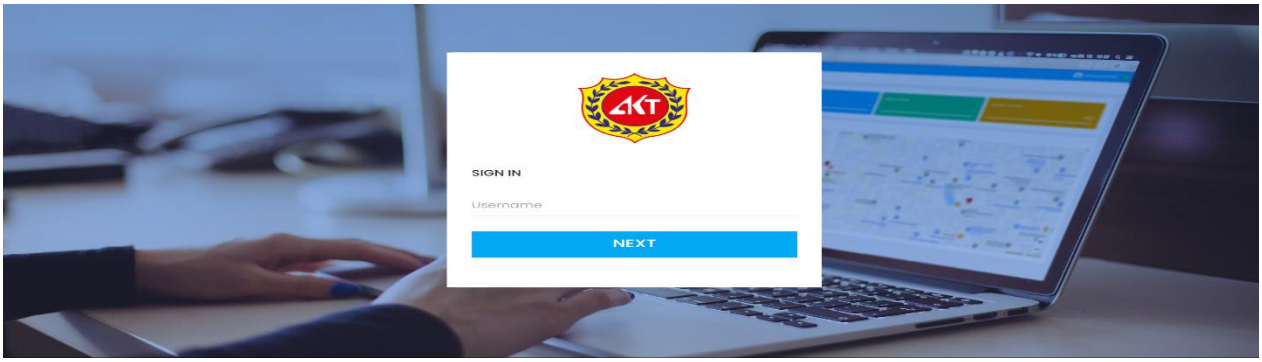
Project Name: AKT Sales, Website for Territory, Division, Wing and Admin

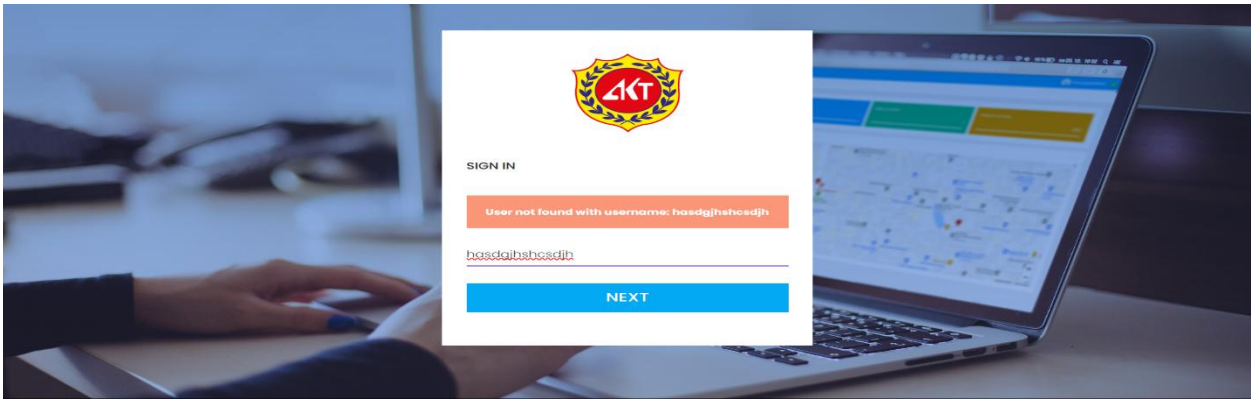
Testing Method: Manual

Purpose:

1. Because of changing UI and some mapping, does this website working as same as before?
2. Functionality and work flow
3. Finding out difficulties and defects
4. Accuracy identification and justification

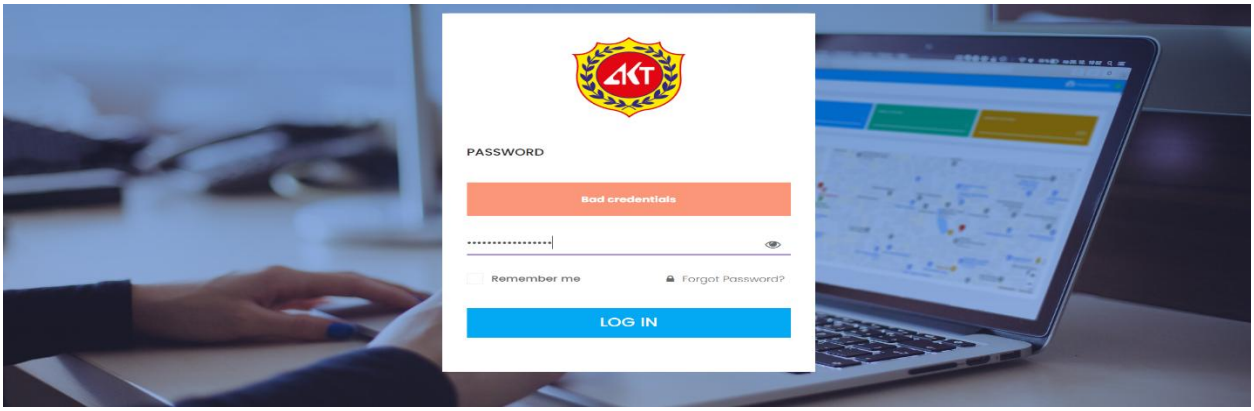
Login Page: Have to check login page with data, without data and have to validate it.



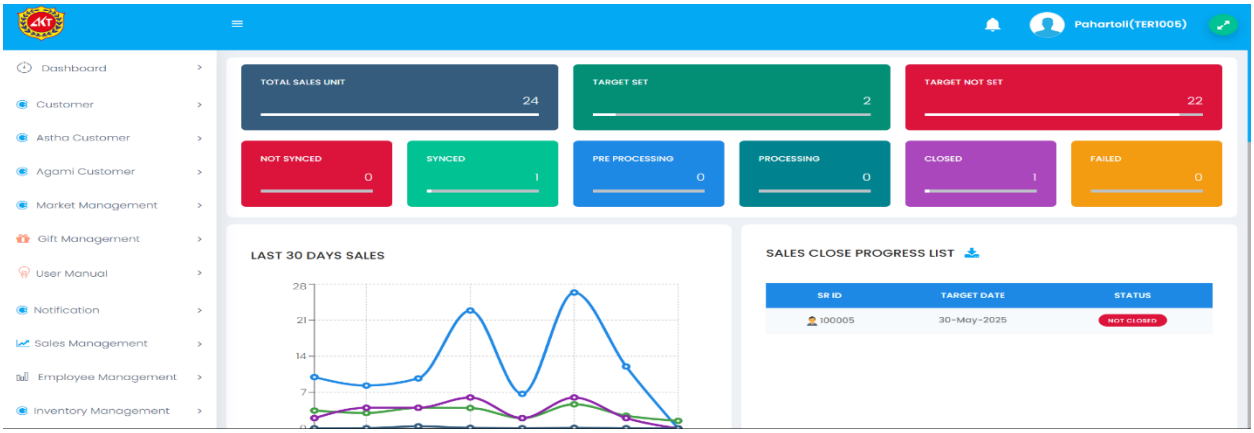


Here, the user must have to input the valid username which starts with TER, DIST, Admin or Division and Wing username as usual. I tried using invalid username, valid username and others

to check if I could login or not. Password must be checked without input, with invalid credentials and also the actual credentials.

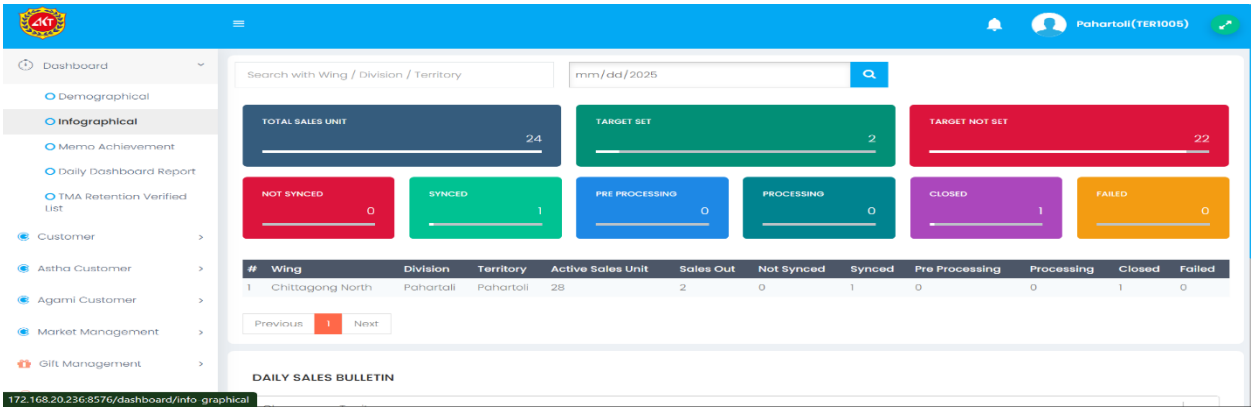


Dashboard or User Interface: Have to validate User name with the User Id and have to check every option if it is working on tapping over the button or not.



