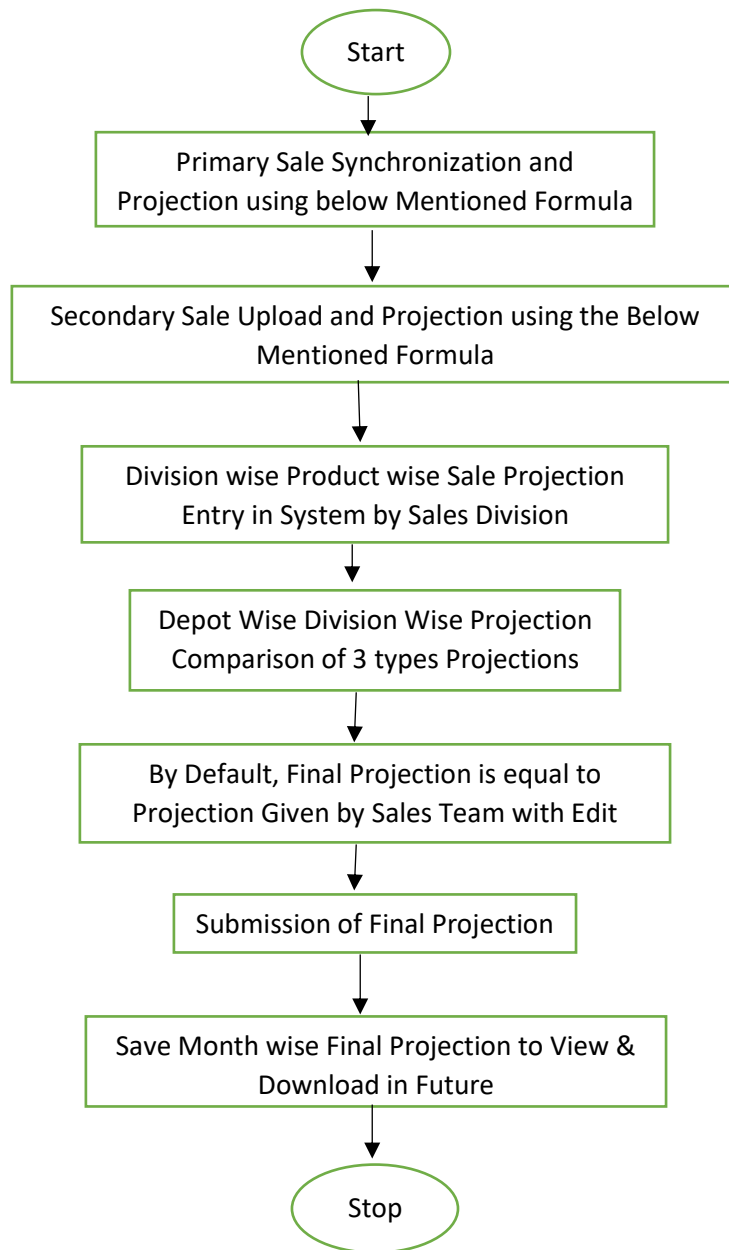




MENDINE PHARMACEUTICALS PVT. LTD
