

Unilever Mobility

Infosys & SAP
Nov 2011

Confidential



Team Introduction

Product Demo

29 -30 Nov 2011, Unilever, Bangalore



Agenda

Sales Call

- Beat Plan
- Outlet Selection

Competitor Inputs

- Display of Product Image intended to be captured
- Camera based picture capture
- Survey

Functional Scenarios

Rex 2.0 Product Demo

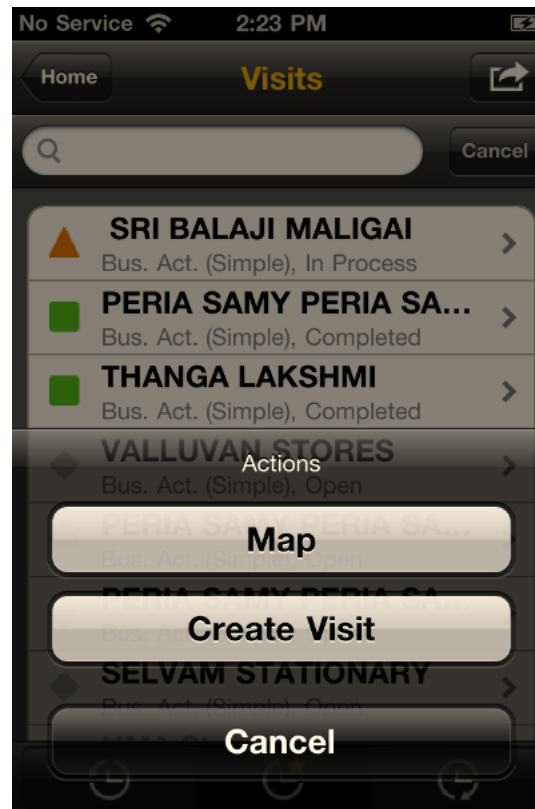
Sales Call

Beat Plan

- Login with Salesman credentials
- Sync (as required)
- Navigate to the Day's Plan
- Open Today's Beat List of Stores to be visited

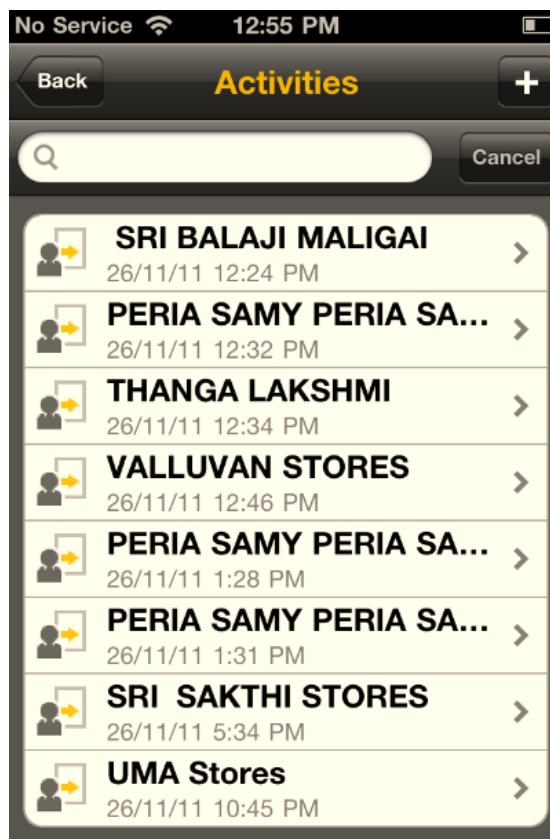
Functional Scenarios

Rex 2.0 Product Demo



Functional Scenarios

Rex 2.0 Product Demo



Functional Scenarios

Rex 2.0 Product Demo

Sales Call

- “Visit” Screen shows the list of outlets
- Choose one Outlet and show list corresponding activities for the outlet

No Service 2:31 PM

Back Visit Edit

Customer THANGA LAKSHMI >

Description Visit

Process Type Bus. Act. (Simple)

