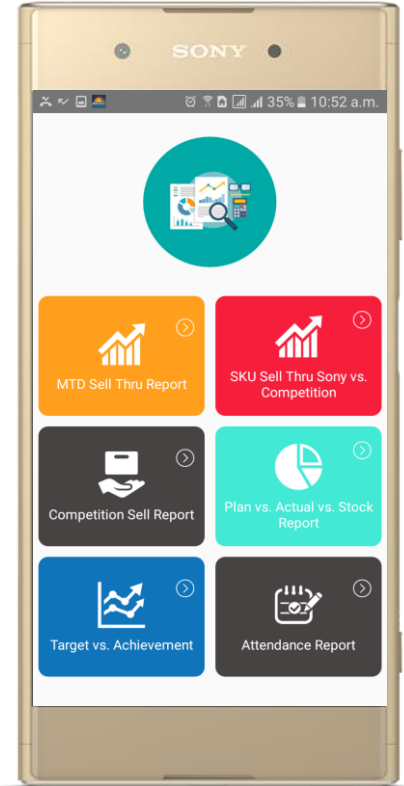


Ambo

Meeting Scheduled

3rd Jan'18- 1st Round complete-
New Requirement & Current
Changes.

9th Jan'18- 2nd Round Complete-
Web Reports changes &
Timeline.



SFA App



Breaking News

- Message should reflect in Analytical Apps too.- Role Selection Option need to be given
- Date of received /Validity/Sent by user name/ Read or unread option

Geo Tagging

- New window to capture dealer location from App (just similar to WhatsApp).
- Current system – few issues while capturing location in Ambo (Retrieve issue)
- Location fencing will be done in dealer master (Radius to be set to 200 meters)

Advance Leave Option

- At leave option show date from and date to.
- Date from will be default today, past date will be blocked

SFA Profile

- GPS Location will show
- Asset Details of Issued Handsets

Training Feedback

- New Request Proposal-SFA will give Training Feedback thru Mobile App.

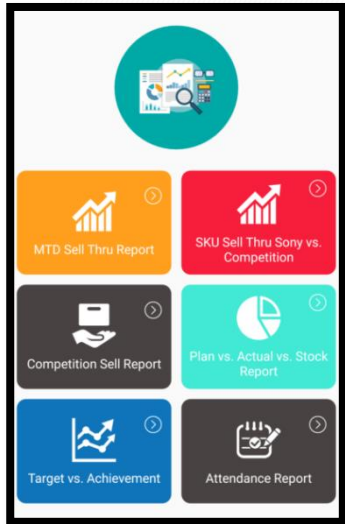
Display Report

- Previous week entry should not be visible to SFAs.
- Need to add new filter - Product Category
- Always show week wise latest model data, SFA can see own dealer data.

Competition Headcount Report

- SFA Type will come as per brand category mapping in Ambo.

Website & Analytical App



Website Revamp

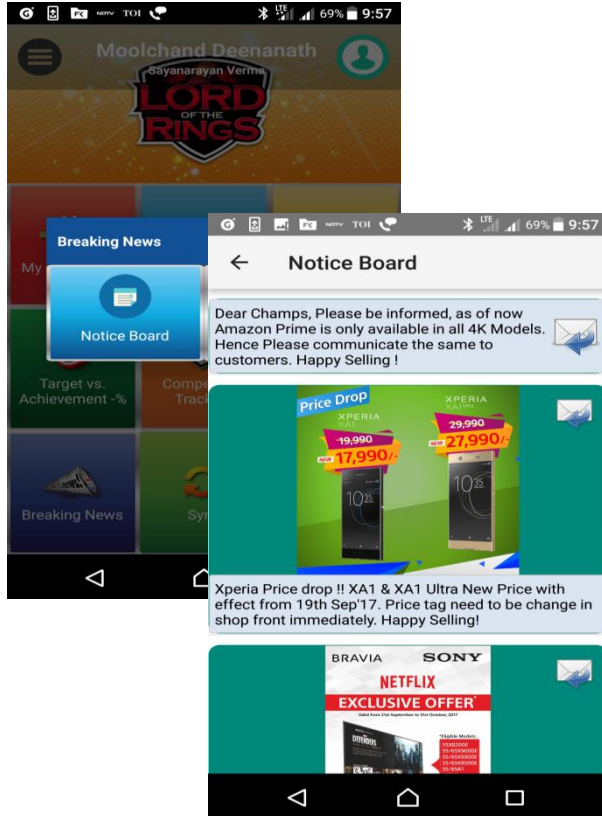
- New Look & Feel of Ambo Website.
- Date Format/ Employee Master Correction/
- RDI fixed reports should be automated in Ambo- Just download & analyze. (Daily/Weekly/Monthly/Festival)

Analytical Apps – Branch Analysis Changes

- Row freeze but Column is not freeze- Both should be freeze.
- User should be able to select multiple categories to see all the Skus trend in single page with competition SKUs.
- Comparison With Last year Data- Qty & Value.
- Selection option on reports (needs to show open filters on all reports)
- Last 3 Days Sales- Date Calendar Option to see the sales
- All India /Branch wise Sales Trend- Qty & Value
- New Module in Analytical apps for Headcount Report
- Festival Sell thru Tracker

Breaking News

- Current



- Proposed

Date from and to, sent by (show name) needs to be visible on app.

Create 2 window for new and old messages. Tap once for new messages to convert it into old messages.

Module addition for Analytical app also- SID Login id 's can also see the broadcast message

Screen-1

Subject:-	<input type="text"/>
Date From	<input type="text"/>
Date To	<input type="text"/>
Message	

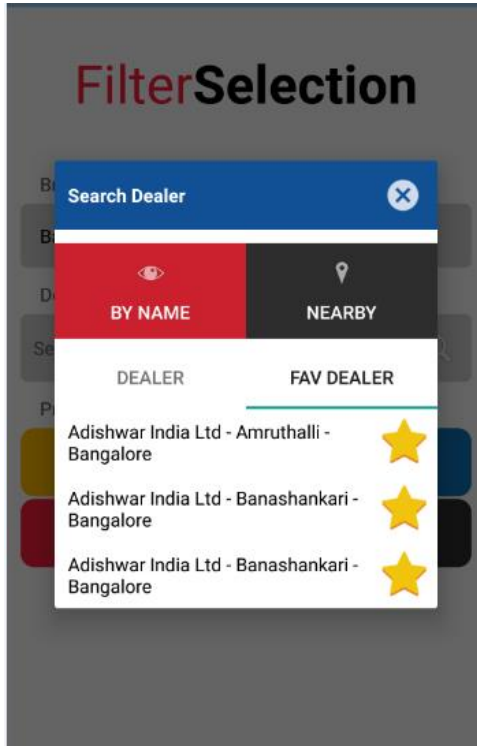
Screen-2

<input type="text" value="Branch"/>	
<input type="text" value="SFA Division"/>	
<input type="text" value="SID Users"/>	<input type="text" value="Selcted Branch + HO"/>
<input type="text" value="Select SFA"/>	<input type="text" value="Default:- All"/>

Geo Tagging

- Current**

Near by Field is not accessible-
Location tagging is missing in the dealer master



- Proposed**

- New Window to capture dealer location from App (just similar to WhatsApp).
- Location needs to be dealer wise. Multiple SFA at same counters will see same location. Location will be visible on app home screen.
- If RDI found wrong location then he needs to delete the location from dealer master.