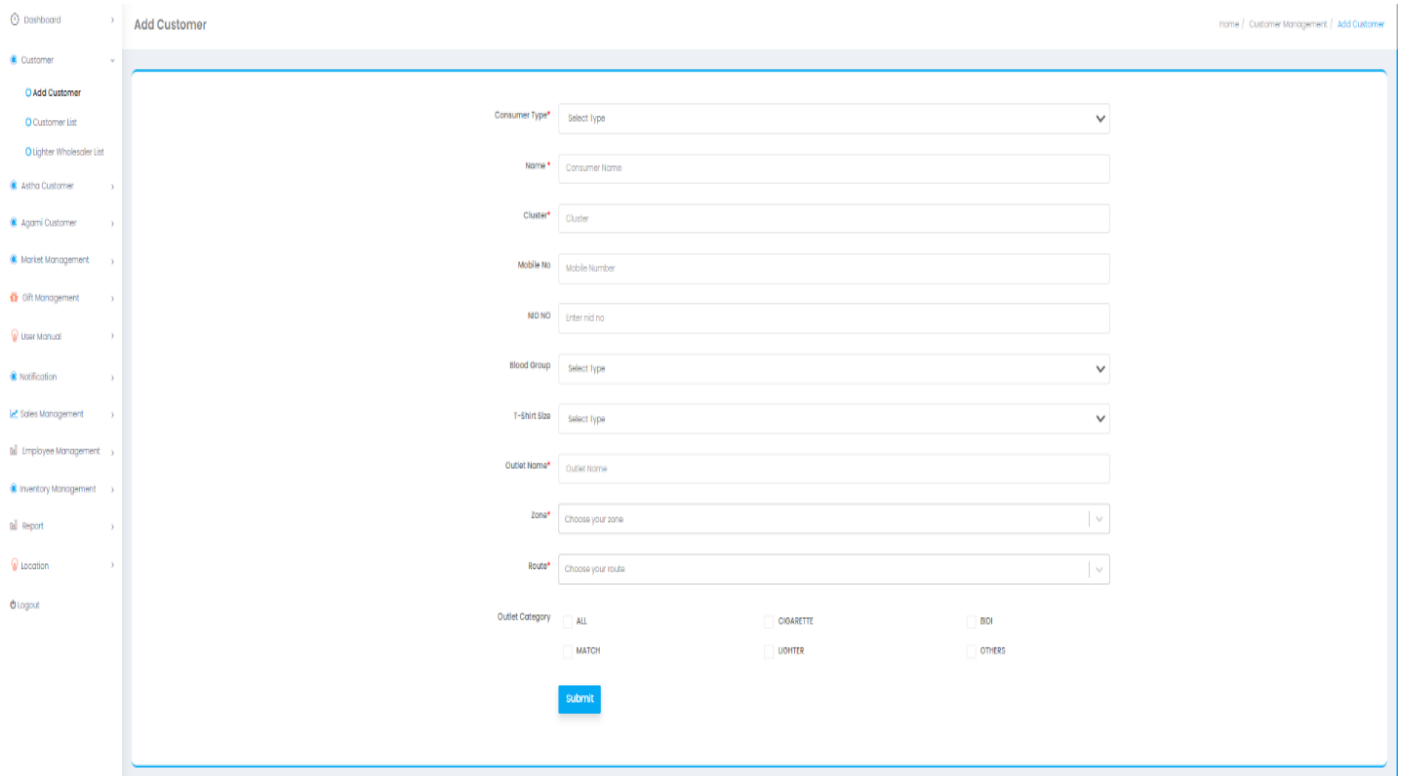
Dashboard

In this dashboard, the user is able to see how many sales unit is working under him, how many starts working today and how many does not start working, does close working and the graph as per requirement.

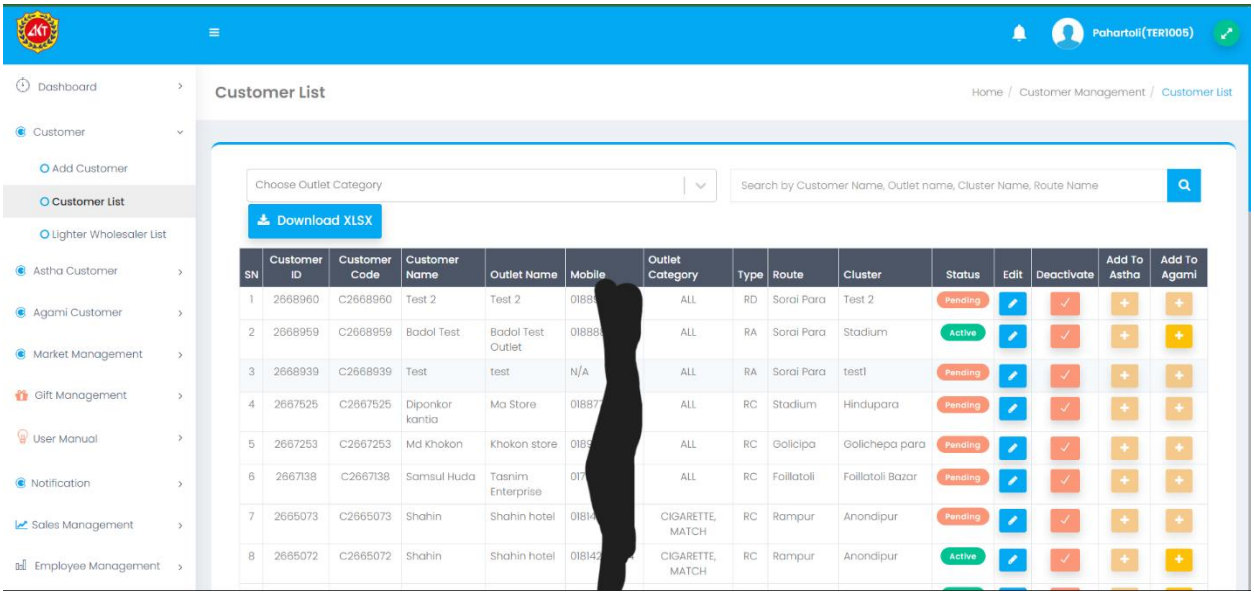


Customer- > Add Customer, Customer List etc. >

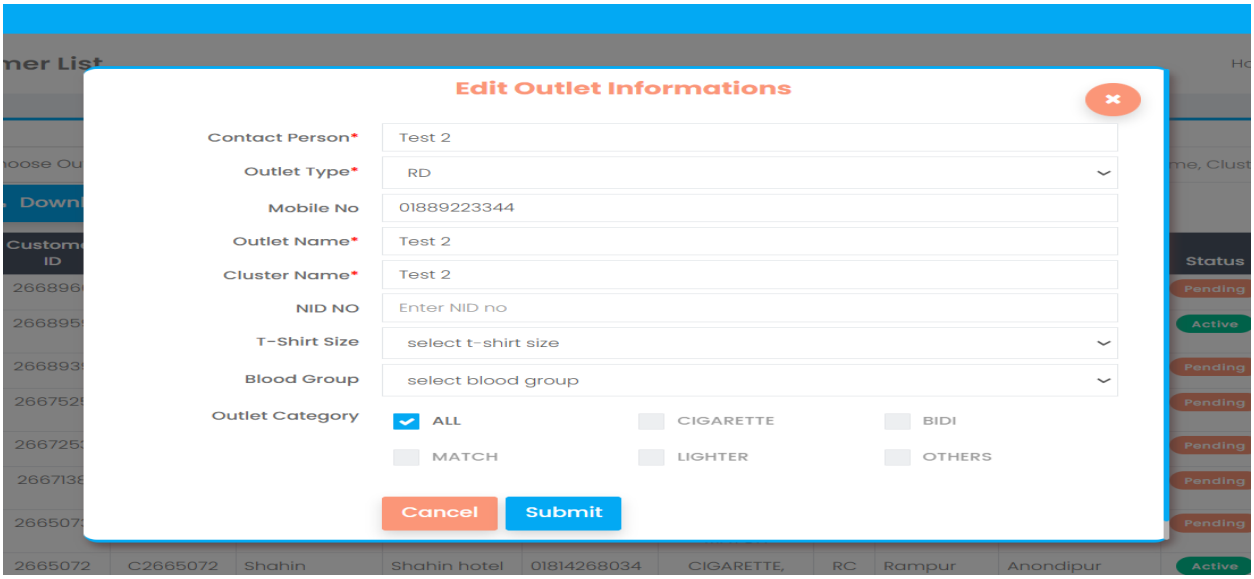
The user can add customer from their web portal with all required data. This customer might be a shop or a tea stall whatever it is.