Activity Category Date

Reason Regular Activity

Planned Start 26/11/11 2:25 PM

Planned End 26/11/11 2:25 PM

Actual Start

No Service 2:32 PM

Back Visit Edit

Actual End

Status Open

Mandatory Activities

Plano check >
26/11/11 2:25 PM

Additional Info

Notes (0) >

Attachments (1) >

Surveys (1) >

No Service 2:32 PM

Visit Activity Edit

Actual Start

Actual End

Status Open

Mandatory ✓

Additional Info

Notes (0) >

Attachments (0) >

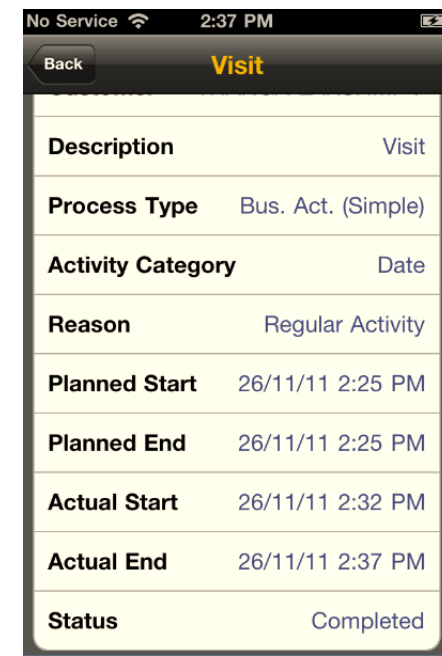
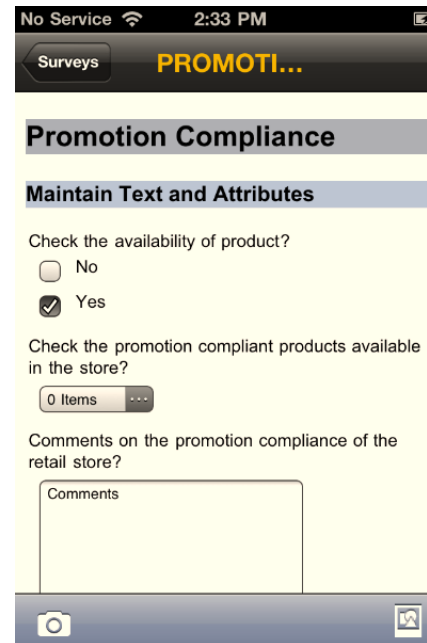
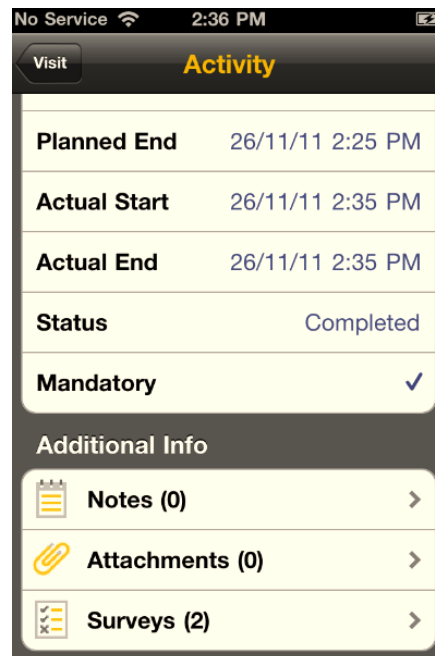
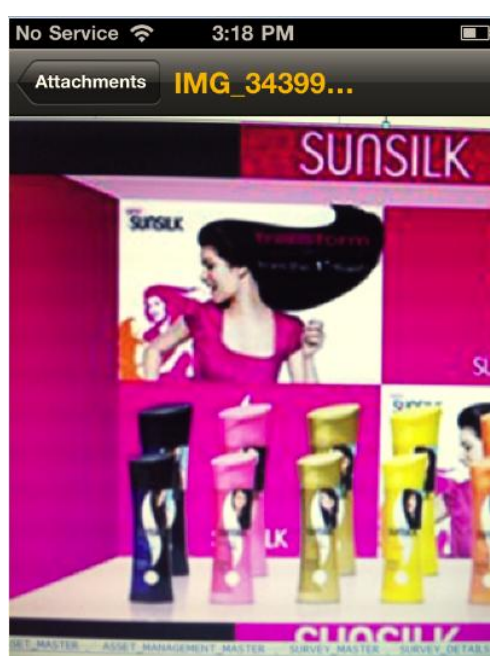
Surveys (2) >

Functional Scenarios

Rex 2.0 Product Demo

Sales Call:

- “Visit” Screen shows the list of outlets
- Choose one Outlet and show list corresponding activities for the outlet

