Technical Specification: KonitaPower

SERIAL	FEATURES
Module-I	**Administration and Setup**
A	**User Group**
A.1	View User Group
A.1.1	*Super Admin*
A.1.2	*Sales Manager*
A.1.3	*Sales Executive*
A.1.4	*Service Manager*
A.1.5	*Service Executive*
A.1.6	*Accountant*
B	**Department Management**
B.1	View Departments
B.2	Create Department
B.2.1	*Name of the Department*
B.2.1	*Order*
B.2.1	*Status*
B.3	Edit Department
B.4	Delete Department
C	**Designation Management**
C.1	View Designation
C.2	Create Designation
C.2.1	*Title*
C.2.2	*Description*
C.2.3	*Order*
C.2.4	*Status*
C.3	Edit Designation
C.4	Delete Designation
D	**Branch Management**
D.1	View Branches
D.2	Create Branch
D.2.1	*Name of the Branch*
D.2.2	*Division*
D.2.3	*District*
D.2.4	*Thana*
D.2.5	*Location Details*
D.2.6	*Branch Contact No*

D.2.7	*Status*	
D.3	Edit Branch	
D.4	Delete Branch	
E	**User Management**	
E.1	View User	
E.2	Create User	
E.2.1	*Department*	
E.2.2	*Designation*	
E.2.3	*Branch*	
E.2.4	*Employee Id*	
E.2.5	*First Name*	
E.2.6	*Last Name*	
E.2.7	*Nick Name/Official Name*	
E.2.8	*Supervisor (Manager)*	
E.2.9	*Email Address*	
E.2.10	*Contact No*	
E.2.11	*Username*	
E.2.12	*Password*	
E.2.13	*Confirm Password*	
E.2.14	*Photo*	
E.2.15	*Status*	
E.3	Edit User	
E.4	Delete User	
F	**Brand/Manufacturer Management**	
F.1	View Brands	
F.2	Create Brand	
F.2.1	*Name*	
F.2.2	*Description*	
F.2.3	*Logo*	
F.2.4	*Status*	
F.3	Edit Brand	
F.4	Delete Brand	
G	**Supplier Classification Management**	
G.1	View Classifications	
G.2	Create Classification	
G.2.1	*Name*	
G.2.1	*Order*	
G.2.1	*Status*	

G.3	Edit Classification
G.4	Delete Classification
H	**Supplier Management**
H.1	View Supplier
H.2	Create Supplier
H.2.1	*Name of Supplier*
H.2.2	*Supplier Code*
H.2.3	*Country*
H.2.4	*Address Details*
H.2.5	*Logo*
H.2.6	*Supplier Classification*
H.2.7	*Supplier Rating (Average Based on individual Dealings)*
H.2.8	*Date of Sign Off*
H.2.9	*Contact Person(s)*
H.2.9.1	*Name*
H.2.9.2	*Designation*
H.2.9.3	*Email*
H.2.9.4	*Contact No*
H.2.9.5	*Note*
H.2.9.6	*Photo*
H.2.9.7	*Date of First Introduction*
H.2.10	*Status*
H.3	Edit Supplier
H.4	Delete Supplier
I	**Product Category Management**
I.1	View Category
I.2	Create Category
I.2.1	*Name of Category*
I.2.2	*Category Code*
I.2.3	*Order*
I.2.4	*Status*
I.3	Edit Category
I.4	Delete Category
J	**Product Measurement Unit Management**
J.1	View Units
J.2	Create Unit
J.2.1	*Name of Unit*
J.2.2	*Order*