After submitting the form by giving all information, you can see them in “Customer List” option, here you will get all kind of data you have given. So, I have to validate the data if it is correct or not.

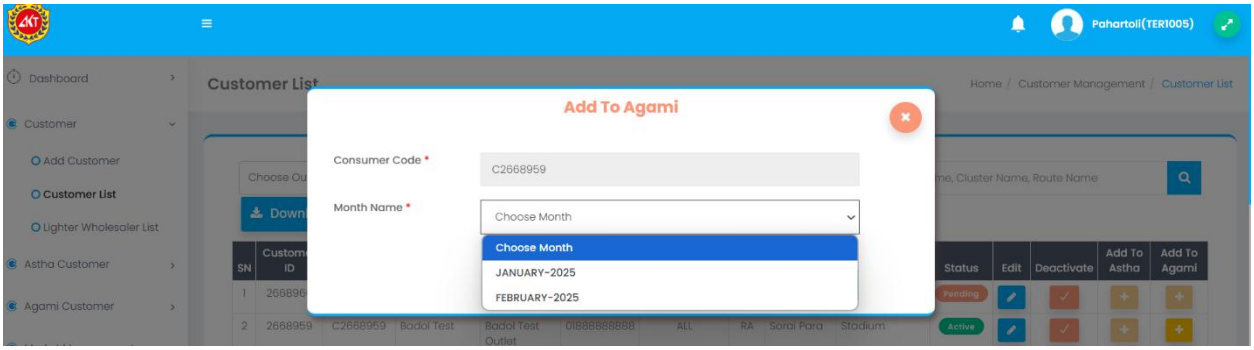


In customer list. The user can edit the customer details, can deactivate the customer from the territory or route, can add them to Astha or Agami (Special Category as per policy) list. Even we can search any customer by their category or with name, customer code or by any route name as per the customer was set.

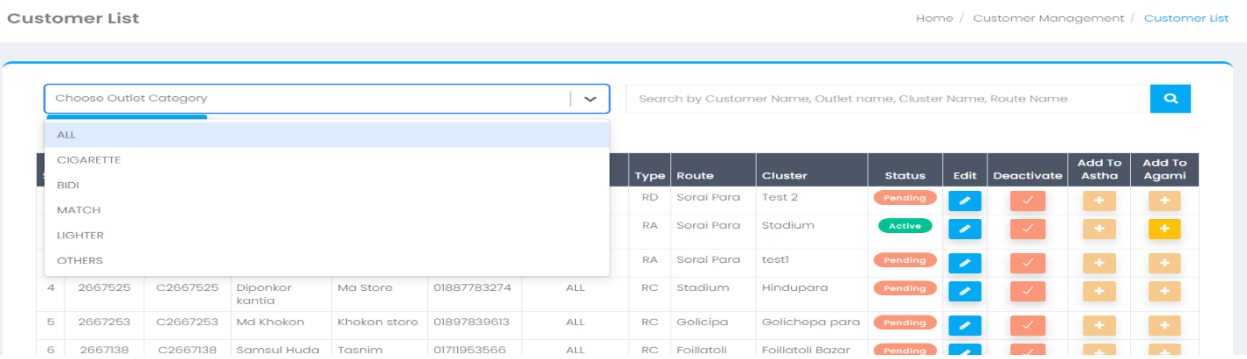


Editing Information

Deactivating Outlet



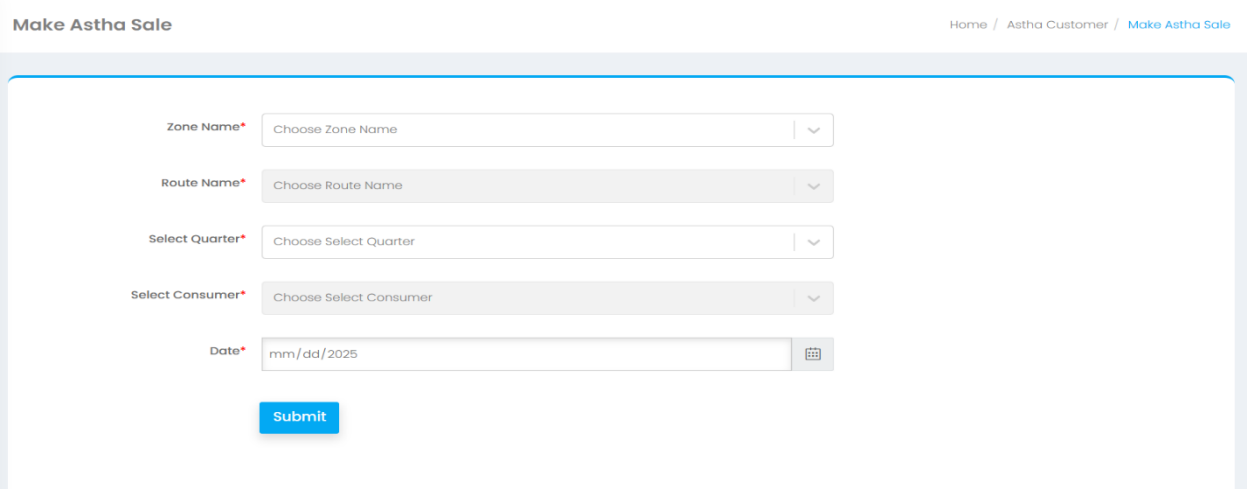
Adding to Agami



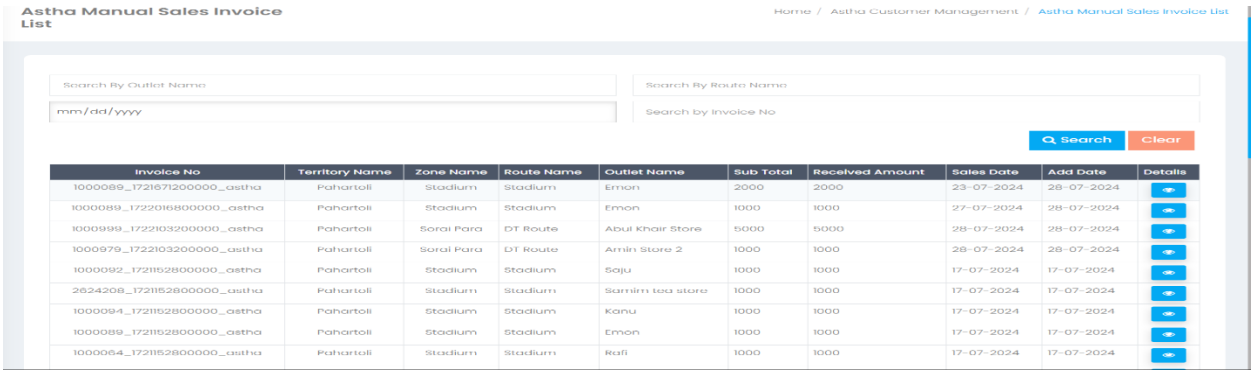
Searching outlet by Category or Customer Name

Astha Customer -> Customer list, Make Astha Sales, Astha Invoice list etc.:

When the user clicks on Astha Customer, it will show you the list of the Astha working flow, where user will get Astha Customer list, Astha Gift, Make Astha sales, Astha Manual Sales List etc. working field as per requirements.



Make Astha Sales Page



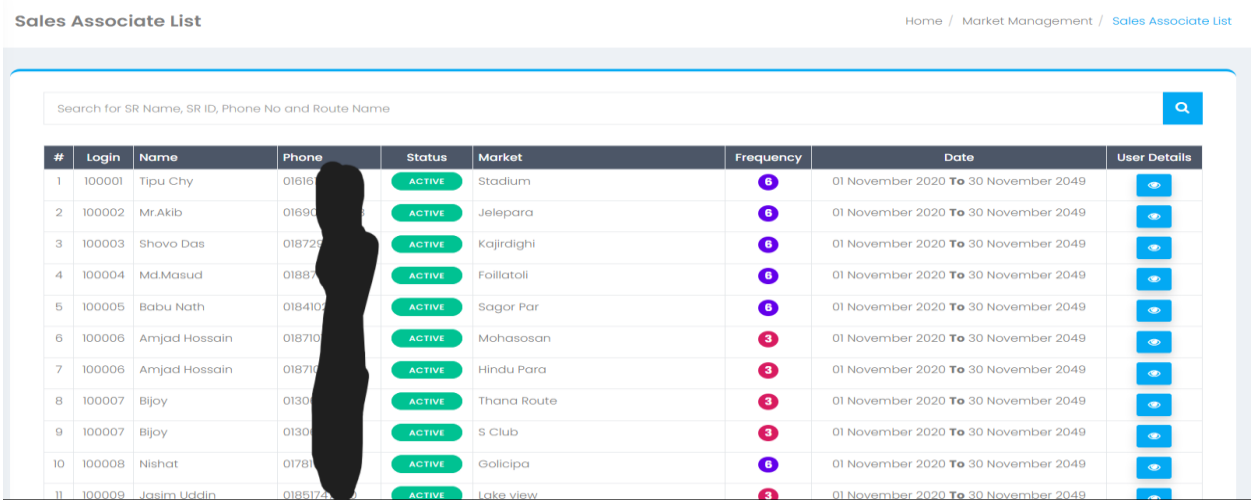
Astha Manual Sales Invoice list

All of the invoice which has been done by manually from the web by posting “Make Astha Sales” and by doing through Bikroy App will be appeared here. As a tester I have to validate all data as per the invoices.