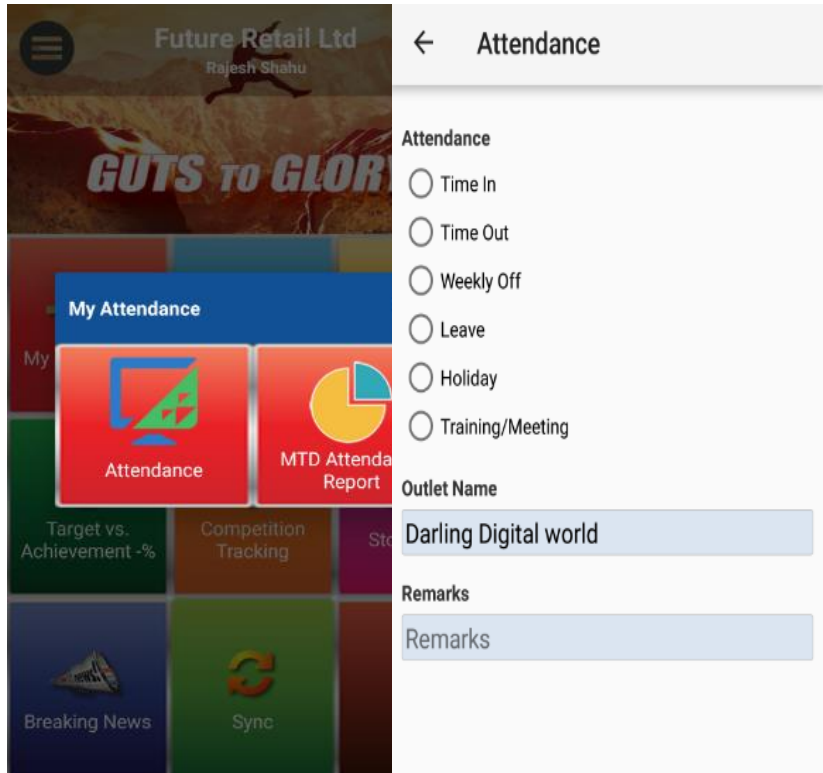
Screen

Mobile App (SFA)		
Capture Location		
Current Location (Accurate 50 meter)		
Address:-	Sony India- A18, Sarita Vihar- Delhi	

Leave Page

- Current**

No Advance Leave Process in current Systems.



- Proposed**

- At leave option show date from and date to.
- Date from will be default today, past date will be blocked
- Report will be updated as per leave schedule
- If SFA update attendance after punching leave then DB will be updated accordingly.
- Advanced Leave (AL) Report need to be maintain Separately .
- If SFA submitted attendance then in MTD SFA Report will show the current attendance punched status- Currently it is showing Absent.

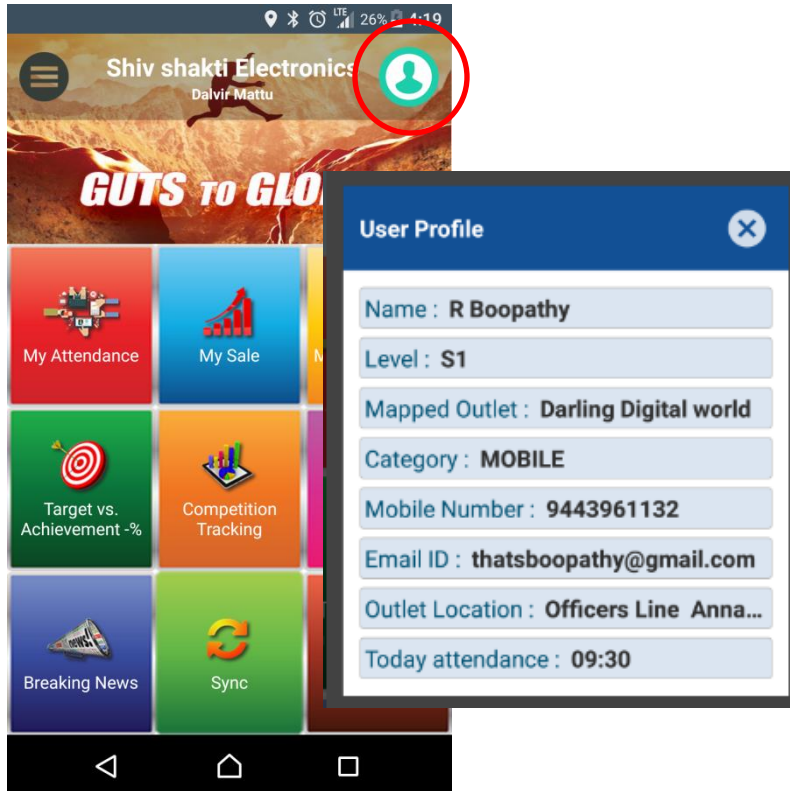
Screen

Attendance - Leave	
Date From	
Date To	
Reason of Leave	Marriage Medical Personal Other
Remarks	

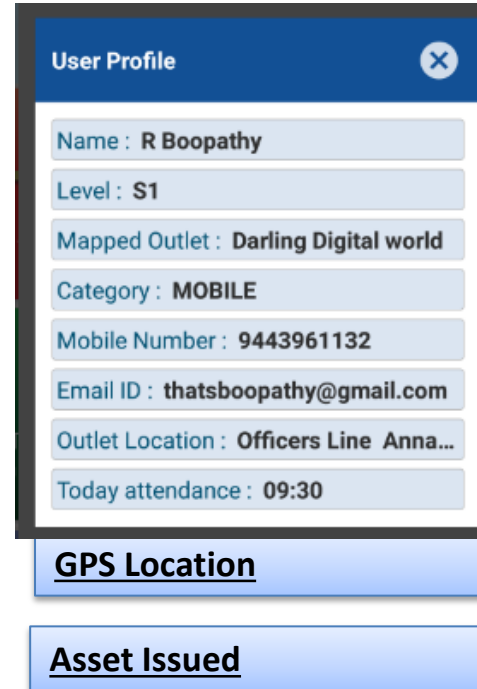
SFA Profile Option

- Current

Asset Details & Geo Location is not showing.



- Proposed







Training Feedback Form

- **New Request Proposal**

- SFA will give Training Feedback thru Mobile App.
- Once SFA will punch Training in attendance page than they can able to give their feedback
- Course Name
- Trainers Name
- Product Training given (07LCD/08DAV/NA.....)
- Channel (Sony Center/Dealer etc).....
- Comments Suggestion.....

Please rate the following:

	Excellent 	Good 	Average 	Poor 
<u>1.Course Rating:</u>				
1A Training Content				
1B Easy to Understand				
1C Training Timing				
<u>2.Training Felicities:</u>				
2A Training Room and Location				
2B Equipment /Demo Units				
2C Food / Snacks				
<u>3.Trainer Rating:</u>				
3A Trainer Knowledge				
3B Trainer Teaching Style				
3C Trainer Friendliness and Approach				
3D Easy to Understand the Communication				
<u>4. Self Rating:</u>				
4A What is my Knowledge before attending				
4B What is My Knowledge After attending				
4C Able to Apply what I have learnt Today				
4D Able to talk to customer confidently				

Competition Headcount Report

- Current**

SFAs are punching the SFA count of the Competitor brand

Current system is static .