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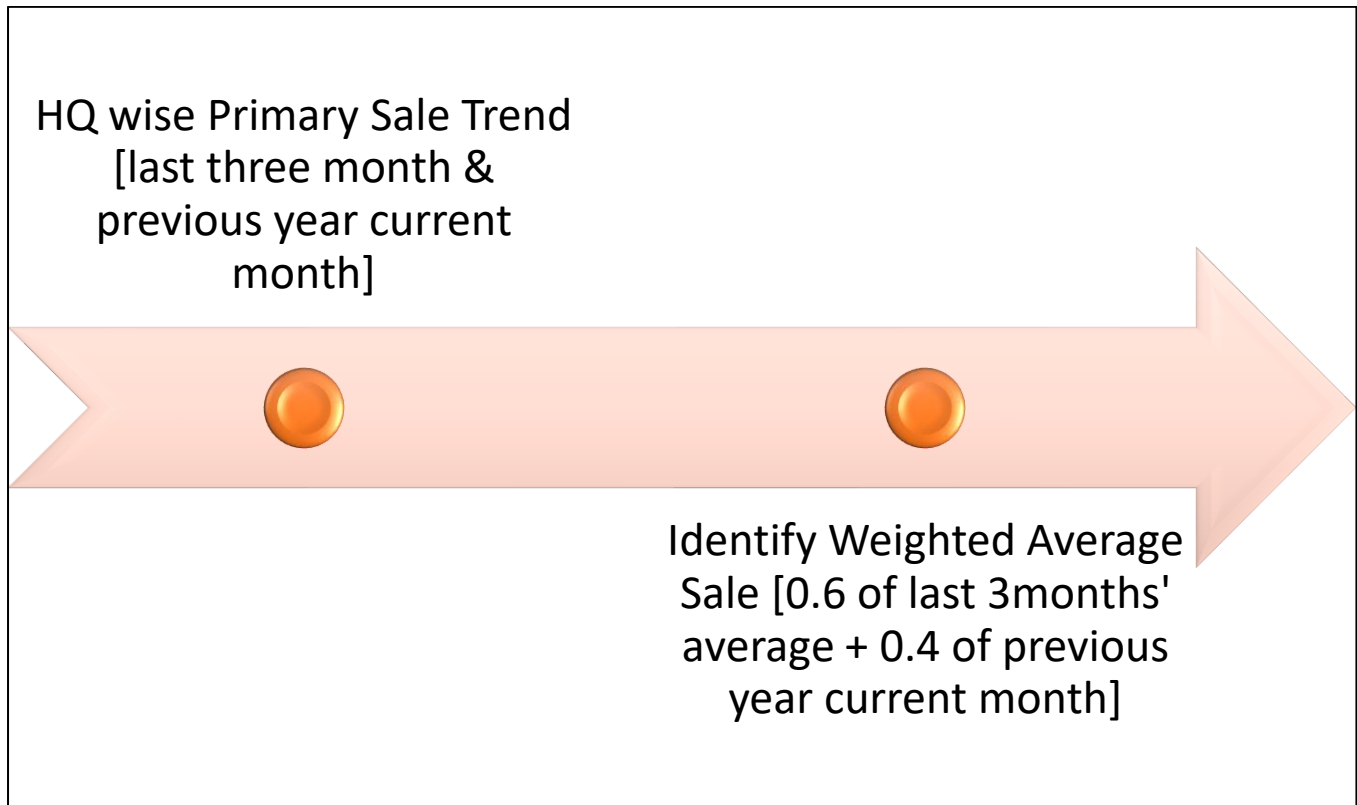
P3 PROCESS FLOW CHANGE REQUEST