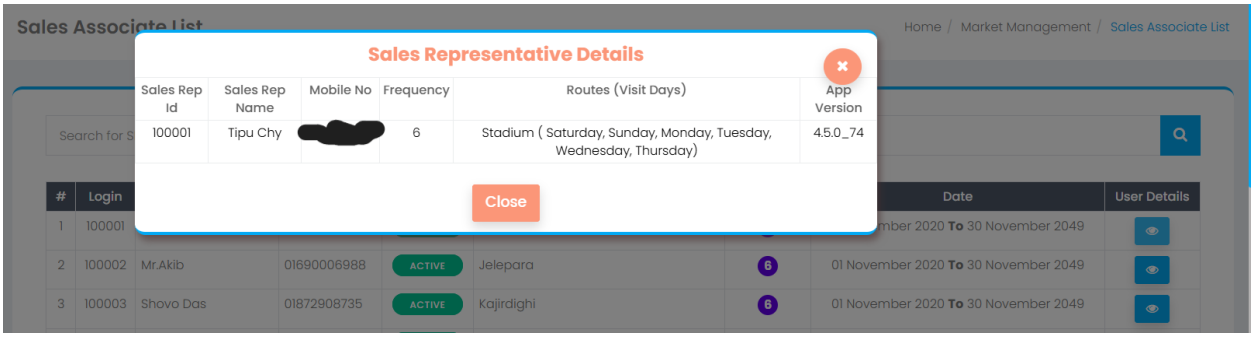
Agami Customer: In this page user can see which customer list has been assigned for Agami campaign and for which month they have been assigned for the campaign.

Market Management: In market management option, The user will see Sales Representative (SR) list, can set their daily target if he does not set the target from Bikroy App, can download monthly batch file to set target for the SR, can Upload the file, can see the sales close program, can redeem the point which has been earned by the SR.

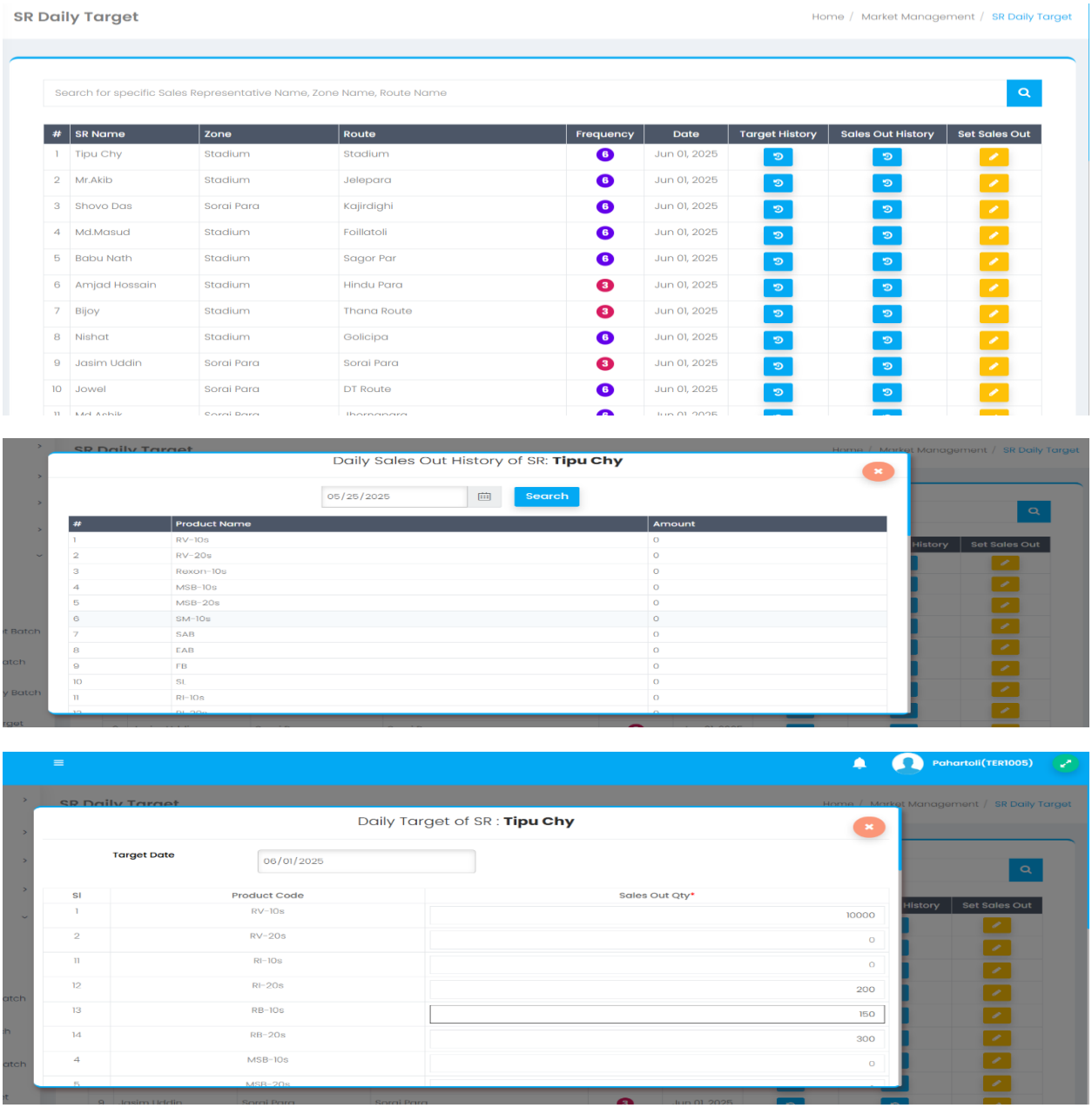
Manage Sales Rep: If the user visits this page, he will be able to see the sales rep (SR) details and the route they have been assigned with all details.



If the user wants to see their datils for the route assigned, he must click on the eye button to see them.



SR Daily Target: If the user press and visit this page, he can set target for any sales rep for any previous day if the SR didn't set the target from his device. He just have to press 'Set Sales Out' option (edit) button then a pop-up page will be arrived, then after selecting the date and after giving the input of volume, he will be able to set the target for the selected date.

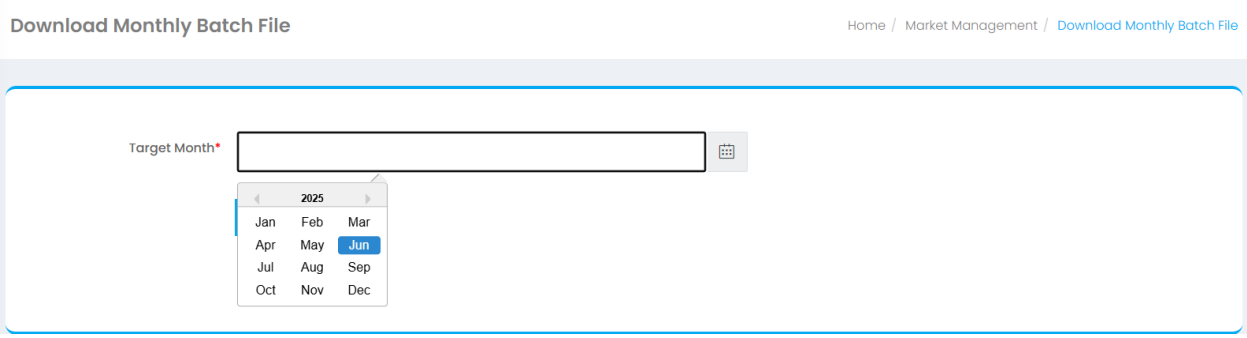


Full Process of taking or setting up stock

By clicking submit button, the procedure will be completed.