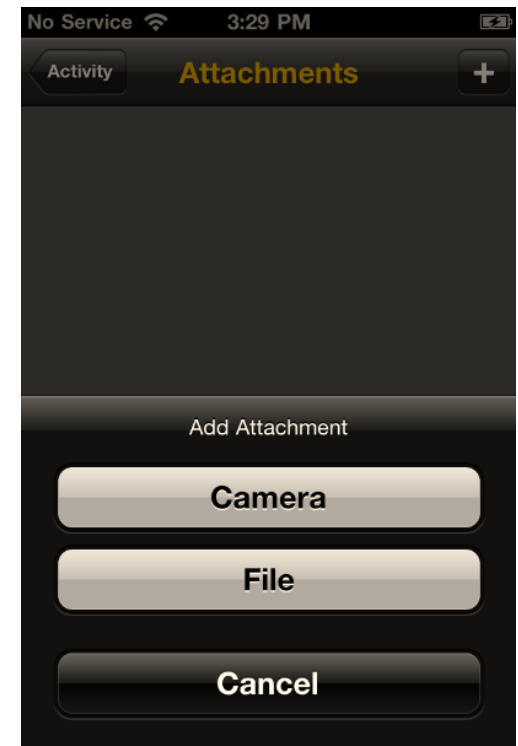
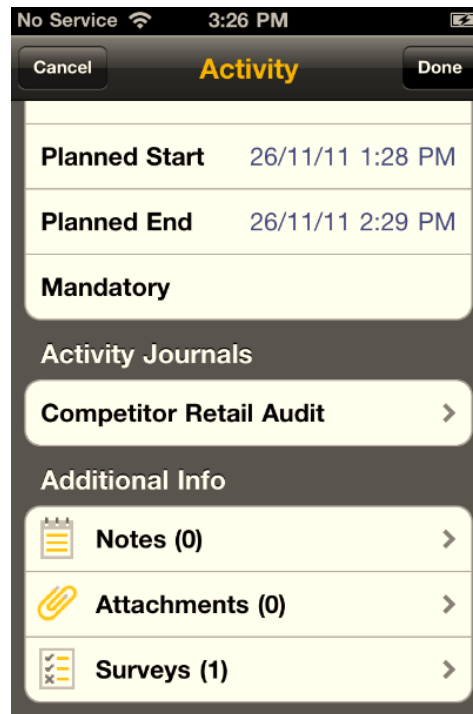
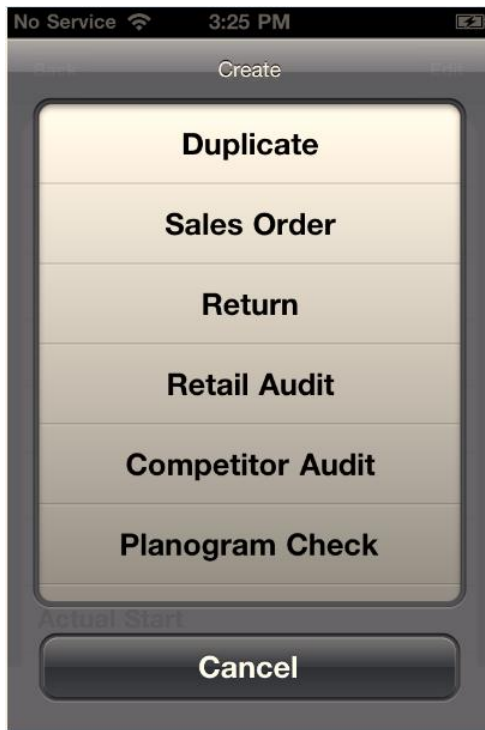


Functional Scenarios

Rex 2.0 Product Demo

Part of Competitor Intelligence

- Display of Product Image intended to be captured and Survey



Functional Scenarios

Rex 2.0: Competitor Intelligence

- Display of Product Image intended to be captured
- Camera based picture capture
- Survey