Report is not visible in Analytical App

← Competition Headcount

Brand

SS

Type

Count

TV

HA

TV+HA

DI

MDR

Mobile

Submit

Back

- Proposed**

SFA Type will come as per brand category mapping in Ambo.

New Module in Analytical apps for Headcount Report

SFA App

← Competition Headcount

Brand

SS

Type

Count

TV

HA

TV+HA

DI

MDR

Mobile

Submit

Back

Brand	TV	DI	HT	MDR	Mobile	TV + HA
SS	✓	✓				
LG			✓			
Multiple Selection						

Analytical App

Competition headcount	
Branch	All/Branch
Type	TV/HA/TV+HA
Channel	Dealer/NR/All
Account	Reliance/Croma/Adishwar etc/All
Brand	Count
Samsung	
LG	
Panasonic	
Oppo	
Vivo	
Nokia	
Total	0

Display Report

- Current**

In SFA Mobile App previous Week/Month SKUs are reflecting in their mobile-

← Display - Plan Vs Actual

20 Dec 2017	KLV-32W622E	1	1
20 Dec 2017	KLV-32W562D	1	1
20 Dec 2017	KLV-32W512D	0	1
20 Dec 2017	KLV-32R412D	0	1
20 Dec 2017	KLV-29P423D	1	1
20 Dec 2017	KLV-24P413D	1	1
29 Nov 2017	DAV-TZ145	0	1
29 Nov 2017	KLV-32R302E	1	1
08 Nov 2017	SA-D100	0	1
06 Sep 2017	KD-55X8200E	0	1
06 Sep 2017	KD-55X9300C	0	1
16 Aug 2017	KD-55X9000E	0	1
09 Aug 2017	KD-49X8200E	1	1
31 May 2017	KD-43X8200E	1	1
31 May 2017	KD-55X8500D	1	1
31 May 2017	KDL-50W800D	1	1
31 May 2017	KDL-50W950D	1	1

- Proposed**

Previous week entry should not be visible to SFAs.

Need to add new filter - Product Category

Always show week wise latest model data.

SFA App

Week (ISO)	Date	SKU Name	Planned Qty.	Display Qty.	Gap
WW.YYYY					

Analytical App

Filter:-	Channel	Account		Branch		Product Category
----------	---------	---------	--	--------	--	------------------

Week (ISO)	Date	Dealer Name	SKU Name	Planned Qty.	Display Qty.	Store Back Stock
WW.YYYY						

Row & Column Freeze

- Current**

Current System Row is freeze bur Column is not freeze

SKU wise MTD Sony vs. Competition

LCD TV 40

Sony			
Model	Jul-2017	Jun-2017	May-2017
KD-43X7002E	0	1	0
KD-43X8200E	0	1	0
KDL-43W800D	0	4	1
KLV-40R352D	0	0	1
KLV-40R352E	1	1	0
KLV-40W562D	0	8	3
KLV-43W772E	5	1	0
Total	6	16	5

Samsung			
Model	Jul-2017	Jun-2017	May-2017
40K5000	1	1	0
40K5570	0	1	0

- Proposed**

Row freeze but Column freezing is not possible
– Vendor is trying to solve this as earliest.

SKU wise MTD Sony vs. Competition

LCD TV 40

Sony			
Model	Jul-2017	Jun-2017	May-2017
KD-43X7002E	0	1	0
KD-43X8200E	0	1	0
KDL-43W800D	0	4	1
KLV-40R352D	0	0	1
KLV-40R352E	1	1	0
KLV-40W562D	0	8	3
KLV-43W772E	5	1	0
Total	6	16	5

Samsung			
Model	Jul-2017	Jun-2017	May-2017
40K5000	1	1	0
40K5570	0	1	0

Shop Analysis : SKU Sell Thru Sony Vs Competition

- Current**

Only one category can be selected at a time

SKU wise MTD Sony vs. Competition

Dealer
A One Electronics - Maninagar - Ahmedabad

Product Category
07LCDTV

Product Sub Category
Select
LCD TV below 26
LCD TV 26
LCD TV 32
LCD TV 40
LCD TV 46

SKU wise MTD Sony vs. Competition

LCD TV 40

Sony			
Model	Jul-2017	Jun-2017	May-2017
KD-43X7002E	0	1	0
KD-43X8200E	0	1	0
KDL-43W800D	0	4	1
KLV-40R352D	0	0	1
KLV-40R352E	1	1	0
KLV-40W562D	0	8	3
KLV-43W772E	5	1	0
Total	6	16	5

Samsung			
Model	Jul-2017	Jun-2017	May-2017
40K5000	1	1	0
40K5570	0	1	0

- Proposed**

User should be able to select multiple categories to see all the Skus trend in single page with competition

SKU wise MTD Sony vs. Competition

Dealer
A One Electronics - Maninagar - Ahmedabad

Product Category
07LCDTV

Product Sub Category
Select
LCD TV below 26
LCD TV 26
LCD TV 32
LCD TV 40
LCD TV 46
LCD TV 52
LCD TV 37
LCD TV 65 And Above
LCD TV 22
LCD TV 24

Selection option on reports (needs to show open filters on all reports)

- **Current**

- Branch, Channel, Category etc cannot be changed once report is executed

- **Proposed**

- Option to execute the report after changing the selection from report screen

← Model Wise Trend-SID Apps

Model Name	September 2017	August 2017	July 2017	June 2017	Closing Stoc
KD-43X7002E	74	53	58	30	1
KD-43X7500E	50	26	2	0	1
KD-43X8200E	61	43	40	84	1
KD-43X8300D	2	1	3	41	0
KD-49X7002E	66	32	39	16	1
KD-49X7500E	21	12	9	0	0
KD-49X8200E	22	21	24	31	0
KD-49X8300D	0	7	6	28	0
KD-49X8500B	0	0	0	2	0

← Model Wise Trend-SID Apps

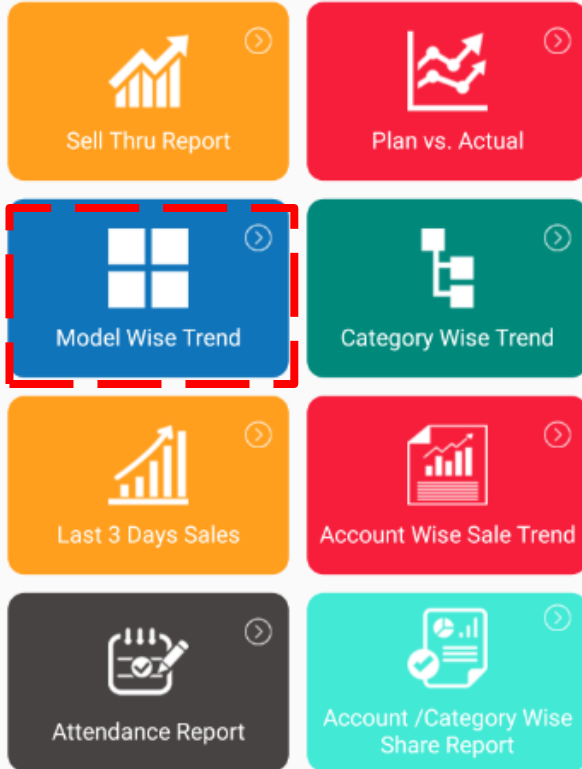
Branch New Delhi Sales Off Product Category 07LCDTV