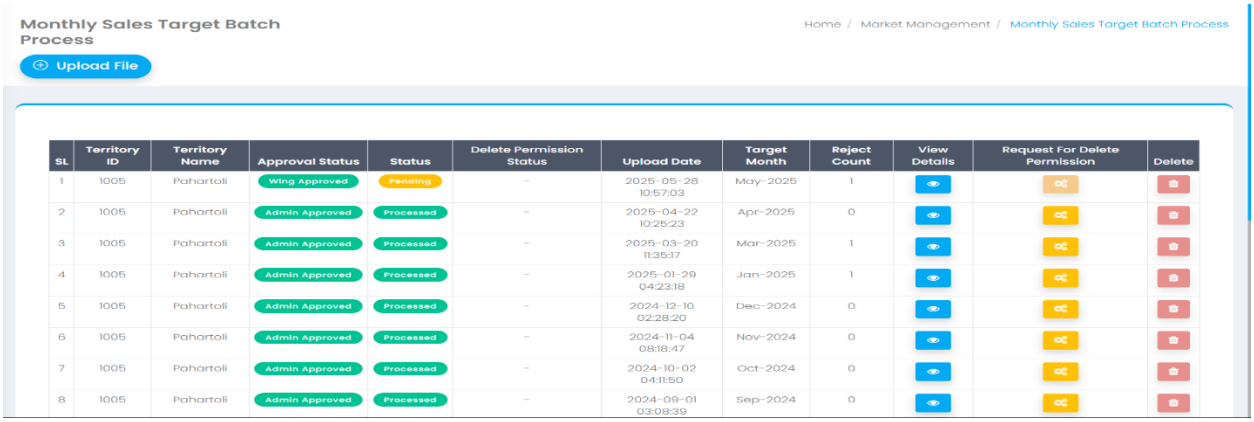
Download Monthly Batch File: In this option, the user will download a batch file (.XLX) from the web generated by Database, where he will set up the full month target for the SR by the route.

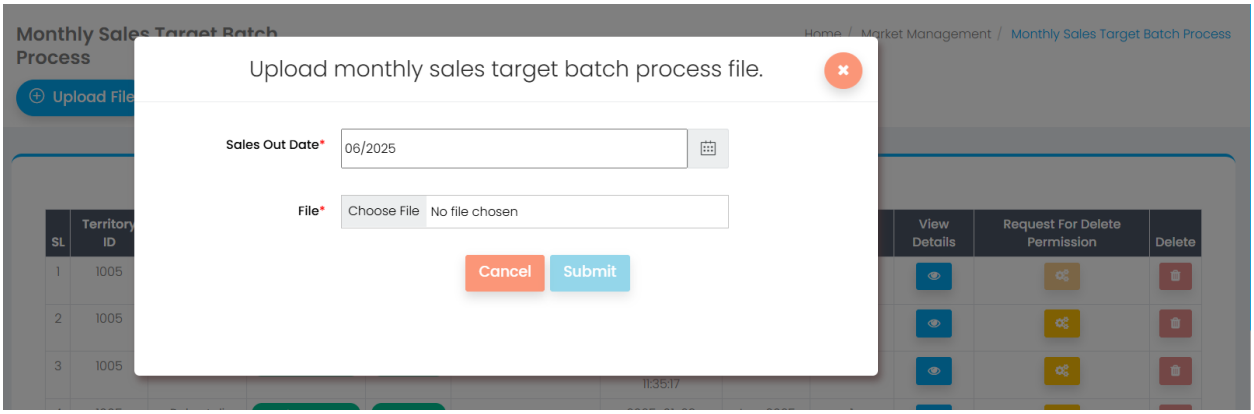
The user can only download current month or next 1 month file.



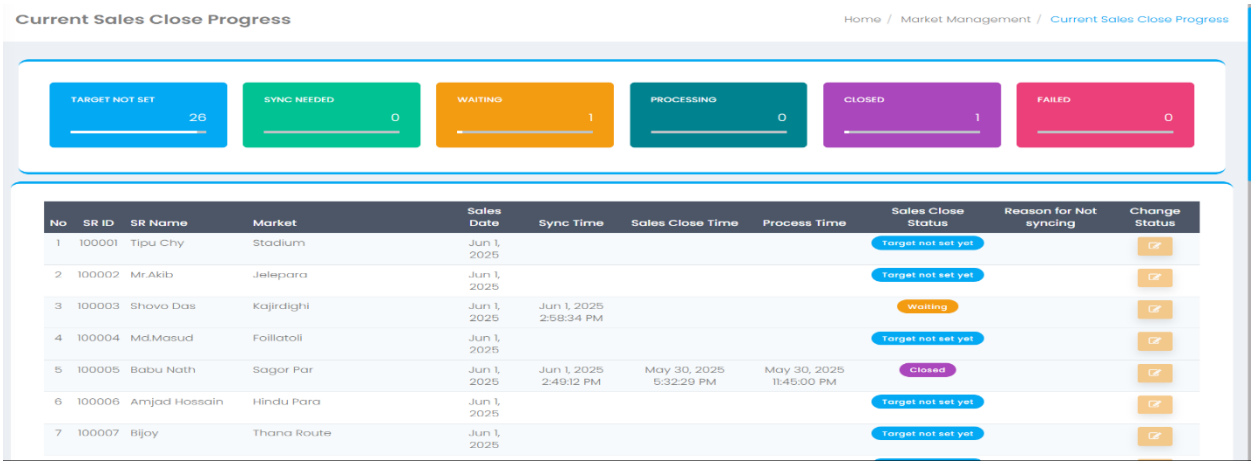
Monthly Batch File Download

Set SR Monthly Sales Target Batch Process: Here, the user will upload the downloaded batch file after editing that by the target, he must click on the 'Upload File' button and must fulfill the data as per required. after the upload completion, the file must be approved by Division manager -> Wing Manager -> and Admin to processed and to work smoothly.





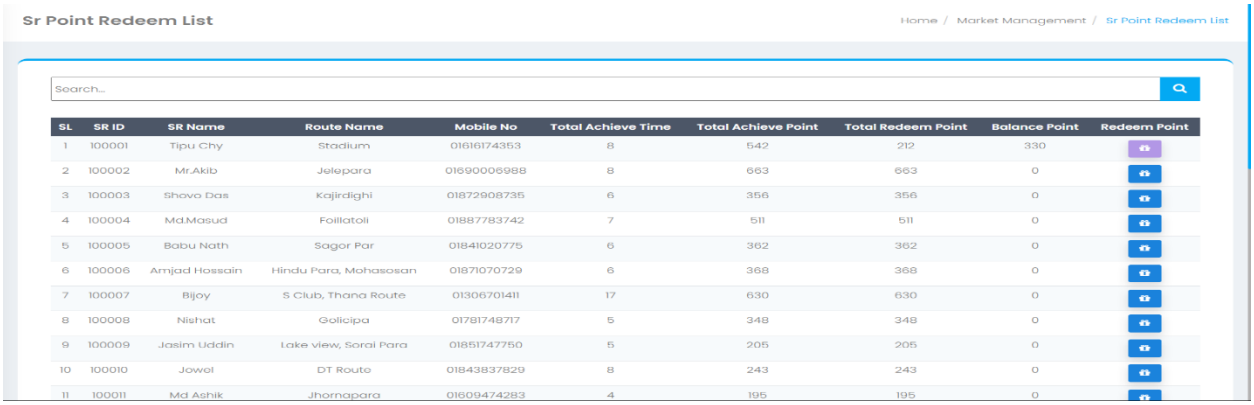
SR Sales Close Progress: In this page, the user will be able to see which SR is working today, who takes his stock, who started working and who closed the device etc.

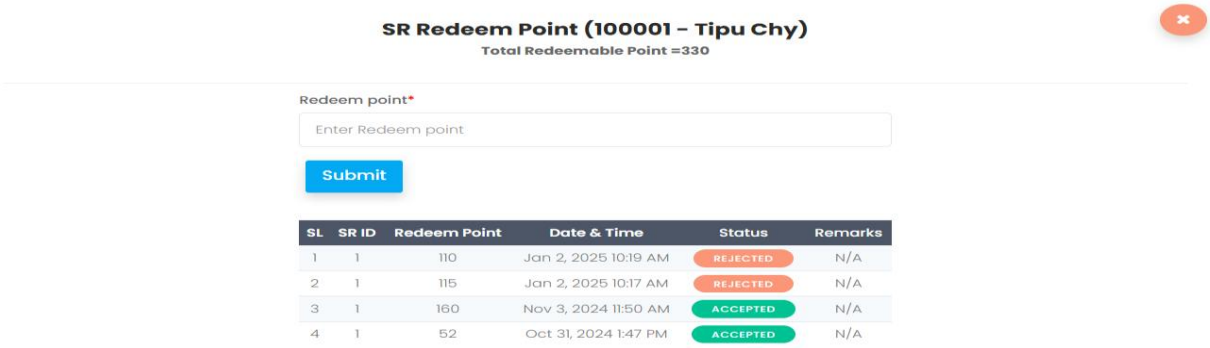


SR Sales Close Progress

Sr Point Redeem List: From this page the user will see how may points his SR achieved, how many redeemed, remaining point etc., and he can also redeem the point on behalf of the SR.