PoC Demo

on iPhone

29 -30 Nov 2011, Unilever, Bangalore



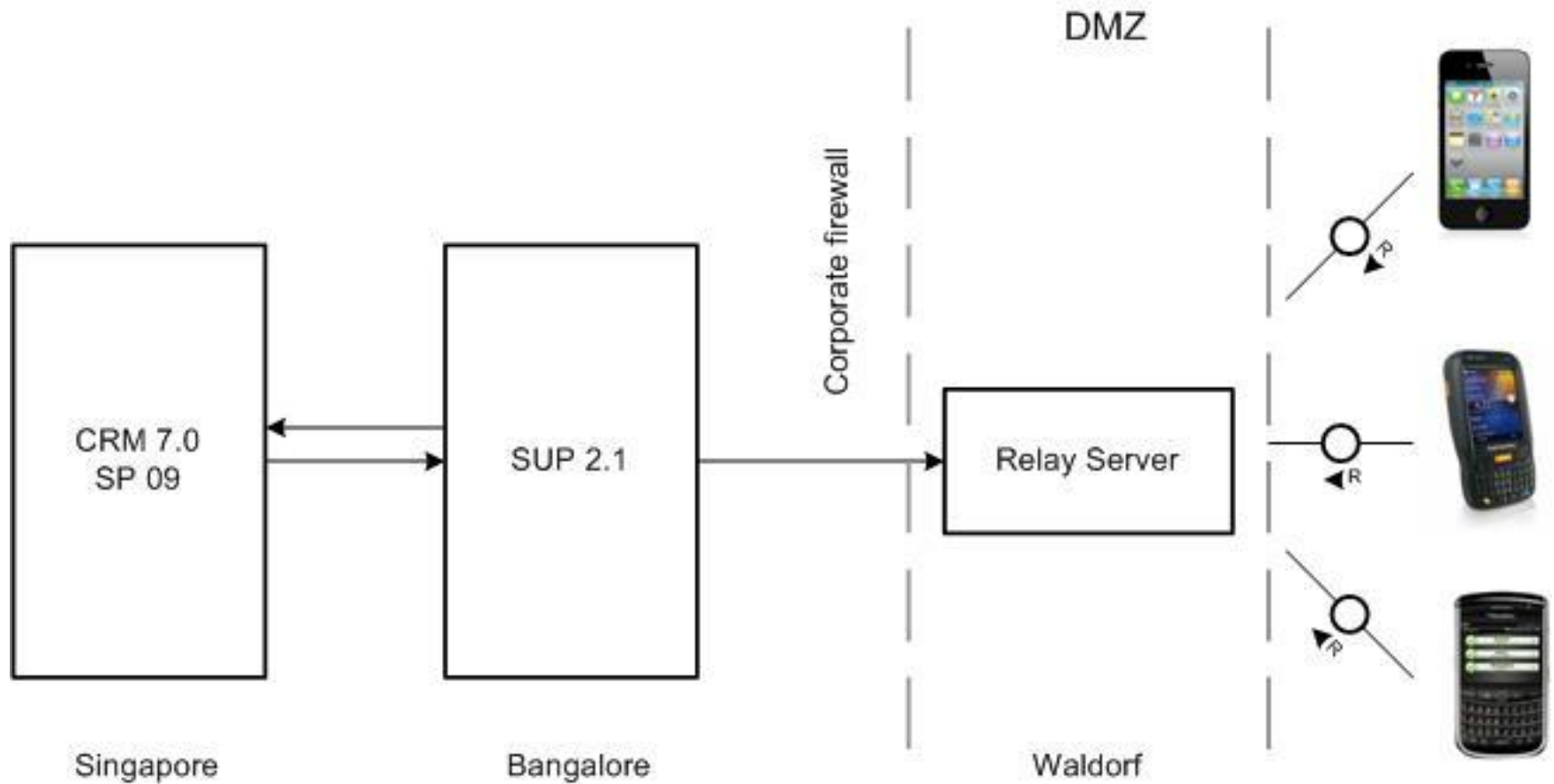
Agenda

- PoC Overview and Demo
- Enhancements using SUP
- Changes – Then and Now

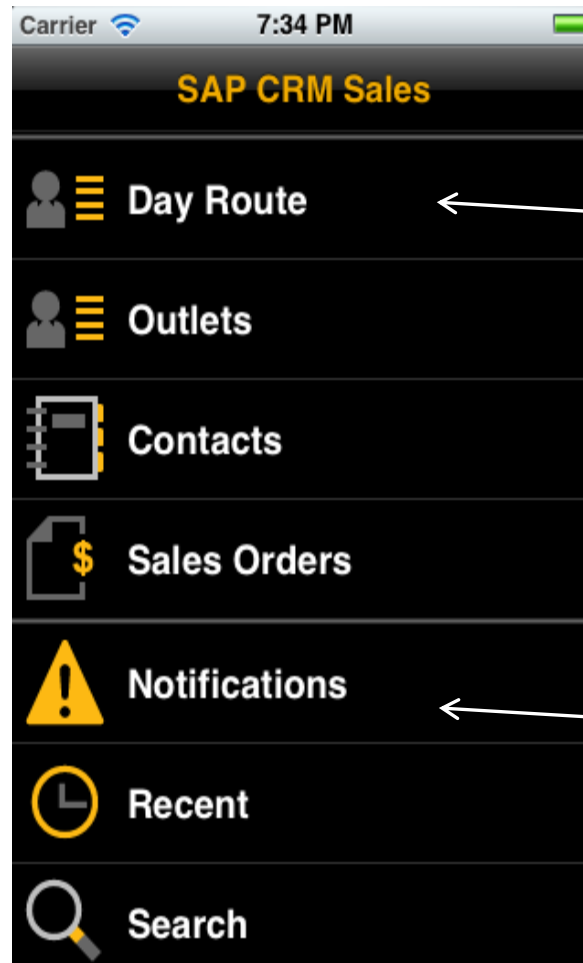
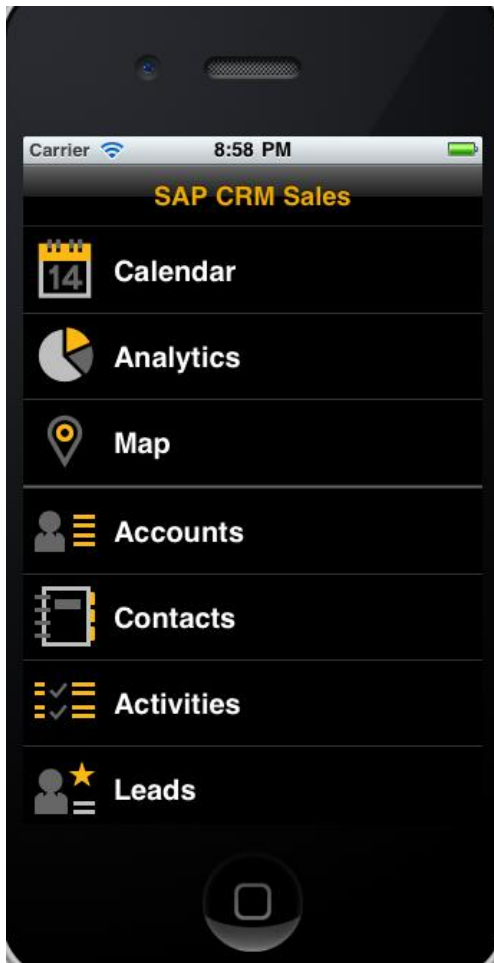
A day in the life of Salesman – Order Entry Demo



