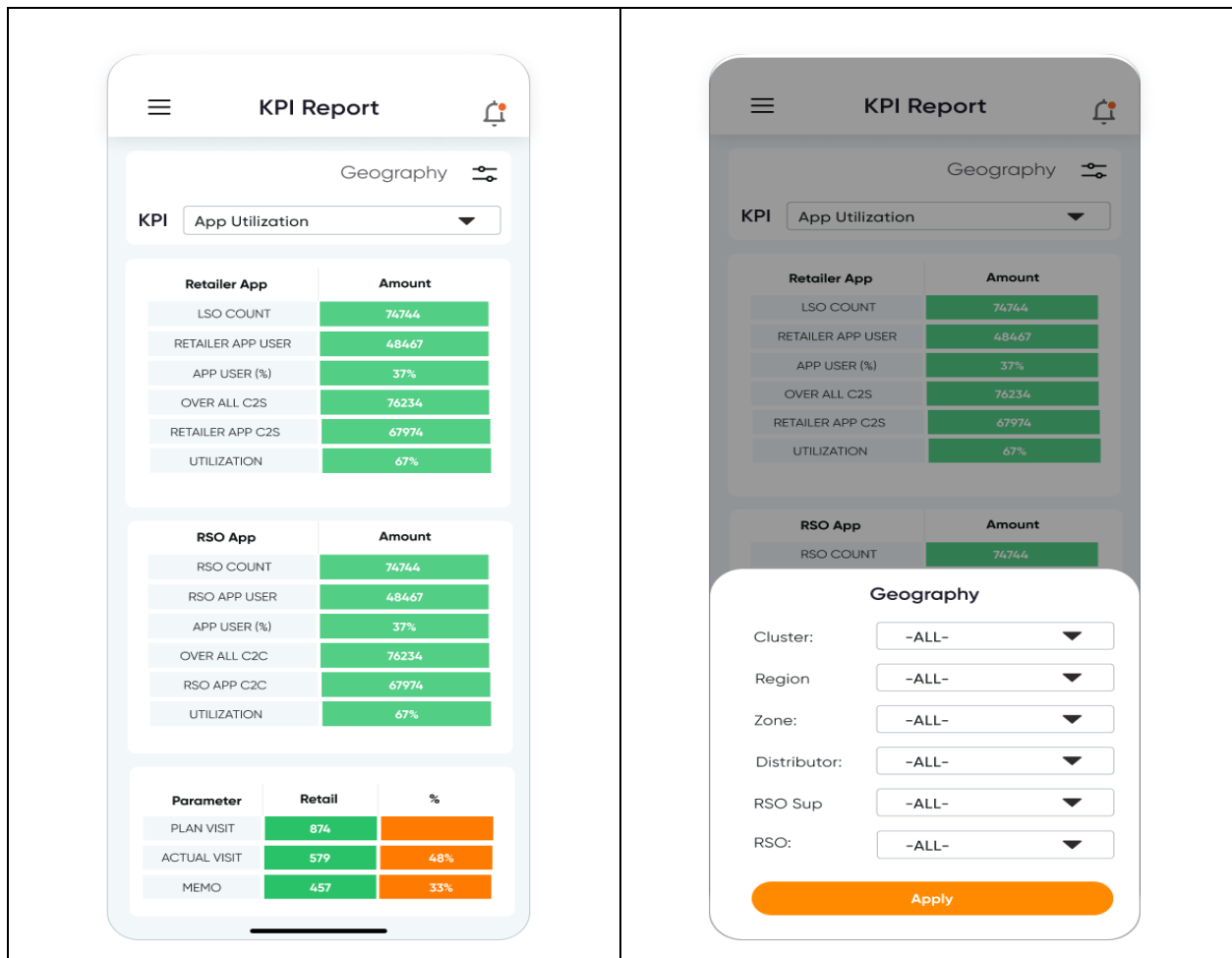**Workflow Diagram App:**
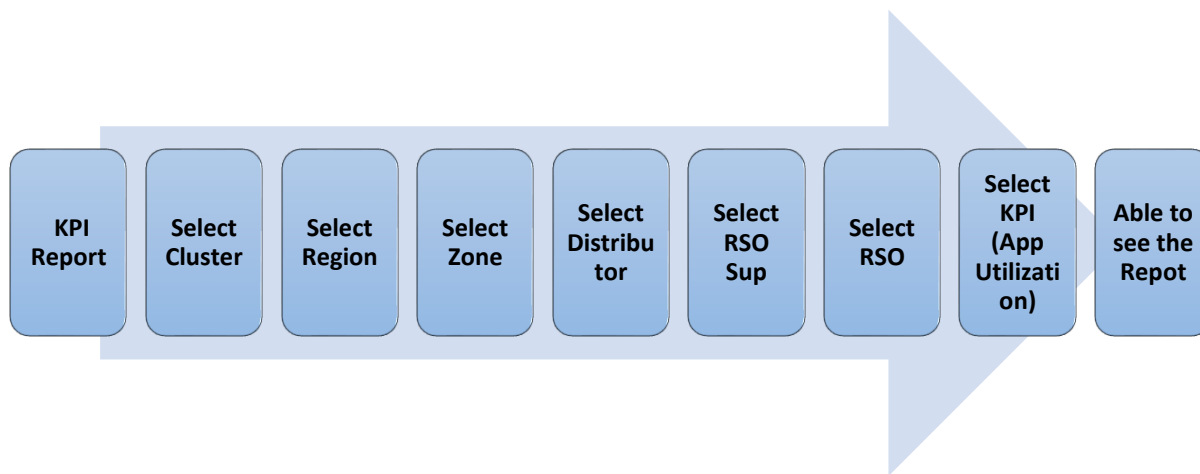
Workflow Diagram 2 (Example)