J.2.3	*Status*
J.3	Edit Unit
J.4	Delete Unit
K	**Product Management**
K.1	View Product
K.2	Create Product
K.2.1	*Name of Product*
K.2.2	*Product Code*
K.2.3	*Category*
	Measurement Unit
K.2.4	*Brand*
K.2.5	*Quality*
K.2.6	*GSM*
K.2.7	*Origin*
K.2.8	*Target Selling Price*
K.2.9	*Minimum Selling Price*
K.2.10	*Effective Date for Minimum Selling Price*
K.2.11	*History of previous Minimum Selling Price*
K.3	Edit Product
K.4	Delete Product
L	**Customer Category Management**
L.1	View Customer Category
L.2	Create Customer Category
L.2.1	*Name of* Customer Category
L.2.2	*Order*
L.2.3	*Status*
L.3	Edit Customer Category
L.4	Delete Customer Category
M	**Customer Management**
M.1	View Customer
M.2	Create Customer
M.2.1	*Name of Customer*
M.2.2	*Customer Code*
M.2.3	*Customer Category*
M.2.4	*Address of Head Office*
M.2.5	*Location at Google Map*
M.2.6	*Contact Person(s)*
M.2.6.1	*Name*

M.2.6.2	*Designation*	
M.2.6.3	*Contact No*	
M.2.6.4	*Email Address*	
M.2.6.5	*Special Note*	
M.2.6.6	*Status*	
M.3	Edit Customer	
M.4	Delete Customer	
N	**Customer Factory Address Management**	
N.1	View Factories	
N.2	Create Factory	
N.2.1	*Select Customer*	
N.2.2	*Name of Factory*	
N.2.3	*Factory Address*	
N.2.5	*Contact Person(s)*	
N.2.6	*Name (Text/Select from Customer)*	
N.2.7	*Designation*	
N.2.8	*Contact No*	
N.2.9	*Email Address*	
N.2.10	*Special Note*	
N.2.11	*Status*	
N.3	Edit Factory	
N.4	Delete Factory	
O	**Sales Person to Customer Relationship Set up**	
O.1	View Assigned Records	
O.2	Edit Record	
O.2.1	*Select Sales Person*	
O.2.2	*Choose Customer*	
O.2.3	*Choose Factory*	
P	**Sales Person to Product Relationship Set up**	
P.1	View Assigned Records	
P.2	Edit Record	
P.2.1	*Select Sales Person*	
P.2.2	*Choose Category*	
P.2.3	*Choose Product*	
Q	**Sales Target Set up**	
Q.1	View Targets	
Q.2	Create Target	
Q.2.1	*Select Sales Person*	

Q.2.2	*Set Target Criteria (Unit/Amount)*
Q.2.3	*Total Quantity (Unit/Amount)*
Q.2.5	*Effective From (Date)*
Q.2.6	*Remarks*
Q.3	Edit Target
Q.4	Lock Target
Q.5	Delete Target
R	**Cause of Delivery Failure (***e.g. Miscommunication/Over-costing etc.***)**
R.1	View Causes
R.2	Create Cause
R.2.1	*Title*
R.2.2	*Order*
R.2.3	*Status*
R.3	Edit Cause
R.4	Delete Cause
Module-II	**Sales/Service Related Activities**
A	**Lead/Inquiry Management**
A.1	View Inquiries
A.2	Create Inquiry
A.2.1	*Client Name*
A.2.2	*Factory*
A.2.3	*Client Contact Person*
A.2.4	*Buyer*
A.2.5	*Product*
A.2.6	*Quantity*
A.2.7	*Creation Date*
A.2.8	*Inquiry Status (Inquiry/Ordered/Cancelled)*
A.2.9	*Cause of Cancellation (if Cancelled)*
A.2.10	*Salesperson*
A.3	Assignment
B	**Lead Follow up**
B.1	View List of Follow up
B.2	Create New Follow up
B.2.1	*Select Lead/Inquiry*
B.2.2	*Date of Follow up*
B.2.3	*Follow up Status (Discussion/Presentation/Meeting/Confirmed)*
B.2.4	*Remarks*
B.2.5	*Offered Price*