Product Sub Category All Channel Select

Model Name	September 2017	August 2017	July 2017	June 2017	Closing Stoc
KD-43X7002E	74	53	58	30	1
KD-43X7500E	50	26	2	0	1
KD-43X8200E	61	43	40	84	1
KD-43X8300D	2	1	3	41	0
KD-49X7002E	66	32	39	16	1
KD-49X7500E	21	12	9	0	0
KD-49X8200E	22	21	24	31	0
KD-49X8300D	0	7	6	28	0
KD-49X8500B	0	0	0	2	0

Branch Analysis : Model Wise Trend

- Current



Last four month data is displayed

Model Wise Trend-SID Apps						
Model Name	July 2017	June 2017	May 2017	April 2017	Closing Stock	Display St
KD-55X7002E	1	0	0	0	1	1
KD-55X8200E	2	4	0	0	1	1
<D-55X8500D	0	5	2	3	0	0
KD-55X9000E	0	1	0	0	0	0
KD-55X9300E	0	1	0	0	0	0
<DL-55W800D	5	21	16	8	1	1
Total	8	32	18	11	3	3

- Proposed

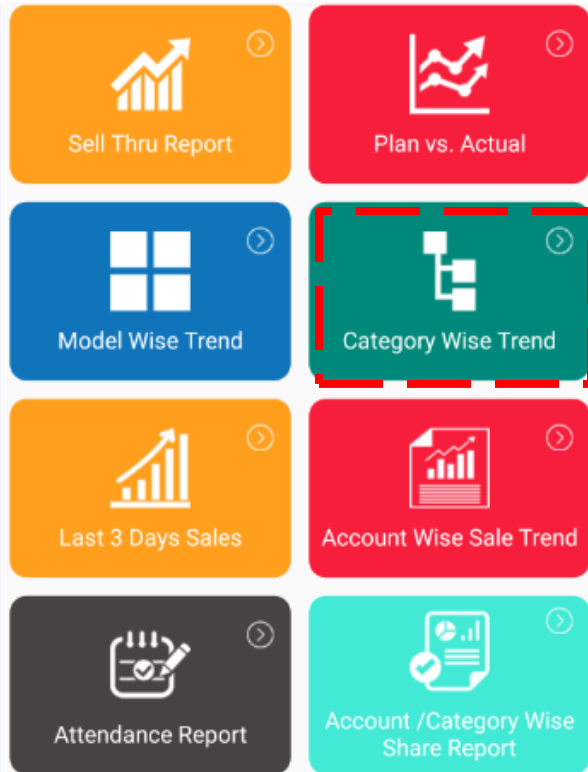
Comparison with last year corresponding months

Branch	All/Gurgaon				Channel	Dealer
	Model Wise Sale Trend					
Model Name	Jul'17	Jul'16	Jun'17	Jul'16	May'17	May'16
32R422E	50				100	10
32W672E						
32W622E						
32R412D						
32R562D						
Total	50	0	0	0	100	10

Branch Analysis : Category Wise Trend

- Current**

Last four month data is displayed



Category Wise Trend-SID Apps				
Product Category	September 2017	August 2017	July 2017	June 2017
04EN	76	124	161	158
07LCDTV	4466	4655	5267	8585
08DAV	521	646	560	845
08HTIB	181	192	202	181
08MINIHIFI	250	288	198	330
09MDR	3316	4835	4216	3670
09MOBILEPHONEACCY	40	57	63	56
09MP3WALKMAN	53	48	41	30
09PA	673	1010	905	877
10CAM	27	26	22	41

- Proposed**

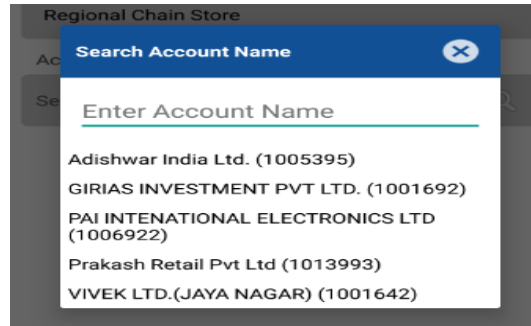
Comparison with last year corresponding months

	Sale							
Product Category	Sep'17	Sep'16	Aug'17	Aug'16	Jul'17	Jul'16	Jun'17	Jun'16
07LCD								
08DAV								
09MDR								
12Mobile								
10DSLR								
Total	0	0	0	0	0	0	0	0

Branch Analysis : Account Wise Sale

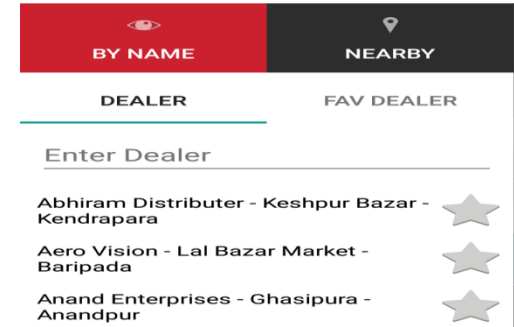
• Current

- No option of add to favorites
- Last four month sales



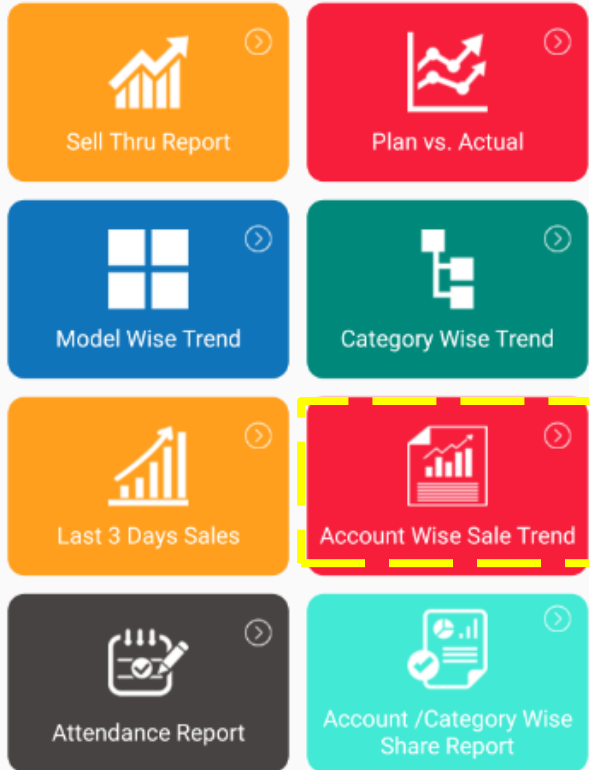
• Proposed

- Add to favorite option
- Comparison of last four month data with last year corresponding months



Account Wise Sale Trend	
Account Name	Reliance (1000123)

Model Name	Sale					
	Jul'17	Jul'16	Jun'17	Jul'16	May'17	May'16
07LCD						
08DAV						
09MDR						
12Mobile						
10DSL						
Total						



Last 3 days Model wise sales

- Current



Last 3 Days Sales

Model Name	MTD	27 Sep 2017	26 Sep 2017	25 Sep 2017
KD-43X7002E	142	8	14	11
KD-43X7500E	137	7	8	10
KD-43X8200E	113	6	8	8
KDL-43W800D	88	6	5	2
KLV-40R352D	17	1	2	0
KLV-40R352E	302	16	12	15
KLV-40W562D	25	0	4	4
KLV-40W672E	410	16	19	33
KLV-43W772E	484	21	22	26