System Landscape



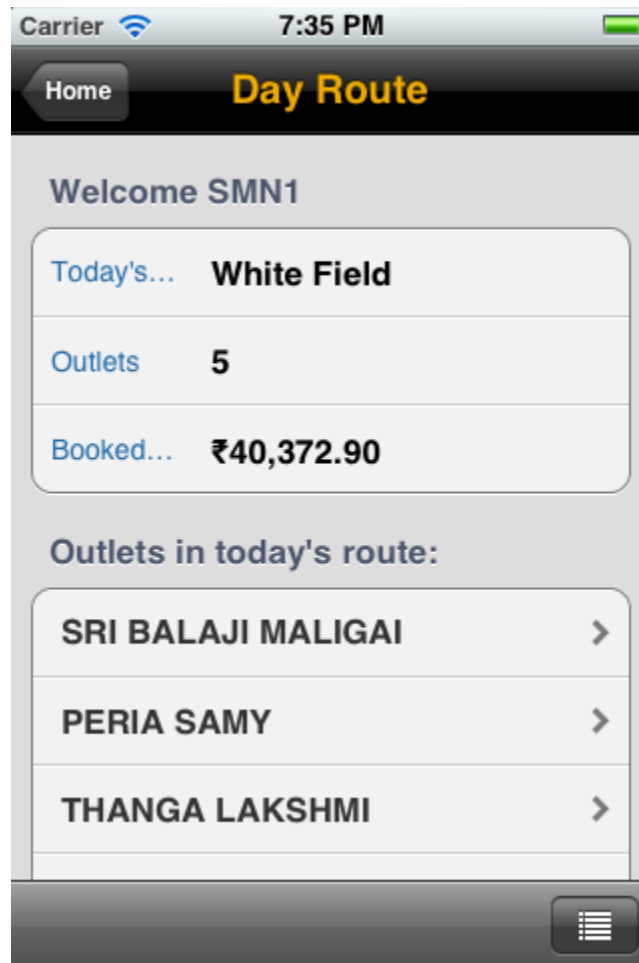
Then and Now



New Option
for "Day
Route"