Systems & IT

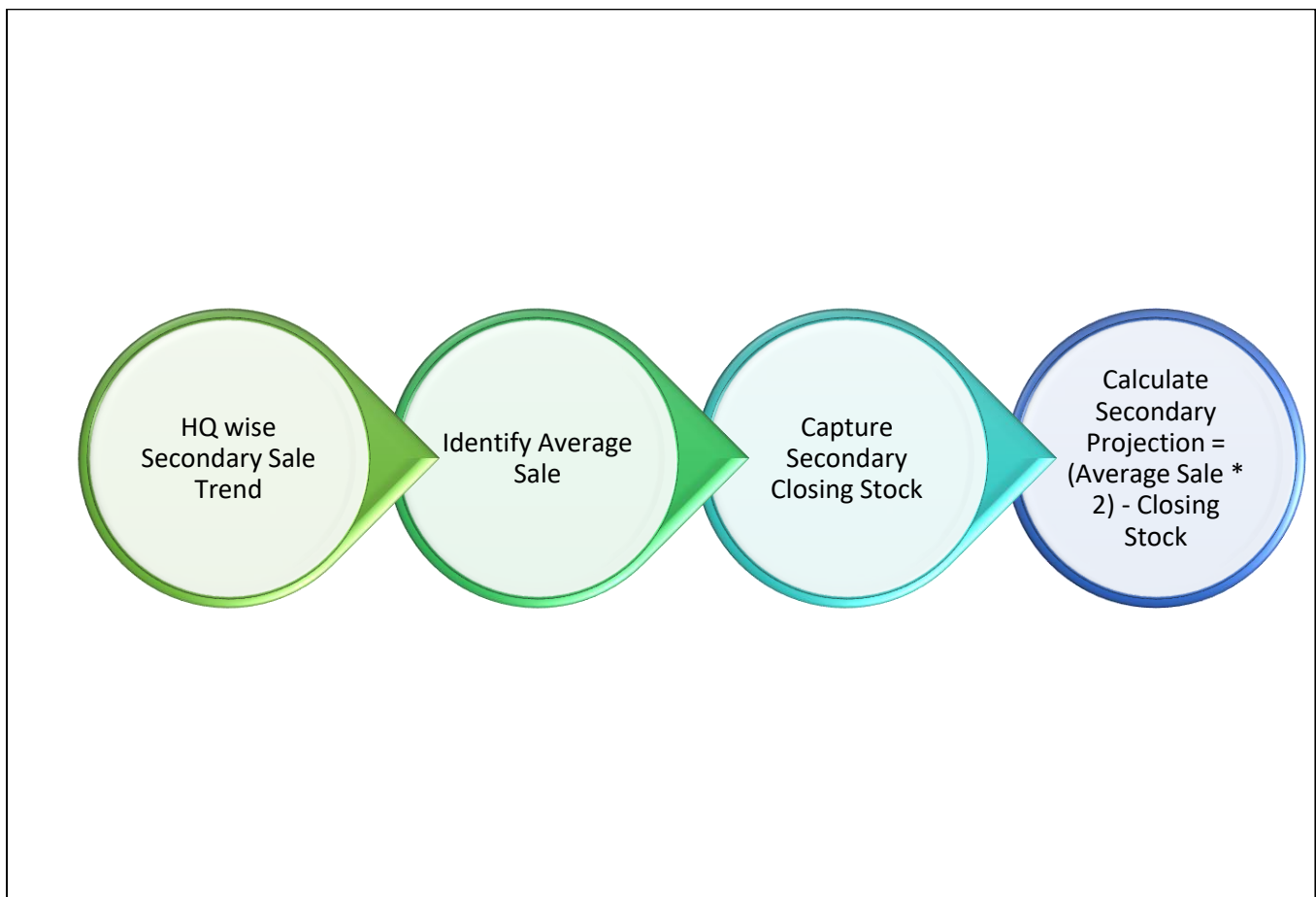
Process Flow:

Prediction:

1. Primary Sale Projection



2. Secondary Sale Projection



P3 PROCESS FLOW CHANGE REQUEST

- a. Closing Stock needs to be uploaded along with Secondary Sale.
- b. Probable Format will be:

Column Name
Division Name
Depot Name
HQ
Customer Code
Customer Name
Product Code
Product Name
Pack Unit
UOM
Sales QTY

3. Depot Wise Division Wise Sale Projection will be given by Concerned Sales Team.

- a. Sales Division wise Separate ID Creation.

Sales Division	Mail_ID
EVA	eva@mendine.in
Concord	concord@mendine.in
Phoenix	phoenix@mendine.in

- b. Personas of Sales ID: Feed Sales Projection and View Forecasting Summary.
- c. Sales Team will view only their Depot wise Product and feed their Sales Projection & Submit.

Division	Depot	Product Name	Pack Unit	Sales Projection

- d. Exception: Division wise Depot wise Product Name & Pack unit might change which will need to change based on the current structure.

4. Forecasting Comparison: Comparison Division wise Stock Location wise Sales Forecast of 3types: Logistics (from Primary), Marketing (from Secondary) & Sales Projection (as given by each Sales Division).

- a. View Format:

Division	Depot	Product Name	Pack Unit	Logistics	Marketing	Sales	Final Forecast	Edit

- b. By Default, Final Projection=Sales Projection as feed by Division wise Sales Team.
- c. Highlight the rows with more than 20% Deviation.
- d. Edit Option for all the rows.
- e. After Final Submit it will be visible in Forecasting Summary Option.
- f. Inbound Logistics Id & Admin ID can have the edit right.

5. Forecasting Summary: All can view Forecasting Summary.

- a. Format for visualization:

Division	Depot	Product Name	Pack Unit	Logistics	Marketing	Sales	Final Forecast

- b. Month Wise Forecasting Summary will be stored in Database and can be view and Downloaded in Excel in future,