Sell Thru Report



Plan vs. Actual



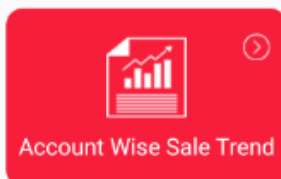
Model Wise Trend



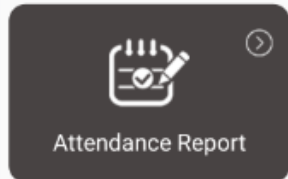
Category Wise Trend



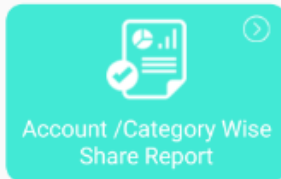
Last 3 Days Sales



Account Wise Sale Trend



Attendance Report



Account /Category Wise
Share Report

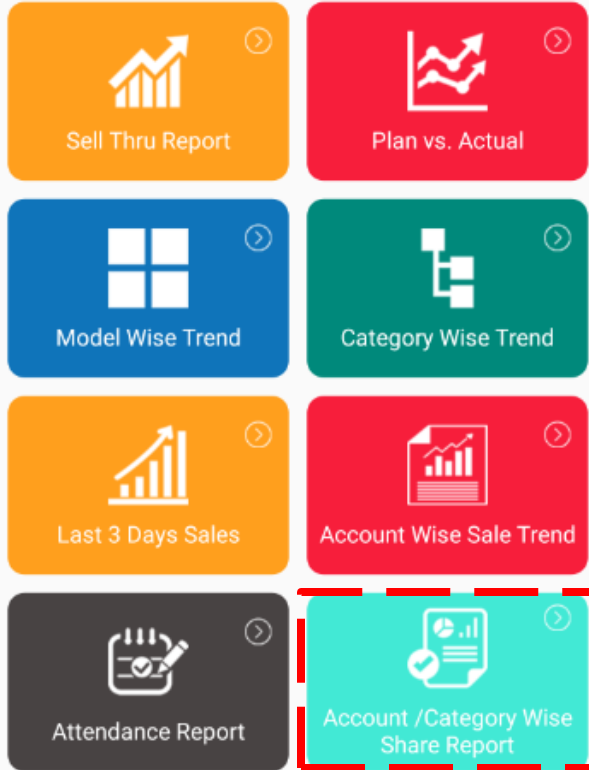
- Proposed

- Last three days model wise sales for selected branch along with channel and category.
- Date option needs to be there.
- App will show data from selected date. Need to add one column "Current Sale" which will show today's sales.

Account /Category Wise Share Report

- Proposed**

Comparison with last year corresponding months



Account /Category Wise Share Report								
Account Name	Reliance (1000123)							
Category	07LCD							
Subcategory	LCD 32							
Current Year	Sale				Share%			
Model Name	Jul'17	Jun'17	May'17	Apr'17	Jul'17	Jun'17	May'17	Apr'17
Sony								
SS								
LG								
Panasonic								
Others								
Total								

Last Year	Sale				Share%			
Model Name	Jul'16	Jun'16	May'16	Apr'16	Jul'16	Jun'16	May'16	Apr'16
Sony								
SS								
LG								
Panasonic								
Others								
Total								

All India /Branch wise Qty & Value Sales

• New Request Proposed

- Branch wise Qty & Value Sales Trend .
- Comparison with last year corresponding months

Branch Wise Trend-SID Apps

Branch	All/Gurgaon
Category	07LCD
Product Sub C	LCD32/ Select All
Channel	Select All/Gurgaon
Dealer	Adishwar

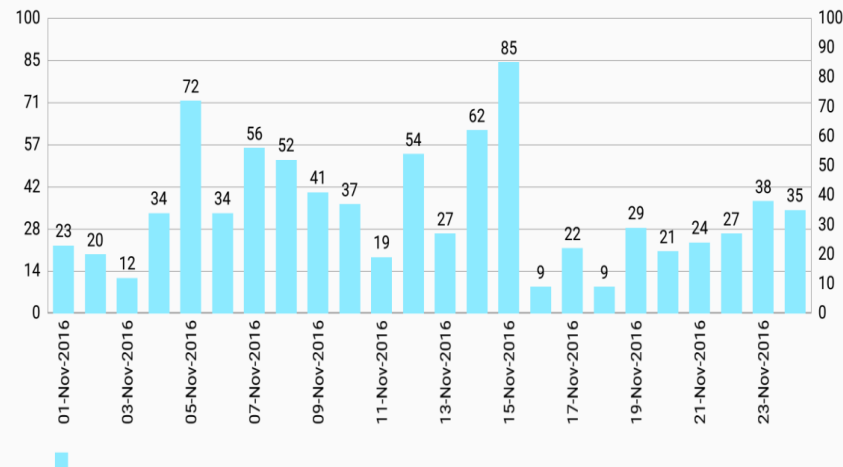
Branch Wise Sale Trend

Model Name	Jul'17	Jul'16	Jun'17	Jul'16	May'17	May'16
Ahmdabad	50				100	10
Bangalore						
Chennai						
Coimbatore						
Cochin						
Total	50	0	0	0	100	10

• Sell thru Chart-

- All India/ Branch wise Daily Sales.
- MTD sales Branch wise Chart .

Sell Thru Report



Festival Sell thru Tracker

Diwali Tracker

Category: TV

From -45/+45 Days

Till -45/+45 Days

Branch	FY16	FY17	FY17 vs FY16	FY18 vs FY17
Ahmedabad			%	%
Bangalore			%	%
Bhubaneswar			%	%

Diwali Tracker

Branch Ahmedabad

From -45/+45 Days

Till -45/+45 Days

Branch	FY16	FY17	FY18	FY17 vs FY16	FY18 vs FY17
07LCD				%	%
08DAV				%	%
09MDR				%	%

Festival Date	FY'15	FY'16	FY'17
Diwali	11-Nov-15	30-Oct-16	19-Oct-17

- **All India format for (NRDI/MD/Categories)**

- **Branch format**

- **New Request Proposed**

- Festival Sell thru Tracker in Web Report as well in Analytical App
- Comparison of Festival daily sales tracker vs PY.
- User should be able to specify from “-xx” days till “+xx” or “-xx days” Also Till “date” option also must be there.
- For example, if today is Diwali – 3 days, We want to see “-45 days” till date. There must be able to set like that.
- Trackers for below festival:
Diwali Tracker, Pooja Tracker, Onam Tracker, Gwalior Tracker, Bihu tracker, Pongal tracker.

Website Upgrade- List of changes in Website (Documents is preparing by vendor)

Module Name : Employee SFA Master
User : Admin
Module Description : This module will used to create user account. It includes following fields:

Field Name	Field Type	Description
Employee Code*	Text Box	This field will use to enter employee code.
Login ID/Employee ID*	Text Box/Read Only	This field will use to enter login ID.
Password*	Text Box	This field will use to enter login password.
Re-Enter Password	Text Box	This field will use to re-enter login password.
Branch*	Drop Down/Auto Fill	This field will use to select branch.
Region*	Drop Down/Auto Fill	This field will use to select region.
State *	Drop Down/Auto Fill	This field will use to select state.
City*	Drop Down/Auto Fill	This field will use to select the city.
Division	Drop Down/Auto Fill	This field will use to select division.
First Name*	Text Box/Auto Fill	This field will use to enter user first name.
Last Name*	Text Box/Auto Fill	This field will use to enter user last name.
Address*	Text Box	This field will use to enter address.
Mobile No.*	Text Box	This field will use to enter mobile number.