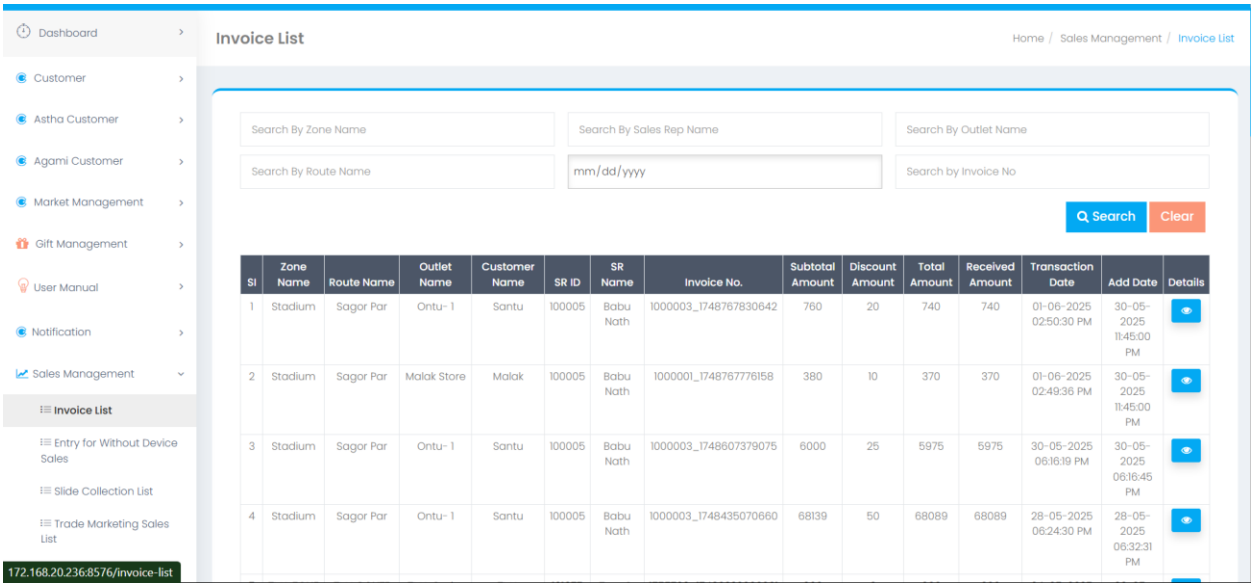
User can Request for redemption and Division manager will approve them to be redeemed.



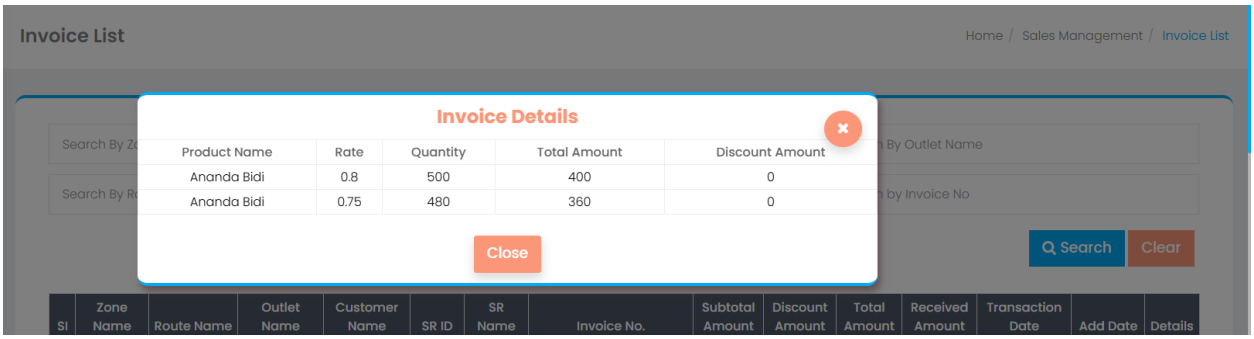


<u>Sales Management</u>: In sales management page, users will get few buttons like invoice list, entry for without device sales, slide collection list, trade marketing sales list, free sample of sales marketing list, etc.

After clicking on **Invoice List**, user will be able to see every single of memo his SR created through Bikroy App and he will be able to see the details.



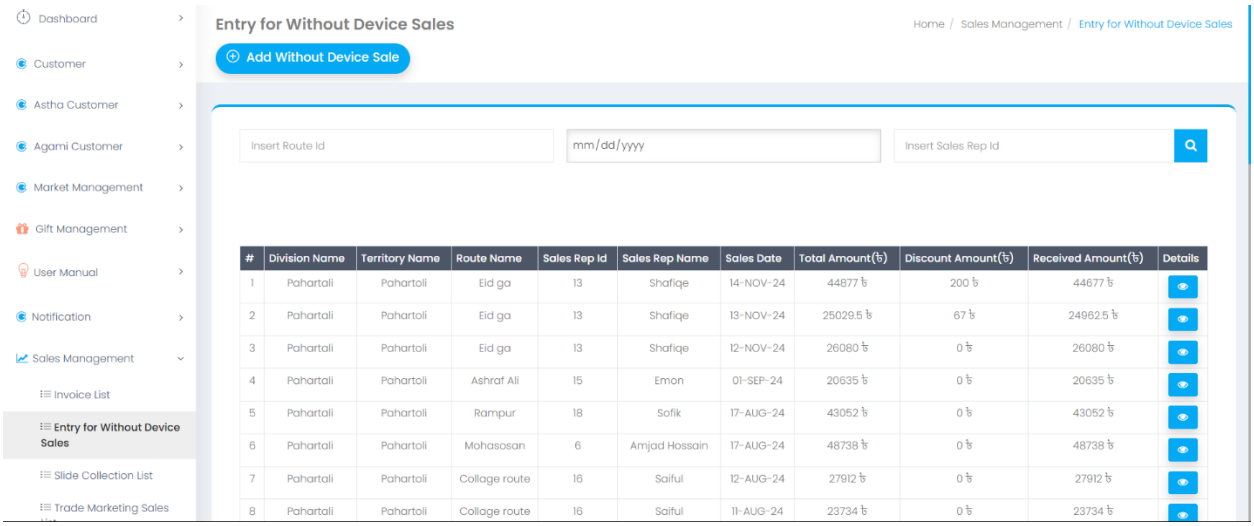
Invoice List



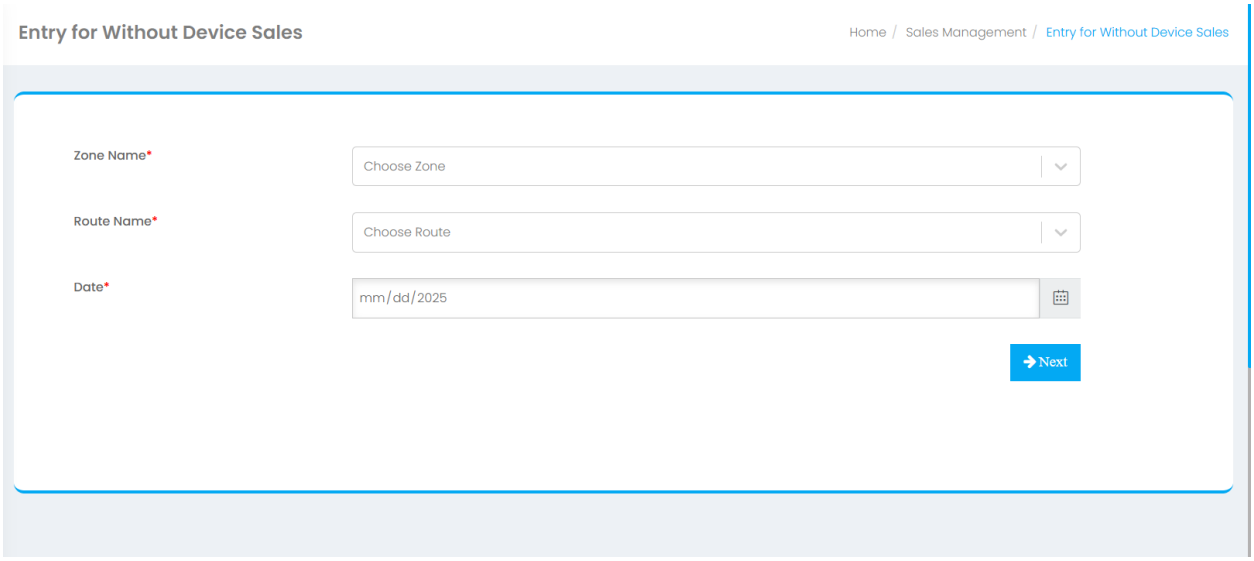
Invoice Details

<u>Entry for without Device Sales</u>: If any SR failed to complete any invoices through Apps, then the user will give an amount of product through this option on a default outlet. By doing this, target and sale progress will be stored in database and the user can see every invoice enlisting in this option.