B.2.7	*Negotiated Price*
C	**Order Management**
C.1	View Order List
C.2	Create Order
C.2.1	*Select Lead/Inquiry (Confirmed Lead)*
C.2.2	*Order Unique No*
C.2.3	*Lc Value*
C.2.4	*Lc No*
C.2.5	*Lc Date*
C.2.6	*Express Tracking No*
C.2.7	*Note*
C.2.8	*Lc Draft Done*
C.2.9	*Lc Transmitted Copy Done*
C.3	Edit Order
C.4	Discard Order
D	**Delivery Management**
D.1	View Delivery List
D.2	Create Delivery
D.2.1	*Select Order*
D.2.2	*Status (Delivered/Failed)*
D.2.3	*Total Quantity (View Only)*
D.2.4	*Quantity*
D.2.5	*LSD*
D.2.6	*Notification Date*
D.2.7	*ETS (Date)*
D.2.8	*ETS Notification Date*
D.2.9	*ETA (Date)*
D.2.10	*Lc Doc (Yes/No)*
D.2.11	*Shipment Doc (Yes/No)*
D.3	Edit Delivery
D.4	Lock Delivery
D.5	Delete Delivery
E	**Commission Set up**
E.1	View Order List
E.2	Create Commission Set up
E.2.1	*Principal Commission Rate*
E.2.2	*Konita Commission Rate*
E.2.3	*Salesperson Commission Rate*

E.2.4	*Buyer Commission Rate*
E.2.5	*Rebate / Order Invoice*
E.3	Edit Commission Set up
E.4	Delete Commission Set up
F	**Payment/Billing Management**
F.1	View Billing Records
F.2	Create Billing Entry
F.2.1	*Payment Status (Paid/Unpaid)*
F.2.2	*Payment Note (for Paid Only)*
F.2.3	*Invoice Generation*
F.2.4	*Principal Supplier Billing*
F.2.5	*Buyer Billing*
F.2.6	*Sales Person Billing*
F.3	Preview Billing (Before Printing)
F.4	Print Billing Invoice
F.5	Download Billing Invoice
G	**Report and Analysis**
G.1	Sales Team Performance Analysis (with Duration)
G.2	Sales Person Performance Analysis
G.3	*Best to Worst Performer Analysis (In terms of Target/ Achievement ratio)*
G.4	*Organizational Target/Achievement Analysis*
G.4.1	*Monthly Basis*
G.4.2	*Quarterly Basis*
G.4.3	*Annual Basis*
G.5	Delivery Capacity Analysis
G.5.1	*Monthly Basis*
G.5.2	*Quarterly Basis*
G.5.3	*Annual Basis*
G.6	Delivery Failure Case Analysis
G.6.1	*Monthly Basis*
G.6.2	*Quarterly Basis*
G.6.3	*Annual Basis*
G.7	Inquiry Cancellation Case Analysis
G.7.1	*Monthly Basis*
G.7.2	*Quarterly Basis*
G.7.3	*Annual Basis*
G.8	Pipeline Analysis (inquiry which are not matured yet)
G.8.1	*Status wise Summary to find out probable lead*

G.9	Customer Analysis	
G.9.1	*Summary Report*	
G.9.2	*Most Rated to Least Rated (based on Rating Point)*	
G.9.3	*Most Weighty to Least Weighty (based on Order Quantity/Amount)*	
G.9.4	*Focused Lead (based on non-confirmed Lead/Inquiry)*	
G.10	Product Analysis	
G.10.1	*Classification wise Report*	
G.10.2	*Highest to Lowest Demanded*	
G.11	Buyer Analysis (Most Effective to Least Effective)	
G.12	Billing History	
G.12.1	*Buyer*	
G.12.2	*Supplier*	
G.12.3	*Sales Person*	
G.13	Delivery Report (Waiting for Delivery/Partial Delivered/Failed)	
G.13.1	*State wise summary*	
G.14	Employee Report	
G.14.1	*Branch wise*	
G.14.2	*Department wise*	
G.14.3	*Group wise*	
G.15	Lead/Delivery Reflection	
G.16	Customer Communication History Tracking	
G.17	Inquiry Tracking Report	
H	**Dashboard**	
H.1	Last Quarter Delivery Reflection	
H.2	Last 12 Month Delivery Analysis	
H.3	Last 12 Month Lead/Delivery Analysis	
H.4	Last Quarter Highest Performer (Sales Team/Individual)	
H.5	Last Quarter Least Performer (Sales Team/Individual)	
H.6	Most Demanded Products (5)	
H.7	Least Demanded Products (5)	
H.8	Notification Block	
H.9	Customer Directory	
H.10	Frequent Actions Blocks (Cards)	