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1. **Software Requirements Specifications**

## 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).

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| **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 |

1. A new Report feature of KPI “GA”.
2. A Geography filter feature with selectable options of (Cluster, Region, Zone, Distributor, RSO Sup, RSO)
3. User wise summarized data view after login. Example: RSO will see the summarized data of Retailers, ZM will see summarized data of RSOs)
4. To view summarized data for Top level users, on the default page users must view all “Clusters” summarized data.
5. After selecting a “Cluster” users can see summarized data of all the “Regions” under that selected “Cluster”.
6. After selecting a “Region” under a “Cluster” users can see summarized data of all the “Zones” under that selected “Region”.
7. After selecting a “Zone” under a “Region” users can see summarized data of all the “Distributors” under that selected “Zone”.
8. After selecting a “Distributors” under a “Zone” users can see summarized data of all the “RSO Supervisors” under that selected “Distributor”.
9. After selecting a “RSO Supervisor” under a “Distributor” users can see summarized data of all the “RSOs” under that selected “RSO Supervisor’s”.
10. After selecting a “RSO” under a “RSO Supervisor” users can see summarized data of all the “Retailers” under that selected “RSO”.
11. Logic for DRR (Daily Run Rate): Target / Month Days
12. Logic for CRR (Current Run Rate): Achievement / Days Elapsed
13. Logic RRR (Required Run Rate): (Target - Achievement)/Remaining days.
14. 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)).
15. 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)).
16. All the Negative growth items/values color are Red.
17. 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:**

Workflow Diagram 1 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (GA)
8. Able to see the Report

**Rules/Validations:**

1. Geography Filter feature can be hide/show with the filter button.
2. 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.
3. MTD vs LMTD decimal value must be Rounded up to next integer value.
4. For DRR, CRR, RR decimal value must Rounded up to next integer value.
5. Rules/Validations 4 All the Negative growth items/values & behind MTD growth items are colored differently. (Color: Red)
6. Users must see the summarized data on the default landing report page under him/her.
7. 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.

**User Interface for App,**

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## FR-2: KPI: All Bundle

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| **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 |

1. **Clarifications:**
2. DRR (Daily Run Rate): Target / Month Days
3. CRR (Current Run Rate): Achievement / days elapsed
4. RRR (Required Run Rate): (Target - Achievement)/remaining days
5. Upload / Update Page required in Web to upload Target

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the All Bundle report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (All Bundle)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-3: KPI: Data

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| **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 |

* **Clarifications:**
* DRR (Daily Run Rate): Target / Month Days
* CRR (Current Run Rate): Achievement / days elapsed
* RRR (Required Run Rate): (Target - Achievement)/remaining days

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the Data report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (Data)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-4: KPI: EV

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| **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 |

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the EV report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (EV)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-5: KPI: SC

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| --- | --- | --- |
| **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 |

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the SC report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (SC)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

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

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

* **Clarifications:**
* LSO (Load Selling Outlet): Active iTopUp Selling retailer with minimum 100 Tk. C2S and minimum 4 days transaction in a month
* DLSO (Daily Load Selling Outlet): Active iTopUp Selling retailer with minimum 1 transaction each day of current month
* SSO (SIM Selling Outlet): Active SIM Selling retailer with minimum 2 GA in a month
* DSSO (Daily SIM Selling Outlet): Active SIM Selling retailer with minimum 1 GA each day of current month
* BSO (Bundle Selling Outlet): Active iTopUp Selling retailer with minimum 200 Tk. Mixed Bundle or Data Bundle or Voice Bundle sales and minimum 4 days transaction in a month
* DSO (Data Selling Outlet): Active iTopUp Selling retailer with minimum 200 Tk. Mixed Bundle or Data Bundle sales and minimum 3 days’ transaction in a month

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the LSO, DLSO, SSO, DSSO, BSO, DSO report from this tab. User can be able to see the individual report by selecting the specific tab (Overall, BP, RSO).

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (LSO, DLSO, SSO, DSSO, BSO, DSO)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-7: KPI: M1/M2 Decay

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

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

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

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (M1/M2 Decay)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers; Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters; Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-8: KPI: App Utilization

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| --- | --- | --- |
| **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 Trans) | ZM, DD, Top | D-1 |
| RSO App Utilization (Overall Trans Count. Vs App Trans Count) | ZM, DD, Top | D-1 |
| 80% RSO app trans RSO count, % | ZM, DD, Top | D-1 |
| Less than 2 days stock %, Less than 1 day stock % | ZM, DD, Top | D-1 |

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

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

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (App Utilization)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers; Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters; Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-9: KPI: Deno

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| **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 |

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the Deno report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (Deno)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.
10. .

## FR-10: KPI: Deno Sub-base

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

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the Deno Sub-base report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (Deno Sub-base)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers; Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters; Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-11: KPI: Site

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

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the Site report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (Site)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.

## FR-11: KPI: Retail SCR

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

**Users: Users Type 1, Users Type 2, Users Type 3 (Please arrange this on a priority basis) (Who will use this feature).**

**Business Logic:** User will be able to see the Retail SCR report from this tab.

**Workflow Diagram App:**

Workflow Diagram 2 (Example)

**Workflow Description:**

1. KPI Report
2. Select Cluster
3. Select Region
4. Select Distributor
5. Select RSO Sup
6. Select RSO
7. Select KPI (Retail SCR)
8. Able to see the Report

**User Interface for App,**

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**Rules/Validations:**

1. Rules/Validations 1
2. Rules/Validations 2
3. Rules/Validations 3
4. Rules/Validations 4
5. Rules/Validations 5
6. Date validation: Future Date can be selected, Past Date can’t be selected
7. Field Type: Title/Event Name is character and numbers, Date is DD: MM: YYYY
8. Field Length: Title/Event Name length is 50 characters, Date length is 10.
9. Mandatory Fields: Title, Description, Upload Image, Date.