This option is important for territory sales, target fill up. User can't post any manual sales without permission if he synced on the Apps, or makes sales by Apps. After taking permission from the **Support,** the user can post then.



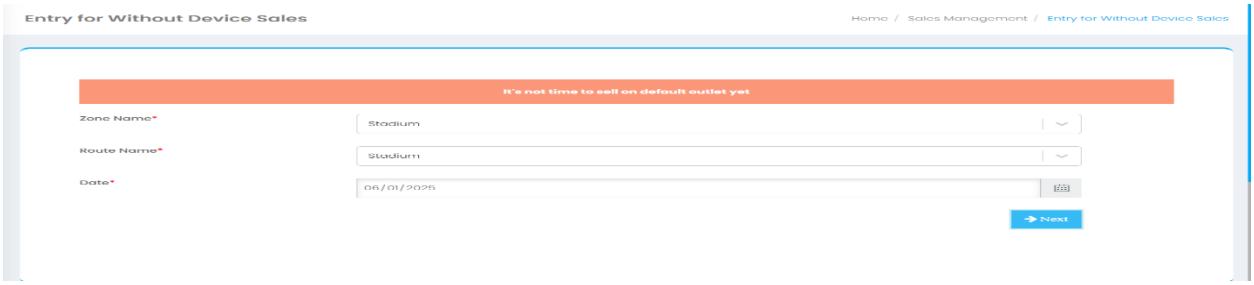
Invoice List made by manual posting



Selecting Route on basis of SR for the date he wants to post manual sales

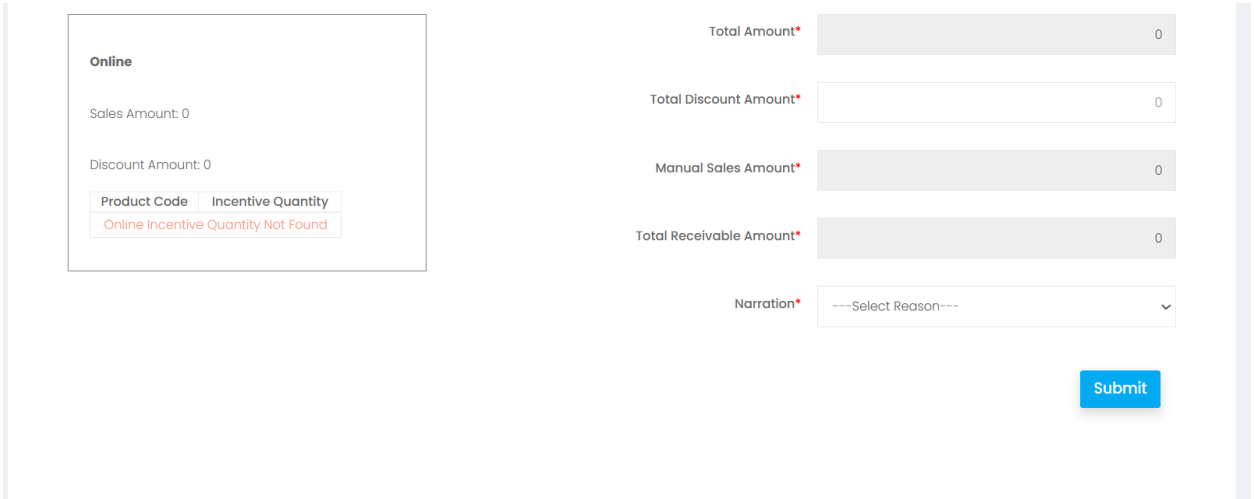
Here, one important matter is that, User can not post any manual sales on present day, as per requirement the user should try to post manual posting after a time set by the admin or authorities. If any user try to post, it will give an error message. So, user should try after that time. User can post manual sales for the previous day at any time o system date.

User must ensure the date, quantity of product and the actual product before submitting the manual posting.

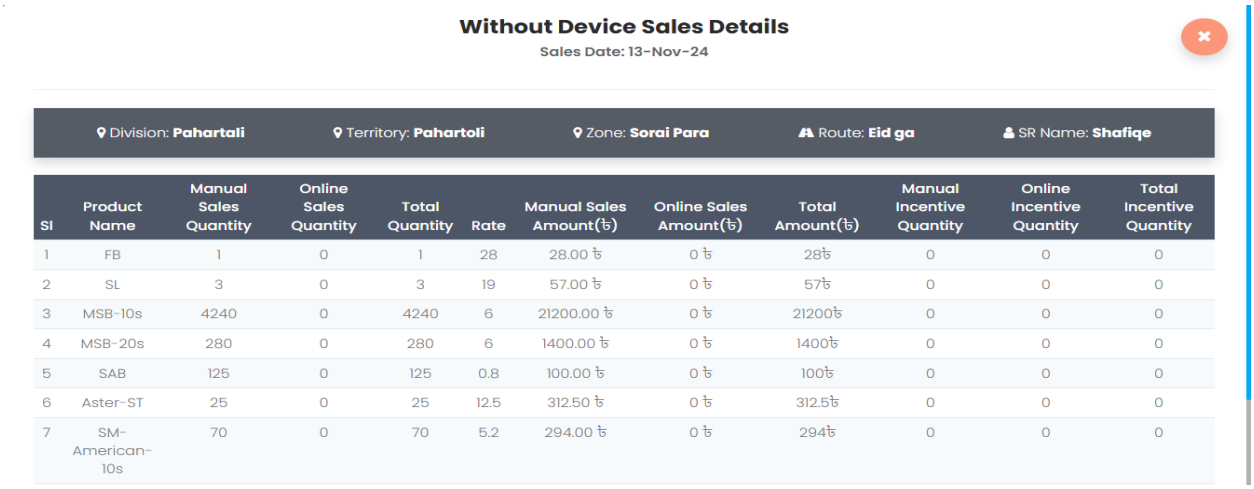


Time Schedule error for the current date

Product input option on basis of requirements



Total amount and others feature before submitting manual posting



Without Device Sales Details

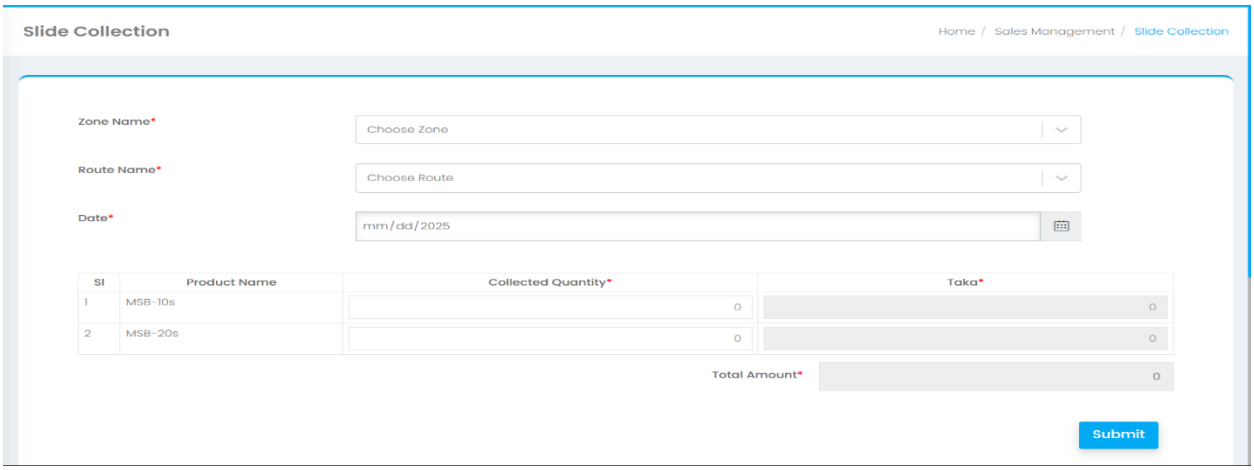
Sales Date: 13-Nov-24

Division: **Pahartali** | Territory: **Pahartoli** | Zone: **Sorai Para** | Route: **Eid ga** | SR Name: **Shafiqe**