Module Name : Branch Master
User : Admin
Module Description : This module will used to maintain the branch. It includes following fields:

Field Name	Field Type	Description
Branch Code	Text	This field will use to enter branch code.
Branch	Text	This field will use to enter branch name.

Advance Filters: - Single search field to search data.

Filter Radio Button – All, Active, Inactive

Display on Screen – Branch Code, Branch

Rights – Add/Edit/Delete

Validations – Record can't be deleted if mapping exist and duplicate restricted.

Module Name : Branch State City Mapping
User : Admin
Module Description : This module will used to create mapping between branch, state and city. It includes following fields:

Field Name	Field Type	Description
Branch	Drop-Down	This field will use to select the branch.
Region	Check-Box	This field will use to select the region.
State	Check-Box	This field will use to select the state.
City	Check-Box	This field will use to select the city.

Advance Filters: – 'Branch', 'Sort', 'Order By' as Drop Down.

Rights – Add/Edit/Delete

RDI Reports from Ambo

Sr.No	Type of Reports	Sub-Reports	Reports Time Daily/Weekly/ Monthly/Festival/ Adhoc
1	DSR	Tgt Vs Ach Model Wise Inch Wise Counter Wise	Daily
2	Share Reports	Sony Vs Competition Report	Daily
3	Attendance Sheet	Ambo Attendance Report	Daily
5	Display & Stock Reports	Sony Display Reports- Qty Defaulter List	Weekly
6	Headcount Report	Competition Headcount Report	Weekly
7	Attrition Reasons	Resigned SFA Reasons	Monthly
8	Incentive Calculation	Qsr Vs Ambo Cross Check	Monthly

Discussed with MIS regarding automated report for RDI.
Given a glimpse of this project .

Detail discussion is planned in Feb'18 .

MPR Portal Update

Reports format need to be align properly.

RefCode	Column1	Column2	AmboCod	CurrentSt	Date of O	Date Of Jo	Last Work	SFA								
Name	Type_Req	Rehiring	Source	SourceNa	SourceCo	DateOfBir	Gender	FathersNa	Level Of E	Education	Experienc	Previous E	Previous C	Proposed	Region	Branch
Allowance	Airtime															
Allowance	GrossSala	Correspor	MobileNu	Email Id	Incentive	Category										
1011093D	49101	Satish Kumar							Newly op	No	Direct					
1014223H	48995	Ajay Kumar							Attrition	No	Referral		VHA15			
1014F98I	49100	Randheer Singh							Attrition	No	Direct					
1015612B	48221	Sahil							Attrition	No	Referral		30406			
1017155F	49031	Anmol							Existing C	No	Referral		30048			
101925FG	48438	Gagandeep Singh							Attrition	No	Direct					
1019A24E	49048	Santosh Kumar							Additiona	No	Direct					

Inactive Counter- Active counters should come in MPR Portal- RDI can't raise any MPR of Inactive Counters-

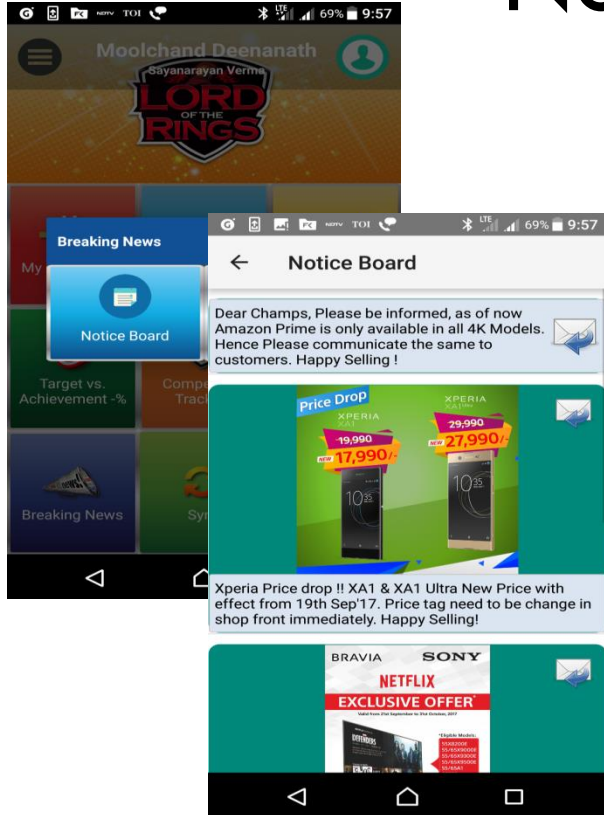
AMBO

Suggested Changes

Module	Current Status	Requested change
Breaking News	Available for SFAs only	To be extended for SID Users
Shop Analysis : SKU Sell Thru Sony Vs Competition Report	Report can be executed by selecting one subcategory at a time	Users should be able select multiple subcategories while executing the report
Branch Analysis : Model Wise Trend	Model wise last four month sales, current back and display stock is displayed	Comparison required with last year corresponding months along with other details
Branch Analysis : Category Wise Trend	Category wise last four month data is displayed for selected branch	Corresponding last year months are required along with the current details
Branch Analysis : Account Wise Sale	Category wise trend of last four month is displayed for all stores attached with selected account	1. Comparison with last year corresponding months 2. Add to favorites option
Direct Branch Channel Selection	Branch and category needs to be selected in beginning and cannot be changed in report	Branch, channel and category selection is required as filter in reports

AMBO Changes

Notice Board



- Current
 - Available for SFA only
- Proposed
 - Should be available for SID

AMBO Changes

Shop Analysis : SKU Sell Thru Sony Vs Competition

SKU wise MTD Sony vs. Competition

Dealer

A One Electronics - Maninagar - Ahmedabad

Product Category

07LCDTV

Product Sub Category

Select

LCD TV below 26

LCD TV 26

LCD TV 32

LCD TV 40

LCD TV 46

SKU wise MTD Sony vs. Competition

LCD TV 40

Sony			
Model	Jul-2017	Jun-2017	May-2017
KD-43X7002E	0	1	0
KD-43X8200E	0	1	0
KDL-43W800D	0	4	1
KLV-40R352D	0	0	1
KLV-40R352E	1	1	0
KLV-40W562D	0	8	3
KLV-43W772E	5	1	0
Total	6	16	5

Samsung			
Model	Jul-2017	Jun-2017	May-2017
40K5000	1	1	0
40K5570	0	1	0

- Current
 - Only one category can be

- Proposed
 - User should be able to

AMBO Changes

Branch Analysis : Model Wise Trend



Current

Model Wise Trend-SID Apps						
Model Name	July 2017	June 2017	May 2017	April 2017	Closing Stock	Display St
KD-55X7002E	1	0	0	0	1	1
KD-55X8200E	2	4	0	0	1	1
<D-55X8500D	0	5	2	3	0	0
KD-55X9000E	0	1	0	0	0	0
KD-55X9300E	0	1	0	0	0	0
<DL-55W800D	5	21	16	8	1	1
Total	8	32	18	11	3	3