Workflow Description:

i. KPI Report
ii. Select Cluster
iii. Select Region
iv. Select Distributor
v. Select RSO Sup
vi. Select RSO
vii. Select KPI (App Utilization)
viii. Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv. Users must see the summarized data on the default landing report page under him/her.

v. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.9 FR-9: KPI: Deno

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the Deno report from this tab.

Details	Recipient	Data Frequency
today, Retail Count, Transaction Count, Yesterday, Last Week Same Day, MTD Vs LMTD, 3D, 7D, 30D	ZM, DD, Top	Near Real time

i. A new Report feature of KPI "Deno".
ii. A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv. To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v. After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi. After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix. After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x. After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi. An "Deno" table view format with fields (**Today** (Cumulative Achievement of todays' till time), **Retail Count** (Cumulative count of Load Selling outlet), **Transaction Count** (Cumulative count of Load Selling outlet), **Yesterday** (Cumulative Achievement of yesterday (Full day)), **Last week same day** (Cumulative Achievement of last week same day (Full day)), MTD (Total Amount and Percentage (%)), **LMTD** (Cumulative Achievement of LMTD)).
xii. All the Negative growth items/values color are Red.
xiii. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).

Workflow Diagram App:
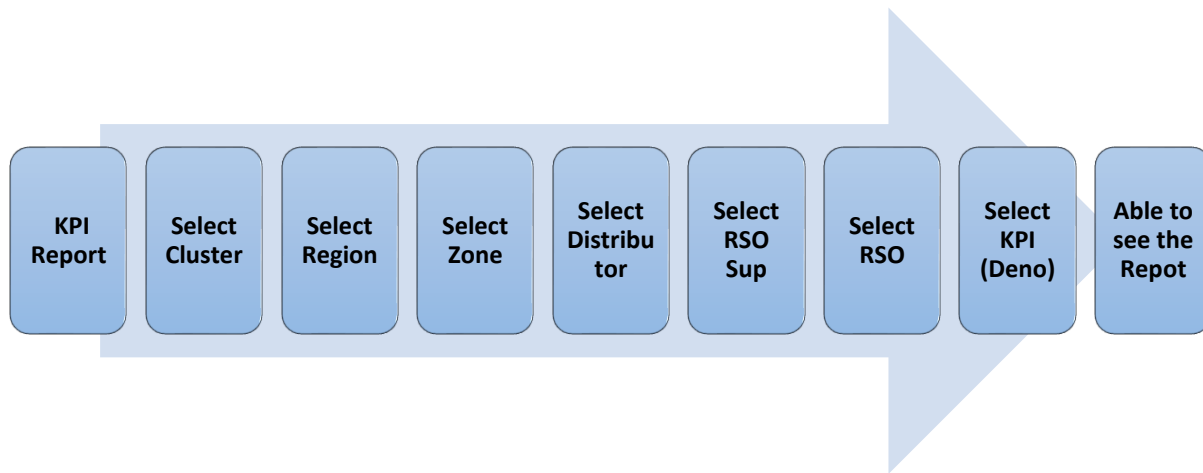
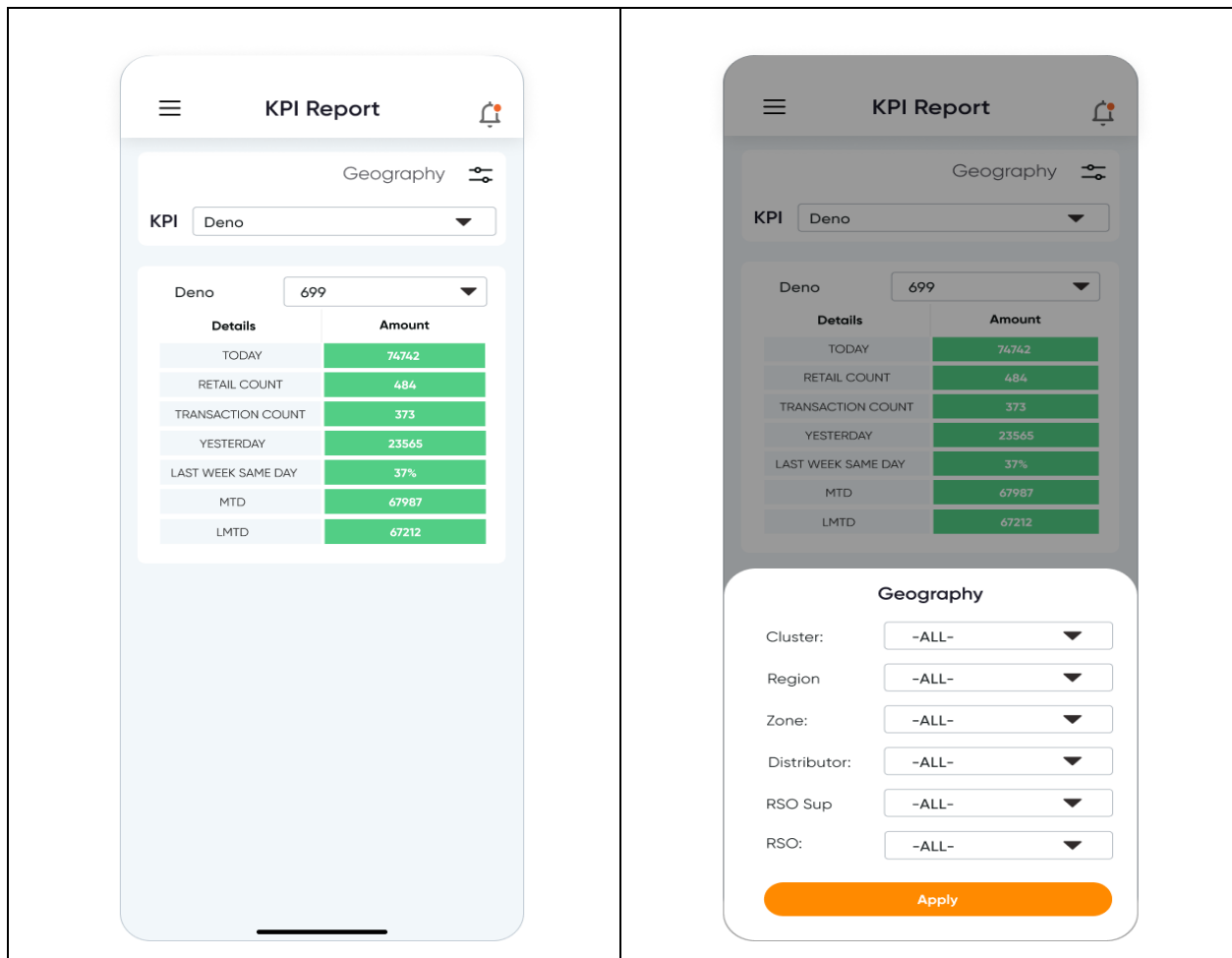

Workflow Diagram

Workflow Description:

i.   KPI Report
ii.   Select Cluster
iii.   Select Region
iv.   Select Distributor
v.   Select RSO Sup
vi.   Select RSO
vii.   Select KPI (Deno)
viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv. Users must see the summarized data on the default landing report page under him/her.

v. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.
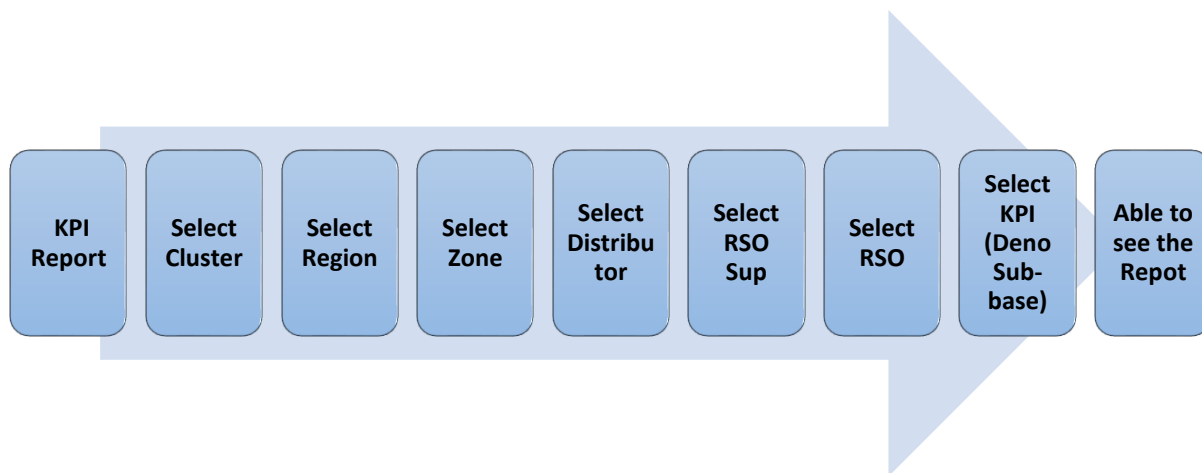
3.10 FR-10: KPI: Deno Sub-base

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the Deno Sub- base report from this tab. User can be able to see the individual report by selecting the specific tab (Deno, 3D, 7D, 30D).

Details	Recipient	Data Frequency
Subbase, today, yesterday, last week same day, MTD Vs LMTD, 3D, 7D, 30D	ZM, DD, Top	Near Real time

i.   A new Report feature of KPI "Deno Sub-base".

ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)

iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.

iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.

v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".

vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".

vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".

viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".

ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".

x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".

xi.   An "Deno Sub-base" table view format with fields (**Subbase**, **Today** (Cumulative Achievement of todays' till time), **Yesterday** (Cumulative Achievement of yesterday (Full day)), **Last week same day** (Cumulative Achievement of last week same day (Full day)), **MTD** (Total Amount and Percentage (%)), **LMTD** (Cumulative Achievement of LMTD)) with dropdown selection feature "Deno Amount (Hero Deno from DMS)", and 3D, 7D, 30D Tab selection feature..

xii.   All the Negative growth items/values color are Red.

xiii. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).
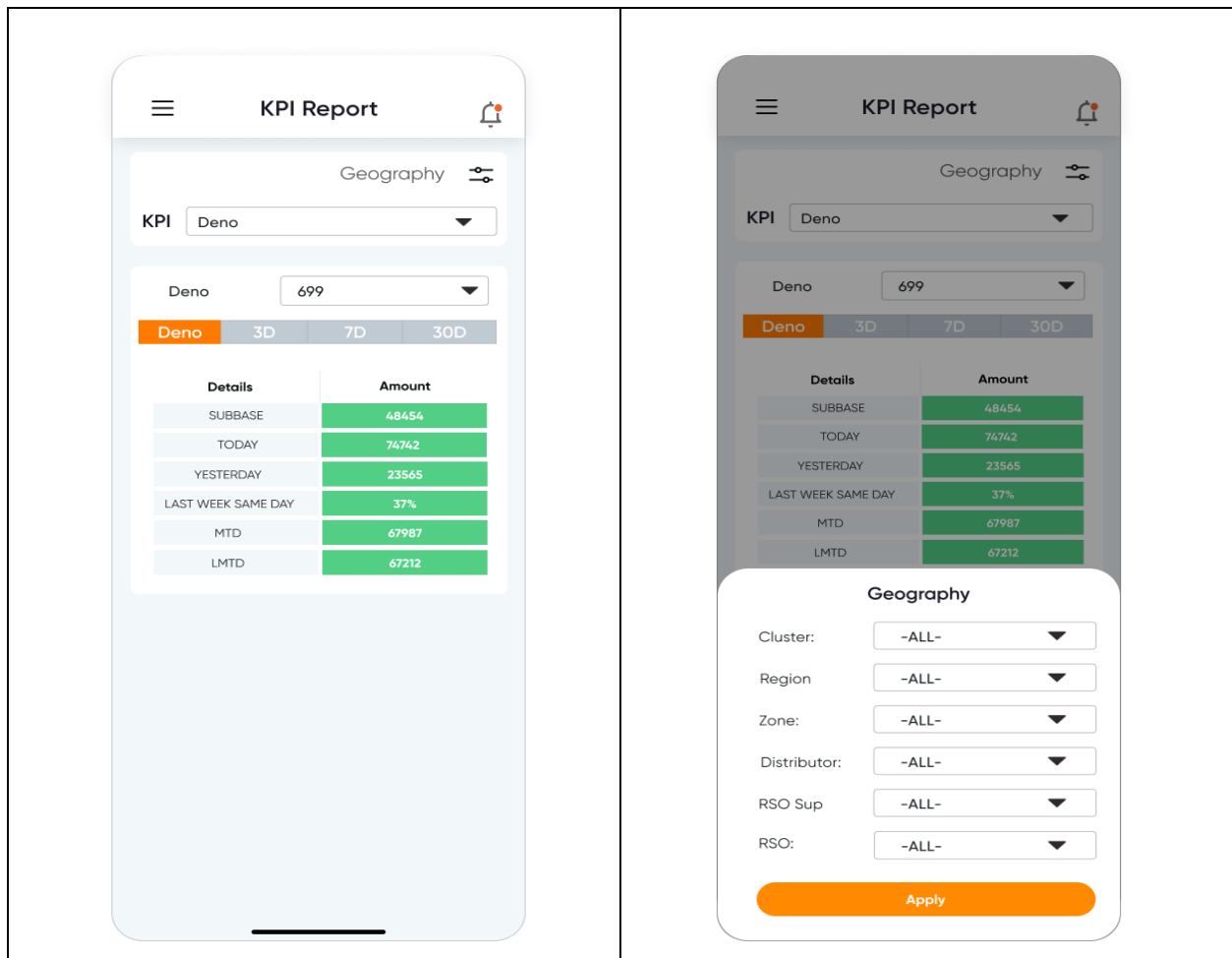
Workflow Diagram App:

Workflow Diagram 2 (Example)

Workflow Description:

     i.   KPI Report
     ii.   Select Cluster
     iii.   Select Region
     iv.   Select Distributor
     v.   Select RSO Sup
     vi.   Select RSO
     vii.   Select KPI (Deno Sub-base)
     viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i.   Geography Filter feature can be hide/show with the filter button.

ii.   Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii.   All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv.   Users must see the summarized data on the default landing report page under him/her.

v.   The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.11 FR-11: KPI: Site

For App,

Users: ZM, DD, Top.

Objective: User will be able to see the Site report from this tab.

Details	Recipient	Data Frequency
GA, Subbase, Rev, Data Revenue, Voice Revenue, LSO, SSO (MTD, LMTD)	ZM, DD, Top	D-1

    i.   A new Report feature of KPI "Site".

    ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)

    iii.   User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.

    iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.

    v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".

    vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".

    vii.   After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".

    viii.   After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".

    ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".

    x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".

    xi.   An "Site" table view format with fields (GA, Subbase, Revenue, Data Revenue, Voice Revenue, LSO MTD, LSO LMTD, SSO MTD, SSO LMTD)

    xii.   All the Negative growth items/values color are Red.

    xiii.   All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).
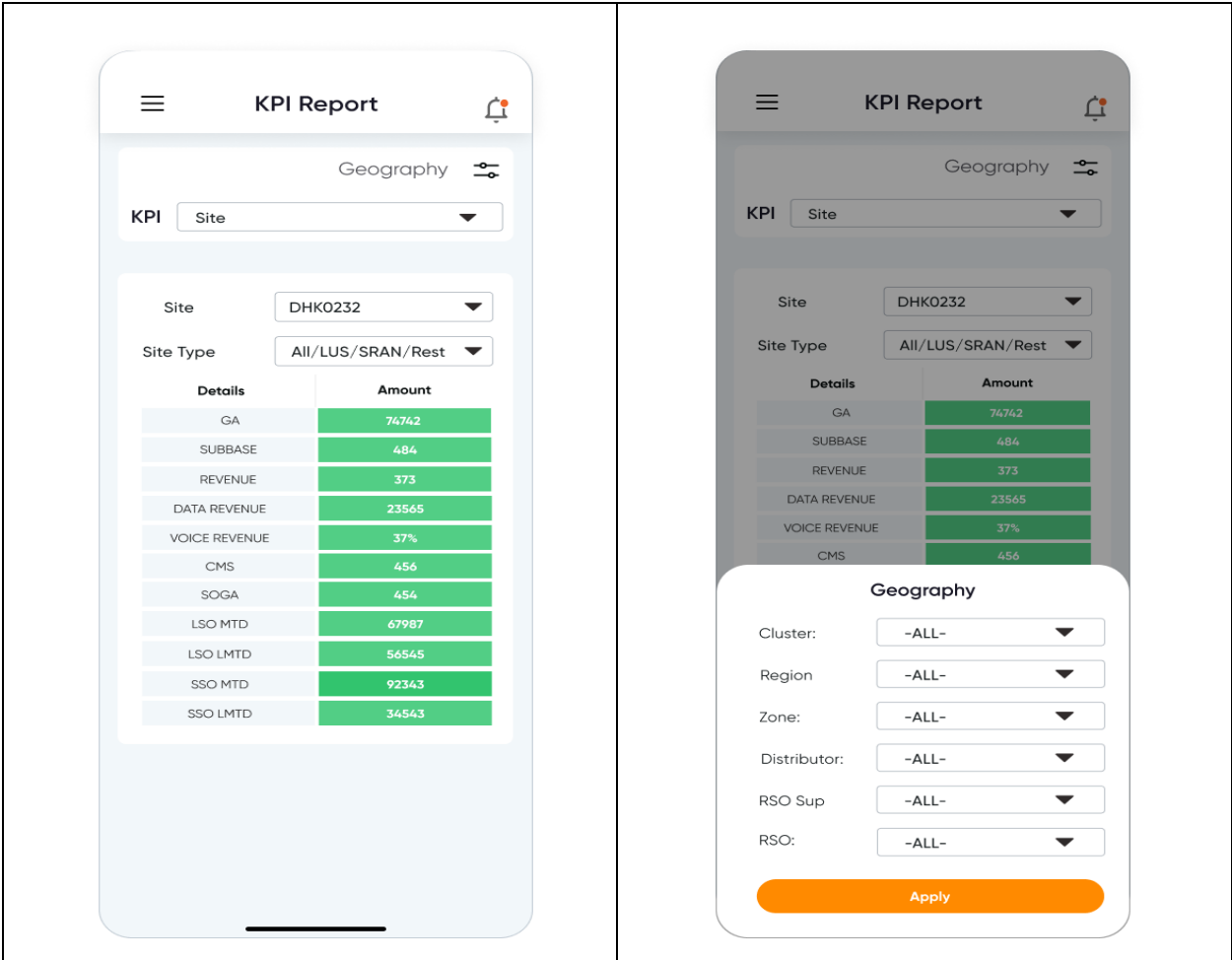
Workflow Diagram App:
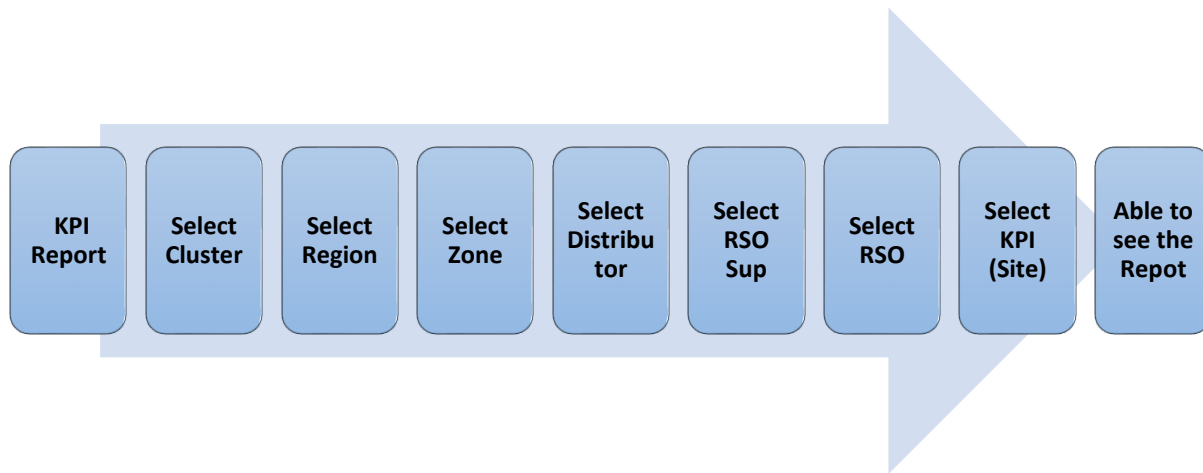
Workflow Diagram 2 (Example)

Workflow Description:

    i.   KPI Report
    ii.   Select Cluster
    iii.   Select Region
    iv.   Select Distributor
    v.   Select RSO Sup
    vi.   Select RSO
    vii.   Select KPI (Site)
    viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i.   Geography Filter feature can be hide/show with the filter button.

ii.   Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii.   All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)

iv.   Users must see the summarized data on the default landing report page under him/her.

v.   The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.