Sl	Product Name	Manual Sales Quantity	Online Sales Quantity	Total Quantity	Rate	Manual Sales Amount(৳)	Online Sales Amount(৳)	Total Amount(৳)	Manual Incentive Quantity	Online Incentive Quantity	Total Incentive Quantity
1	FB	1	0	1	28	28.00 ৳	0 ৳	28৳	0	0	0
2	SL	3	0	3	19	57.00 ৳	0 ৳	57৳	0	0	0
3	MSB-10s	4240	0	4240	6	21200.00 ৳	0 ৳	21200৳	0	0	0
4	MSB-20s	280	0	280	6	1400.00 ৳	0 ৳	1400৳	0	0	0
5	SAB	125	0	125	0.8	100.00 ৳	0 ৳	100৳	0	0	0
6	Aster-ST	25	0	25	12.5	312.50 ৳	0 ৳	312.5৳	0	0	0
7	SM-American-10s	70	0	70	5.2	294.00 ৳	0 ৳	294৳	0	0	0

Manual Posting Invoice information after clicking on View Button

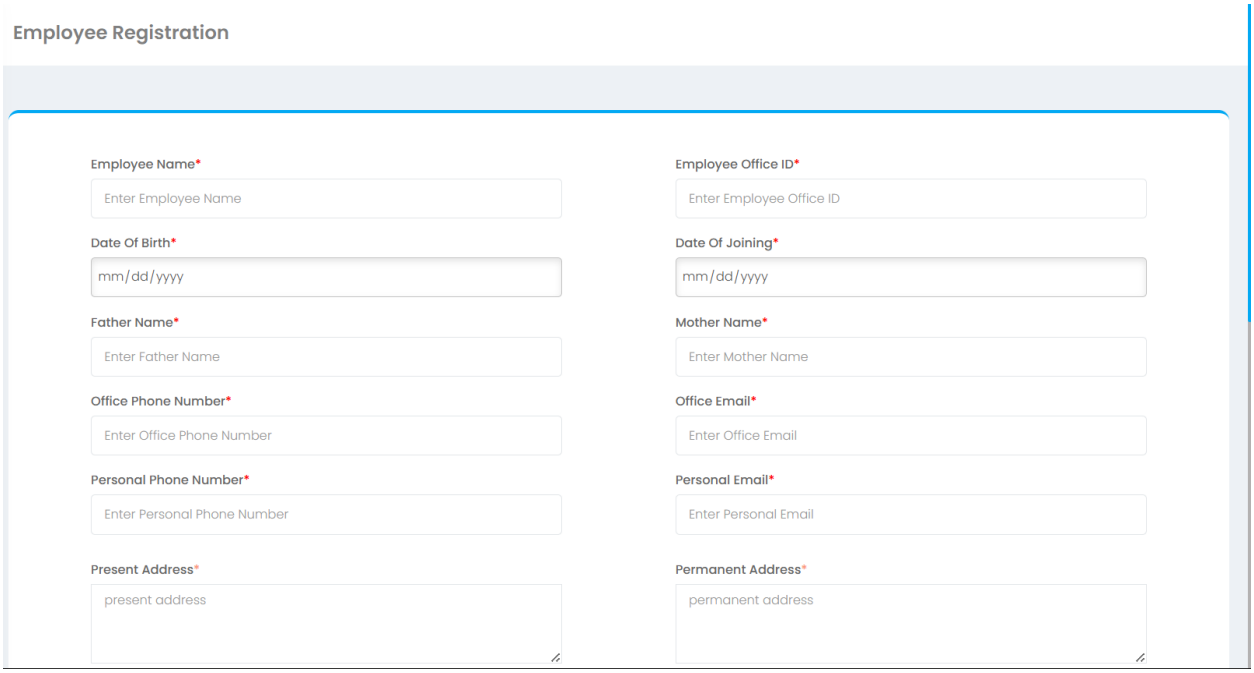
Slide Collection: Slide collection is a campaign for the authorities which will be performed by SR, if SR fails to do it, then user (TSO) will post this as like as 'Entry for without Device sales'



Slide Collection Page

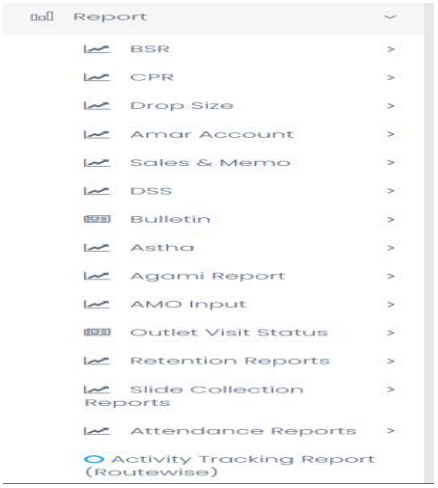
Hence, Trade marketing, Free Sample of Sales Marketing, Prime sales listing, Jailkhana Sales Listing is also as same as discussed before about Manual Posting.

Employee Registration: In Employee Registration page, the user can entry his employee details to keep tracking how many employees does he has or what is their roles like Van Puller, SR, ASR, Trade marketing officer etc.



Employee Registration Page

Report: In report section, the user will get a list of Report name as per the requirements and he can download from them. Report is another part so, I will discuss this session in another day.

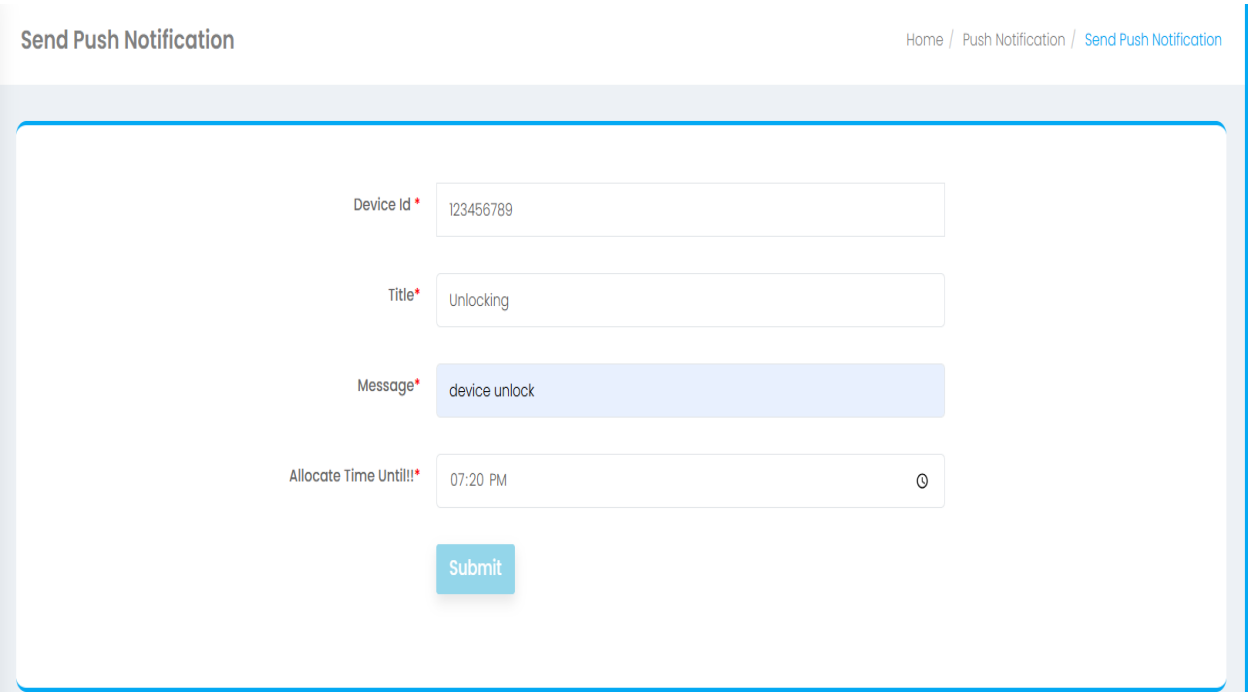


Report Option

As per this process, Division Manager, Wing Manager, Admin can perform this work with their own portal, but some option is disabled for them like Manual Sales Posting and other Posting, Batch File Download and Upload etc.

But these users will get some extra features for their portal, Like, approving batch files, approving point redemption, sending special notification for unlocking devices etc.

Like, Sending Notification is an option, where the Admin will input device id, a message and a particular time for the device unlock.



Send Push Notification Page

Conclusion: If all of the above working method successfully run and we didn't find out any defect, then the website will be released. Otherwise, developer have to work more and sort out the issue if there is any defect shown.