Proposed

Branch	All/Gurgaon	Model Wise Sale Trend				Channel	Dealer
Model Name	Jul'17	Jul'16	Jun'17	Jul'16	May'17	May'16	
32R422E	50				100	10	
32W672E							
32W622E							
32R412D							
32R562D							
Total	50	0	0	0	100	10	

- Current
 - Last four month data is

- Proposed
 - Comparison with last year

AMBO Changes

Branch Analysis : Category Wise Trend



Current

Category Wise Trend-SID Apps				
Product Category	September 2017	August 2017	July 2017	June 2017
04EN	76	124	161	158
07LCDTV	4466	4655	5267	8585
08DAV	521	646	560	845
08HTIB	181	192	202	181
08MINIHIFI	250	288	198	330
09MDR	3316	4835	4216	3670
09MOBILEPHONEACCY	40	57	63	56
09MP3WALKMAN	53	48	41	30
09PA	673	1010	905	877
10CAM	27	26	22	41

Proposed

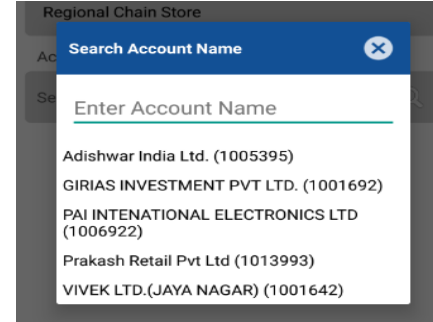
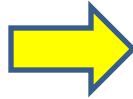
Product Category	Sale							
	Sep'17	Sep'16	Aug'17	Aug'16	Jul'17	Jul'16	Jun'17	Jun'16
07LCD								
08DAV								
09MDR								
12Mobile								
10DSL								
Total	0	0	0	0	0	0	0	0

- Current
 - Last four month data is

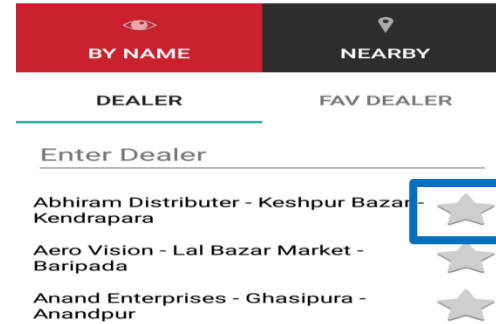
- Proposed
 - Comparison with last year

AMBO Changes

Branch Analysis : Account Wise Sale



Current



Proposed

- Current
 - No option of add to favorites
 - Last four month sales

- Proposed
 - Add to favorite option
 - Comparison of last four month data with last year

Selection option on reports (needs to show open filters on all reports)

Model Wise Trend-SID Apps					
Model Name	September 2017	August 2017	July 2017	June 2017	Closing Stoc
KD-43X7002E	74	53	58	30	1
KD-43X7500E	50	26	2	0	1
KD-43X8200E	61	43	40	84	1
KD-43X8300D	2	1	3	41	0
KD-49X7002E	66	32	39	16	1
KD-49X7500E	21	12	9	0	0
KD-49X8200E	22	21	24	31	0
KD-49X8300D	0	7	6	28	0
KD-49X8500B	0	0	0	2	0

Model Wise Trend-SID Apps					
Branch	New Delhi Sales Off	Product Category	07LCDTV		
Product Sub Category	All	Channel	Select		
Model Name	September 2017	August 2017	July 2017	June 2017	Closing Stoc
KD-43X7002E	74	53	58	30	1
KD-43X7500E	50	26	2	0	1
KD-43X8200E	61	43	40	84	1
KD-43X8300D	2	1	3	41	0
KD-49X7002E	66	32	39	16	1
KD-49X7500E	21	12	9	0	0
KD-49X8200E	22	21	24	31	0
KD-49X8300D	0	7	6	28	0
KD-49X8500B	0	0	0	2	0

- Current
 - Branch, Channel, Category etc cannot be changed once report is executed

- Proposed
 - Option to execute the report after changing the selection from report

AMBO New Requirement

Last 3 days Model wise sales



Last 3 Days Sales

Model Name	MTD	27 Sep 2017	26 Sep 2017	25 Sep 2017
KD-43X7002E	142	8	14	11
KD-43X7500E	137	7	8	10
KD-43X8200E	113	6	8	8
KDL-43W800D	88	6	5	2
KLV-40R352D	17	1	2	0
KLV-40R352E	302	16	12	15
KLV-40W562D	25	0	4	4
KLV-40W672E	410	16	19	33
KLV-43W772E	484	21	22	26

- Requirement
 - Last three days sales for selected store and channel

New Requirements

Model wise Sales

- Last three days model wise sales for selected branch along with channel and category, date option needs to be there. App will show data from selected date. Need to add one column "Current Sale" which will show today's sales.

Competition head count report

- SFA head count based on selected brand and store

Display stock Update

- Sales PIC should be able to update the display stock for Non SFA counters

Web application Upgrade and Revamp

- Upgrade and Restructure of website to make it more user friendly and compatible with latest technologies

AMBO New Requirement

Competition head count



Competition Headcount Re...

Company	Type	Count
Samsung	TV	0
LG	TV	0
Samsung	TV+HA	0
LG	TV+HA	0
Other Brands	TV+HA	1

- Requirement
 - Report to display competition head count based on selected branch, channel, brand and store filter

AMBO New Requirement

Display Stock Update and Web App Upgrade

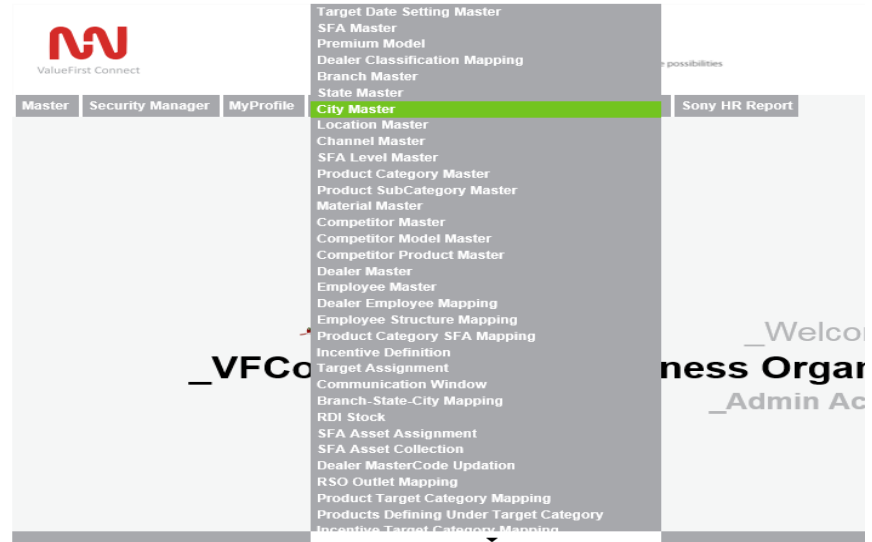
← Store Display SKU

Product Category

Product Sub Category

Model	Quantity
KLV-40R452A	<input type="text"/>
KDL-42W850A	<input type="text"/>
KDL-42W700B	<input type="text"/>
KLV-40R482B	<input type="text"/>
KDL-42W900B	<input type="text"/>
KLV-40R562C	<input type="text"/>
KDL-43W950C	<input type="text"/>

- Requirement
 - Option to update display stock by sales



- Requirement
 - Upgrade and Revamp of Web Application

Website Upgrade(Old vs. New)- Login Screen



infinite possibilities

Username

Password

459004a7

Enter the code

(Note: If you cannot read the image, [click here](#) to get a new image.)