3.12 FR-12: KPI: Retail SCR
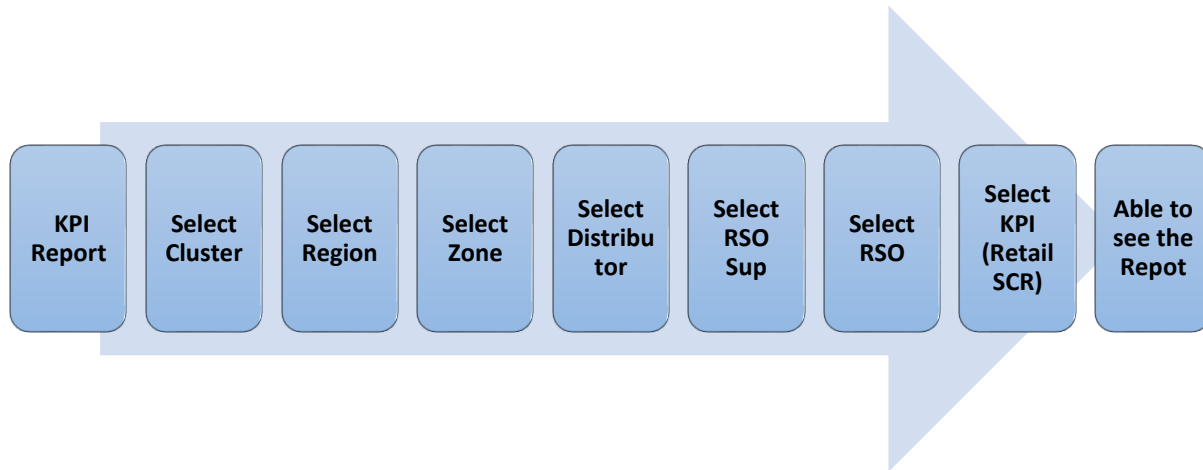
For App,

Users: RSO, ZM, DD, Top.

Objective: User will be able to see the Retail SCR report from this tab.

Details	Recipient	Data Frequency
Less than 2 days stock %, Less than 1 day stock %	RSO, ZM, DD, Top	D-1

