

Case Study – Software Development

HINDUSTAN PENCIL LIMITED...

SALES FORCE AUTOMATION SYSTEM

- ▶ One of the leading Office Products manufacturing and distribution company in India.
- ▶ Over 300,000 retail outlet across India,
- ▶ 40 Redistribution Depot,
- ▶ 600 Products, 2800 Sales Force,
- ▶ Over 7,500 Daily Sales Reports,
- ▶ Country Route, Tentative Tour Plan, Monthly Tour Plan, Permanent Journey Cycle, Deviations,
- ▶ Sales Target with progress, Incentives, Promotion Scheme,

- Project
 - Development, enhancement and maintenance of SFA
- Solution Domain
 - Carried out development of Sales Force Automation (SFA) using PWT Framework
 - Capture up to date data of Secondary Sales for all the products on daily basis, make the same available as MIS reports to Management.

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HINDUSTAN PENCIL LIMITED....(Contd...)

PROJECT DETAILS

SDLC

- Architecture Knowledge Capture, Prototype and development
- Deliverables Review, Acceptance Testing Support and Knowledge Transfer from Onsite
- Reverse Engineering, Documentation Construction, Enhancement, Code optimization
- Unit Testing, Integration Testing and Upload
- Onsite –co -ordination and maintenance

Technology and Tools

- MS SQL Server, Microsoft .NET
- XML/XSL, HTML DHTML, JavaScript, CSS
- C#
- XML/HTTP, SOAP
- Crystal Reports
- ERWin, SourceSafe

Software Metrics

- Size 60 man-months
- Duration 4 months