Copyright © Value Education
B-13/14, Sector 32, Institutional Area, Gurgaon, Haryana

SONY

SONY
make.believe



Sign In

sonyl

.....

LOGIN

Website Upgrade(Old vs. New)- Home Screen



Hi! Ranadip Banerjee Logout

Master Security Manager MyProfile Sony Masters Sony Reports Sony HR Masters Sony HR Report



_VFConnect Mobile Bu

SONY ≡

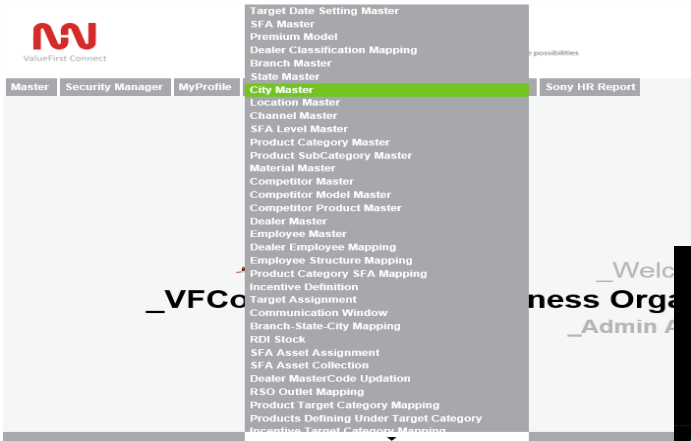


Administrator

- Location Management >
- SFA Management >
- Product Management >
- Employee Management >
- Dealer Management >
- Reports >
- Logout >

SONY
make.believe

Website Upgrade(Old vs. New)- Menu Option



Website Upgrade(Old vs. New)- Report Screen

SONY

DAILY SALES REPORT

Master Security Manager MyProfile Sony Masters Sony Reports Sony HR Masters Sony HR Report

Branch	: Cochin Sales Off	State	: All	Dealer Names	: <input checked="" type="checkbox"/> Select All <input checked="" type="checkbox"/> Kuruvithadam Agencies Pvt Ltd
SFA Name	: All	Product Category	: 07LCDTV		
Dealer Classification	: All	Product Sub-Category	: All		
Division	: All	From Date	: 10-Jan-2018	To Date	: 10-Jan-2018

Sr. No.	Branch Name	Date	Month	Dealer Name	City	Location	Channel	Dealer State	Master Code	Party Name	Dealer Code	Dealer Classification	SFA Code	SFA Name	SFA Level	Incentive Category	Product Category	Product Sub Category	Product Sub Category Description	Mat
1	Cochin Sales Off	10 Jan 2018	January 2018	Ammini Traders	COCHIN	Thrippunithura	Distributors	Kerala	1017514	FORTUNE ENTERPRISES	565	N/A	18182	SUNIL KUMAR K	S1	TV-3- 100%	07LCDTV	07D32	LCD TV 32	KL 32R
2	Cochin Sales Off	10 Jan 2018	January 2018	Anjali Electronics	Palakkad	Olavakkodu	Distributors	Kerala	1017401	ST. GEORGE ELECTRONICA PVT LTD	10819	N/A	18281	Manu K	M2	TV-3- 100%	07LCDTV	07D40	LCD TV 40	KL 40R
3	Cochin Sales Off	10 Jan 2018	January 2018	Appasons	Calicut	Vadakara	Distributors	Kerala	1017946	ST. GEORGE ELECTRONICA PVT LTD	526	N/A	18192	Dinesan V	M2	TV-3- 100%	07LCDTV	07D32	LCD TV 32	KL 32W
4	Cochin Sales Off	10 Jan 2018	January 2018	Bismi Appliances	Ernakulam	Muvattupuzha	Dealers	Kerala	1005591	BISMI APPLIANCES	514	A	18097	ANILKUMAR S	C1	TV-3- 100%	07LCDTV	07D40	LCD TV 40	KL 43X7
5	Cochin Sales Off	10 Jan 2018	January 2018	Bismi Appliances	COCHIN	Kalamasserry	Dealers	Kerala	1005591	BISMI APPLIANCES	5050	A	18119	JAREER ASHRAF	S1	TV-3- 100%	07LCDTV	07D32	LCD TV 32	KL 32R
6	Cochin Sales Off	10 Jan 2018	January 2018	Bismi Appliances	COCHIN	Kaloor	Dealers	Kerala	1005591	BISMI APPLIANCES	6133	A	18058	Jibin P	C3	TV-3- 100%	07LCDTV	07D40	LCD TV 40	KL 40W
7	Cochin Sales Off	10 Jan 2018	January 2018	Bismi Appliances	COCHIN	Kaloor	Dealers	Kerala	1005591	BISMI APPLIANCES	6133	A	18058	Jibin P	C3	TV-3- 100%	07LCDTV	07D32	LCD TV 32	KL 32R

	Monthly Attendance Report															EXPORT
	North	DADA EARTH-MOVERS	Select Employee	01/01/2018												
Sr. No.	Employee Code	Employee Name	Designation	Department	Dealer Code	Dealer Name	Branch	Present	Leave	Weekly Off	Training/Meeting	Conference	Half Day	Total	A	
1	I34	Baljit Singh	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	Main	8	0	0	0	0	0	8	A	
2	I35	RAJ KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	Main	9	0	0	0	0	0	9	A	
3	I36	MUNISH KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	JALANDHAR	6	0	0	0	0	0	6	A	
4	I38	VIVEK KAMBOJ	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	Main	1	0	0	0	0	0	1	A	
5	I40	AMANDEEP KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	JALANDHAR	5	0	0	0	0	0	5	A	
6	I41	JATINDER KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	JALANDHAR	7	0	0	0	0	0	7	A	
7	I42	MANI KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	JALANDHAR	8	0	0	0	0	0	8	A	
8	I44	GURBHEJ SINGH	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	Main	2	0	0	0	0	0	2	A	
9	I53	jeewan kumar	Dealer Service Engineer	Service	DDN001	DADA EARTH-MOVERS	JALANDHAR	7	1	0	0	0	0	8	A	

Sr. No.	Employee Code	Employee Name	Designation	Department	Dealer Code	Dealer Name	Branch	Present	Leave	Weekly Off	Training/Meeting	Conference	Half Day	Total	
1	134	Baljit Singh	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	Main	8	0	0	0	0	0	8	A
2	135	RAJ KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	Main	9	0	0	0	0	0	9	A
3	136	MUNISH KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	JALANDHAR	6	0	0	0	0	0	6	A
4	138	VIVEK KAMBOJ	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	Main	1	0	0	0	0	0	1	A
5	140	AMANDEEP KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	JALANDHAR	5	0	0	0	0	0	5	A
6	141	JATINDER KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	JALANDHAR	7	0	0	0	0	0	7	A
7	142	MANI KUMAR	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	JALANDHAR	8	0	0	0	0	0	8	A
8	144	GURBHEJ SINGH	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	Main	2	0	0	0	0	0	2	A
9	153	jeewan kumar	Dealer Service Engineer	Service	DDN001	DADA EARTHMOVERS	JALANDHAR	7	1	0	0	0	0	8	A

Thank You