i.   A new Report feature of KPI "Retail SCR".
ii.   A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
iii. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs.
iv.   To view summarized data for Top level users, on the default page users must view all "Clusters" summarized data.
v.   After selecting a "Cluster" users can see summarized data of all the "Regions" under that selected "Cluster".
vi.   After selecting a "Region" under a "Cluster" users can see summarized data of all the "Zones" under that selected "Region".
vii. After selecting a "Zone" under a "Region" users can see summarized data of all the "Distributors" under that selected "Zone".
viii. After selecting a "Distributors" under a "Zone" users can see summarized data of all the "RSO Supervisors" under that selected "Distributor".
ix.   After selecting a "RSO Supervisor" under a "Distributor" users can see summarized data of all the "RSOs" under that selected "RSO Supervisor's".
x.   After selecting a "RSO" under a "RSO Supervisor" users can see summarized data of all the "Retailers" under that selected "RSO".
xi.   The "Retail SCR" table view format with fields (**Less than 1 Day Stock Retail Count** (Retail count of D-1 who have Less than 1-day stock), **Less than 1 Day Stock Retail Count Retail (%)** ((Less than 1 Day Retail Count/ Total Retail) * 100), **Less than 2 Day Stock Retail Count** (Retail count of D-1 who have Less than 2-day stock), **Less than 2 Day Stock Retail Count Retail (%)** ((Less than 2 Day Retail Count/ Total Retail) * 100)).
xii. All the Negative growth items/values color are Red.
xiii. All the behind MTD growth items, if MTD Achievement is less than that time/day target's then they are colored if the deviation is equal or less than 5% the color is yellow else the Target vs MTD Achievement deviation is more than 5% the color is Red).
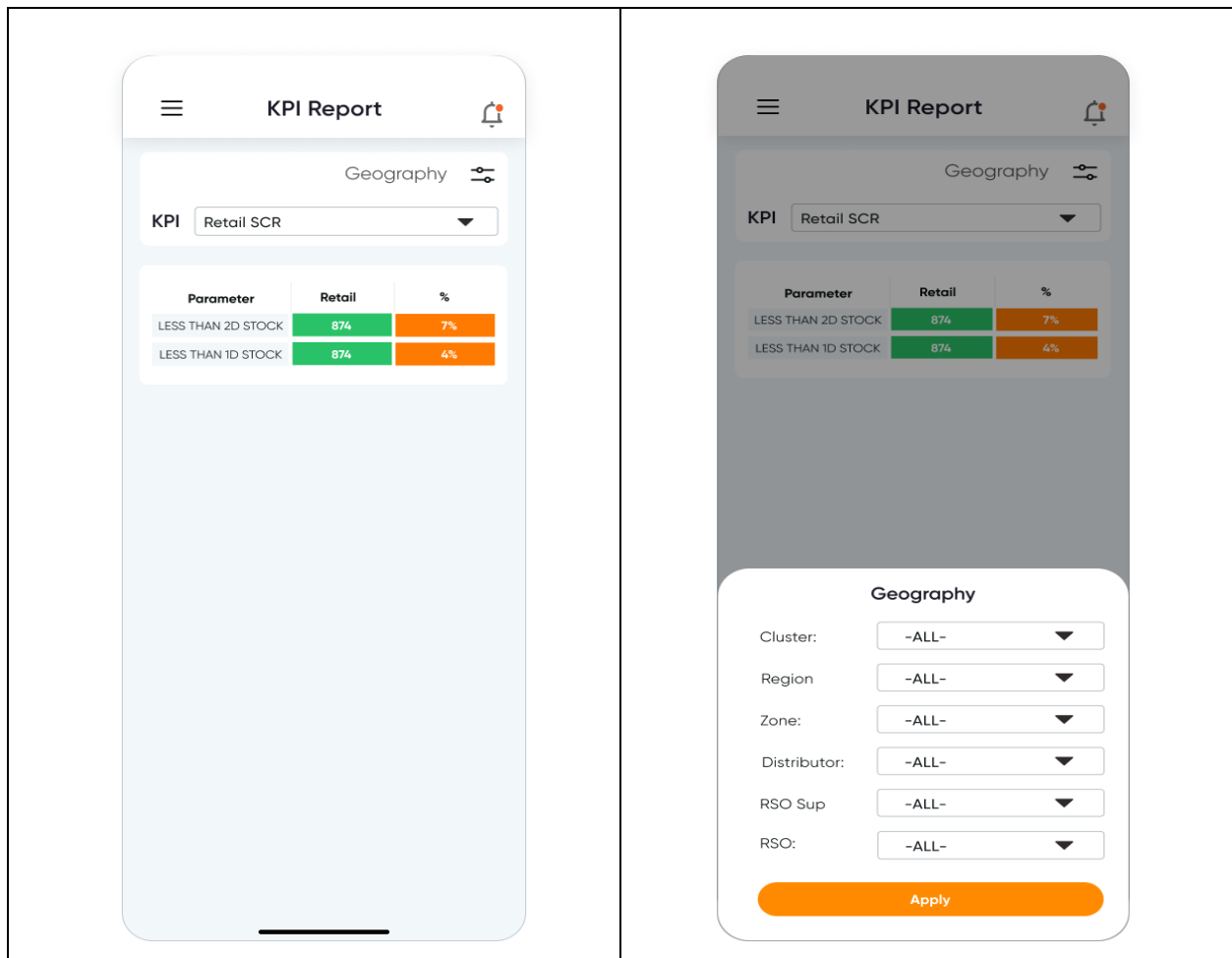
Workflow Diagram App:

KPI Report → Select Cluster → Select Region → Select Zone → Select Distributor → Select RSO Sup → Select RSO → Select KPI (Retail SCR) → Able to see the Repot

Workflow Diagram

Workflow Description:

    i.   KPI Report
    ii.   Select Cluster
    iii.   Select Region
    iv.   Select Distributor
    v.   Select RSO Sup
    vi.   Select RSO
    vii.   Select KPI (Retail SCR)
    viii.   Able to see the Report

User Interface for App:

Rules/Validations:

i. Geography Filter feature can be hide/show with the filter button.

ii. Users can view and select the values in Geography filter under his/her low level of the Geography. Example: ZM can view and select the values in "Distributor", "RSO Supervisor", and "RSO" dropdown under the ZM.

iii. Users must see the summarized data on the default landing report page under him/her.

iv. The summarized data view must work as user's hierarchy & demography. Example: RSO will see Retailers summarized data under him/her, RSO Supervisor will see RSOs summarized data under him/her.