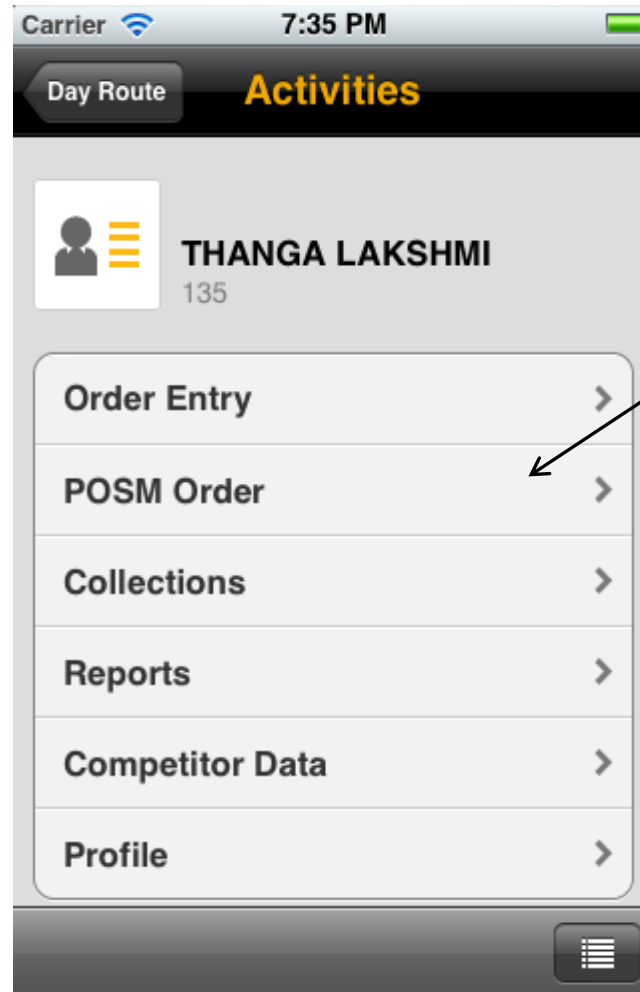
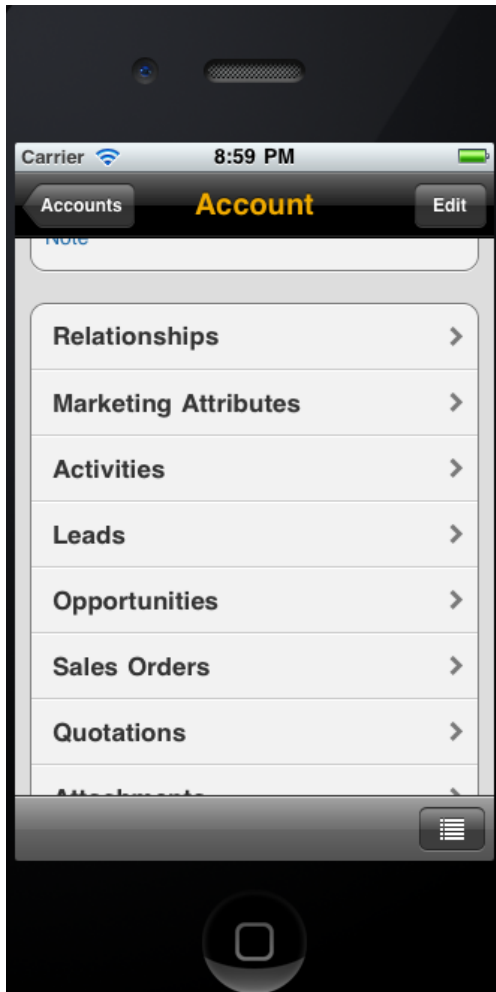
Customized
Menus

Then and Now



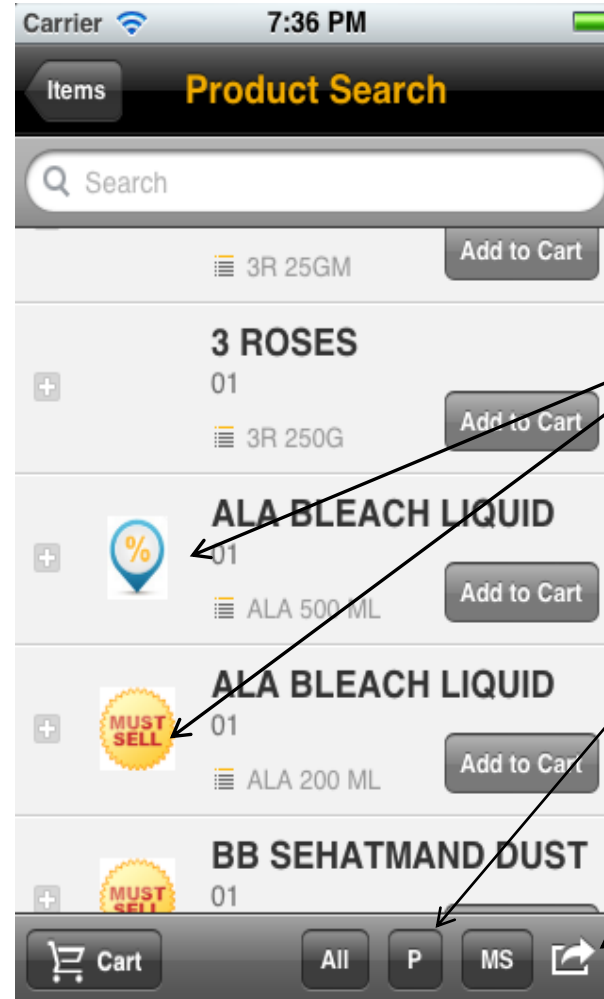
New Beat
Plan Screen

Then and Now

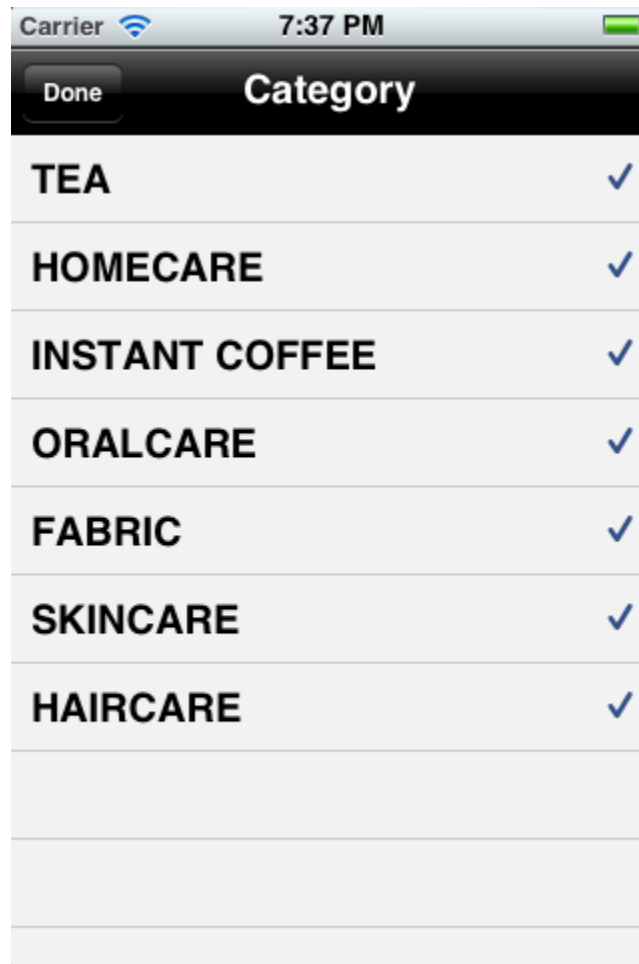


New
Customized
Activities

Then and Now

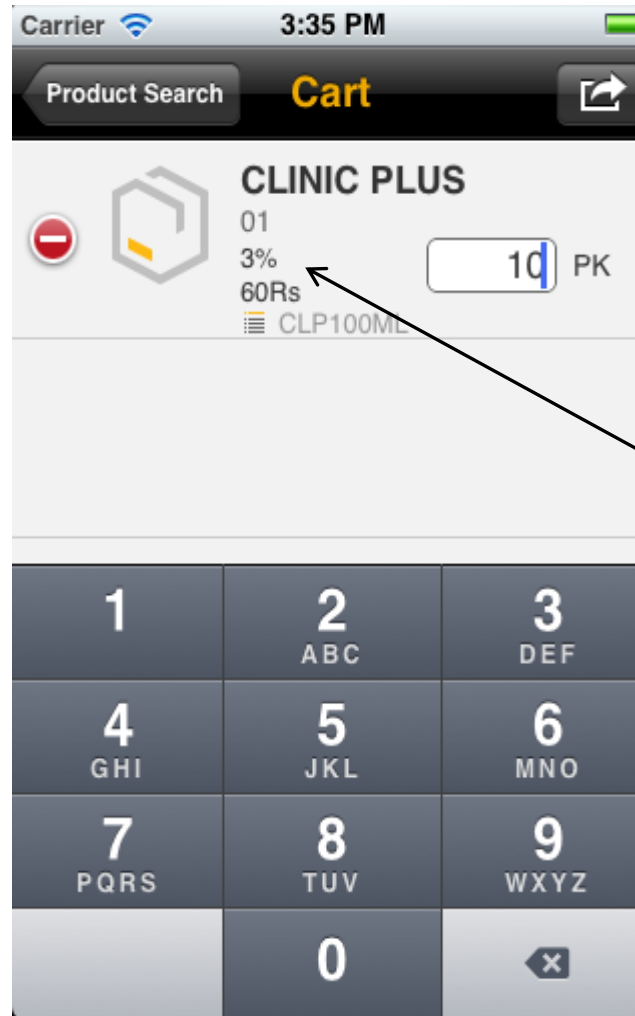


Then and Now



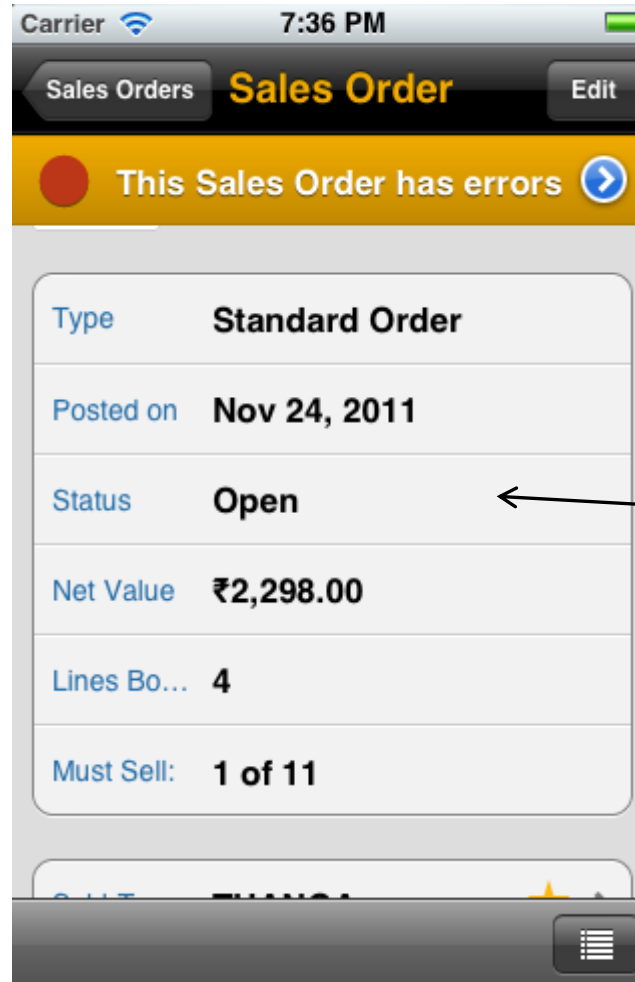
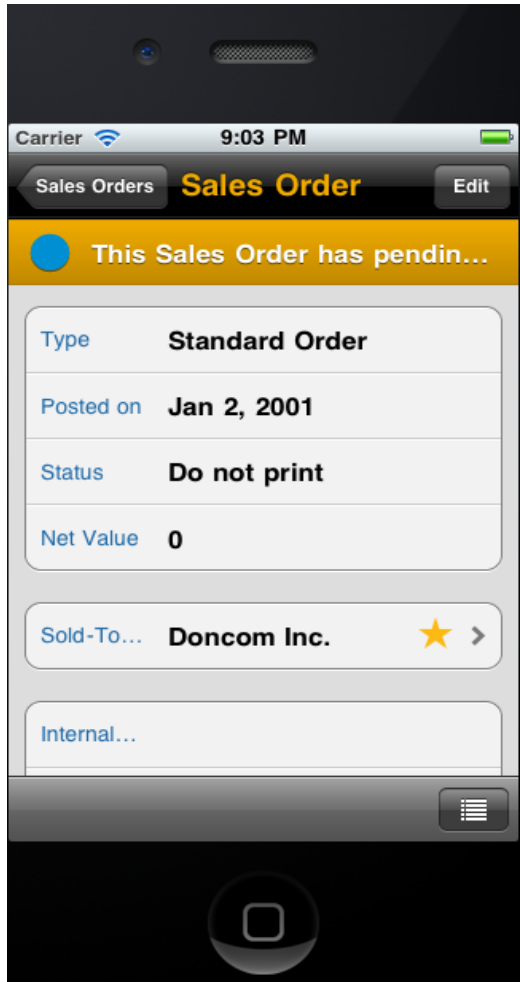
New Product
Category
Screen

Then and Now



Product Pricing and Promotions

Then and Now



Enhancements with SUP

- **CRM Touch Points**

- No changes to standard CRM sales code
- Maintenance free extensions
- Zero impact on future upgrades

- **SUP Touch Points**

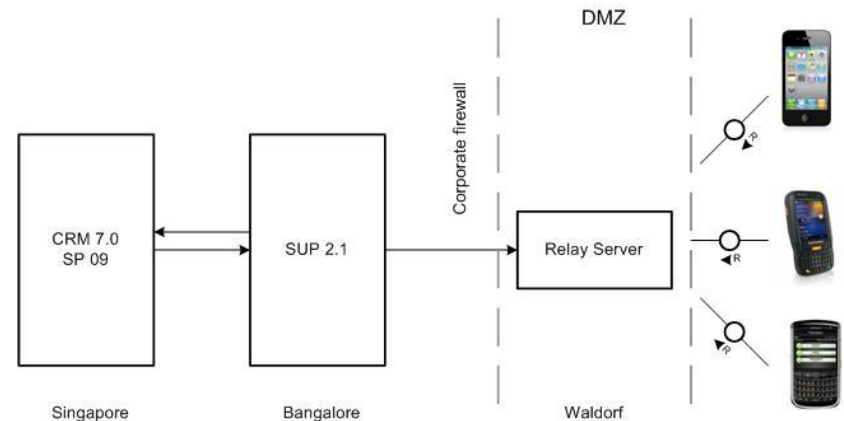
- No changes to application models on SUP
- Preserved the application integrity with Zero changes

- **Device Application Touch Points**

- Extensions based patterns usage,
- Minimal maintenance during upgrades

- **Ease of enhancement**

- 1 week development time, 1 week setup time



Summary

Order Entry

- To validate ability to place orders
- Review Applicable Promotions

IQ

- Organized view of packs - Recommended Packs, Outlet Regular Assortment, Nearly Out of Stock
- Highlighting of packs above with colour / symbols
- Outlet wise customized pack list

Order Review

- To validate ability to review orders as part of order cycle

Asset Management

- Barcode Scanning -To validate ability to ascertain product presence based on barcode enabled verification method

Product Demo

on tablet

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