



CEAT Sales Forces Dashboard Territory Lead Distributor - UX Document

Version. 01

Date: 25 January 2019

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User Journey

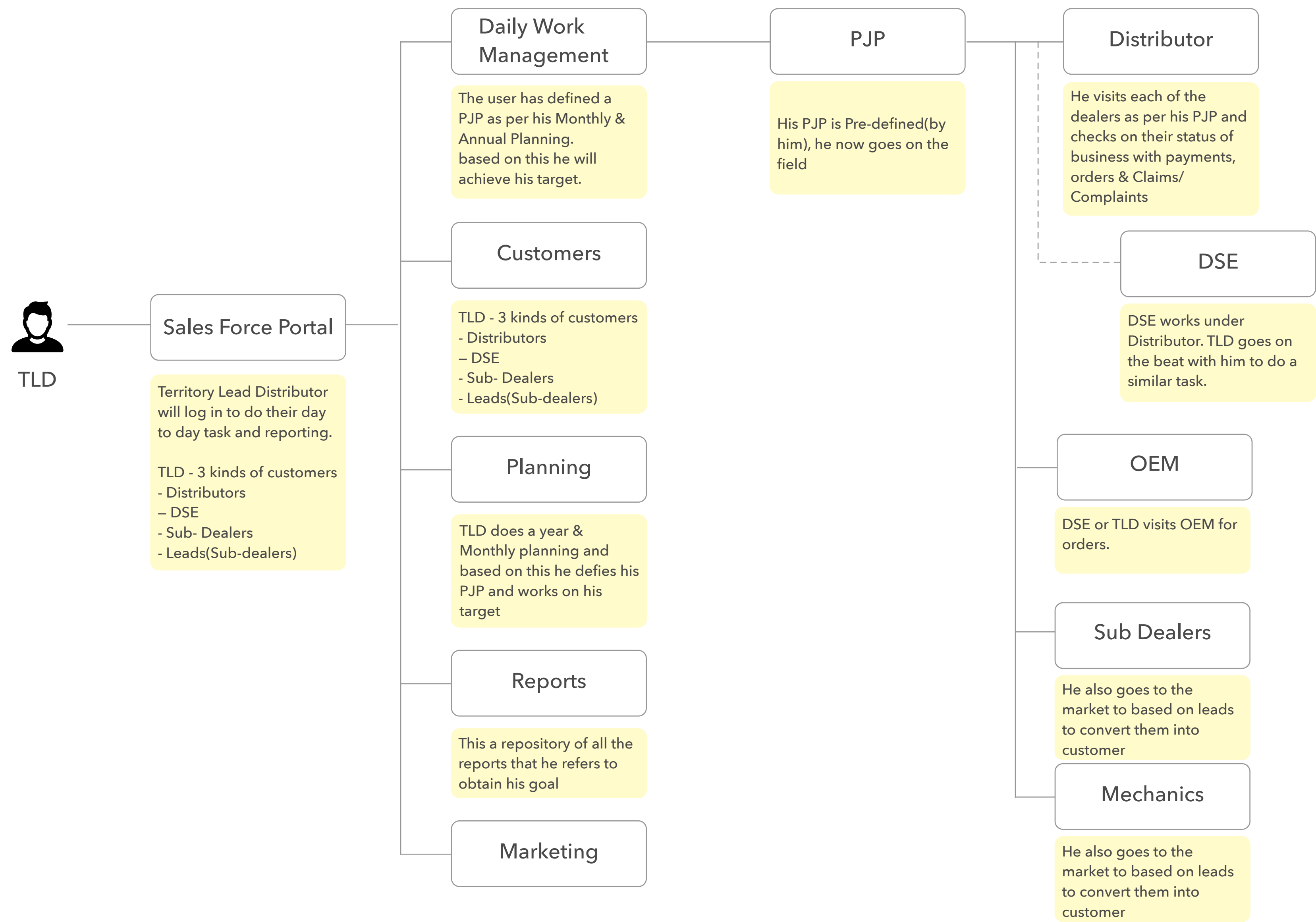
- Territory Lead Distributor 02

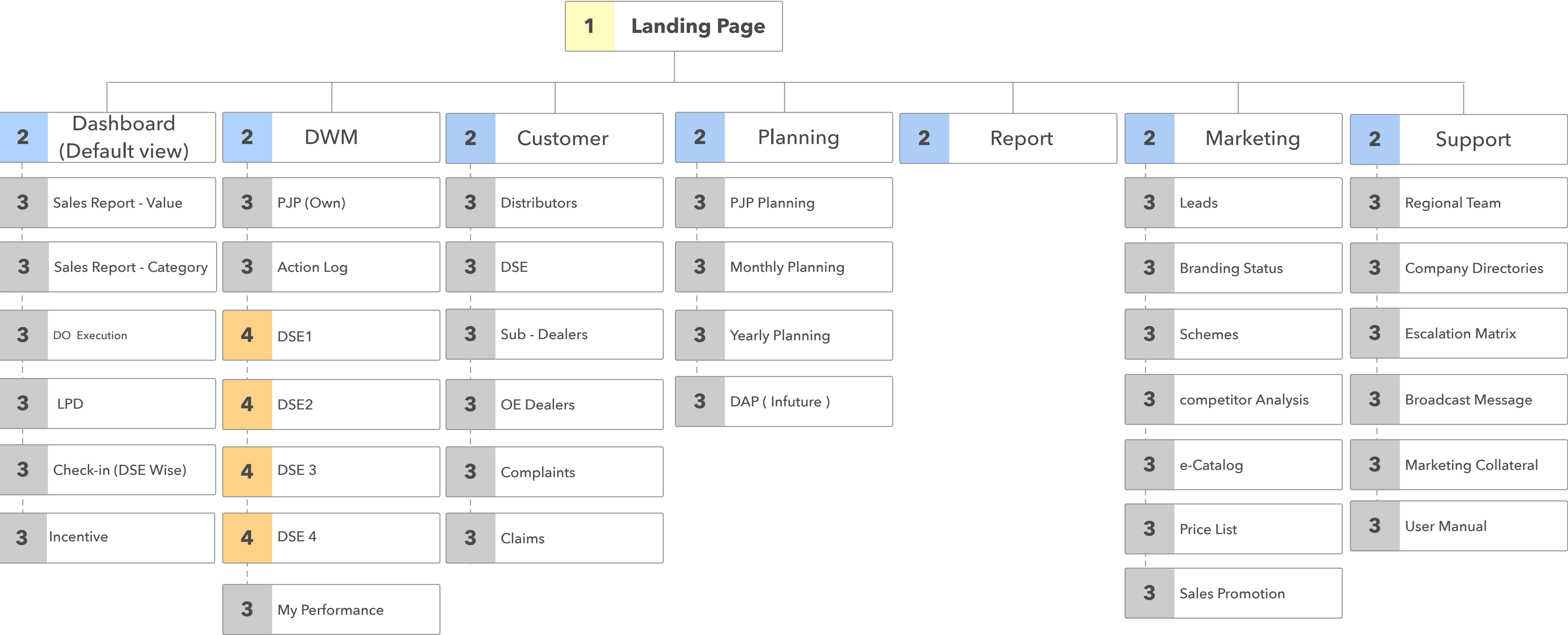
Sitemap

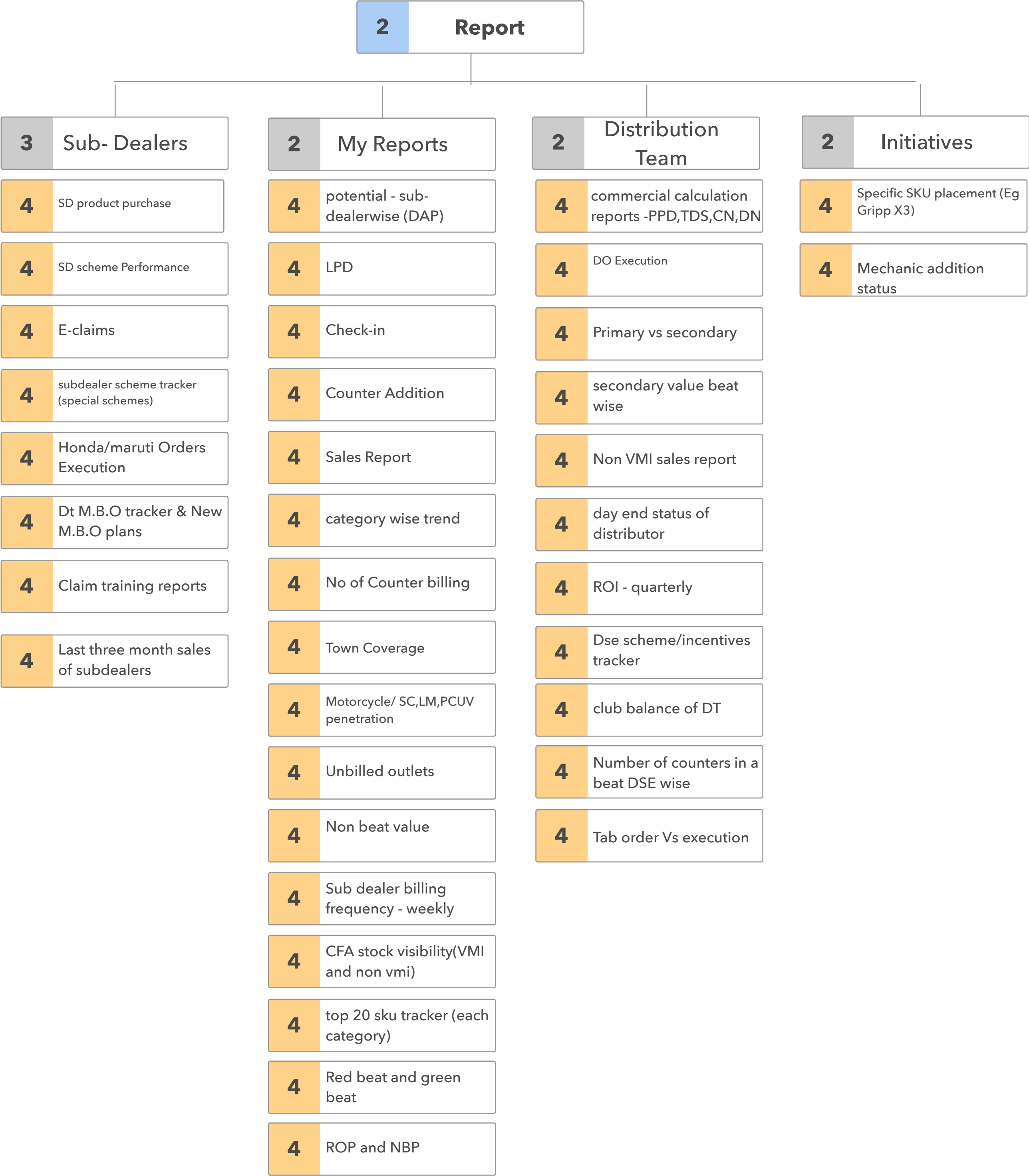
- Territory Lead Distributor 03

Wireframe

3.0 - TLD Interface Dashboard 07









CEAT Sales Forces Dashboard - TLD Dashboard & Report Navigation

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Page Break - My Customer Flow

Screen Resolution 1366×768

1

CEAT LOGO

HOME

DWM

Customers

Planning

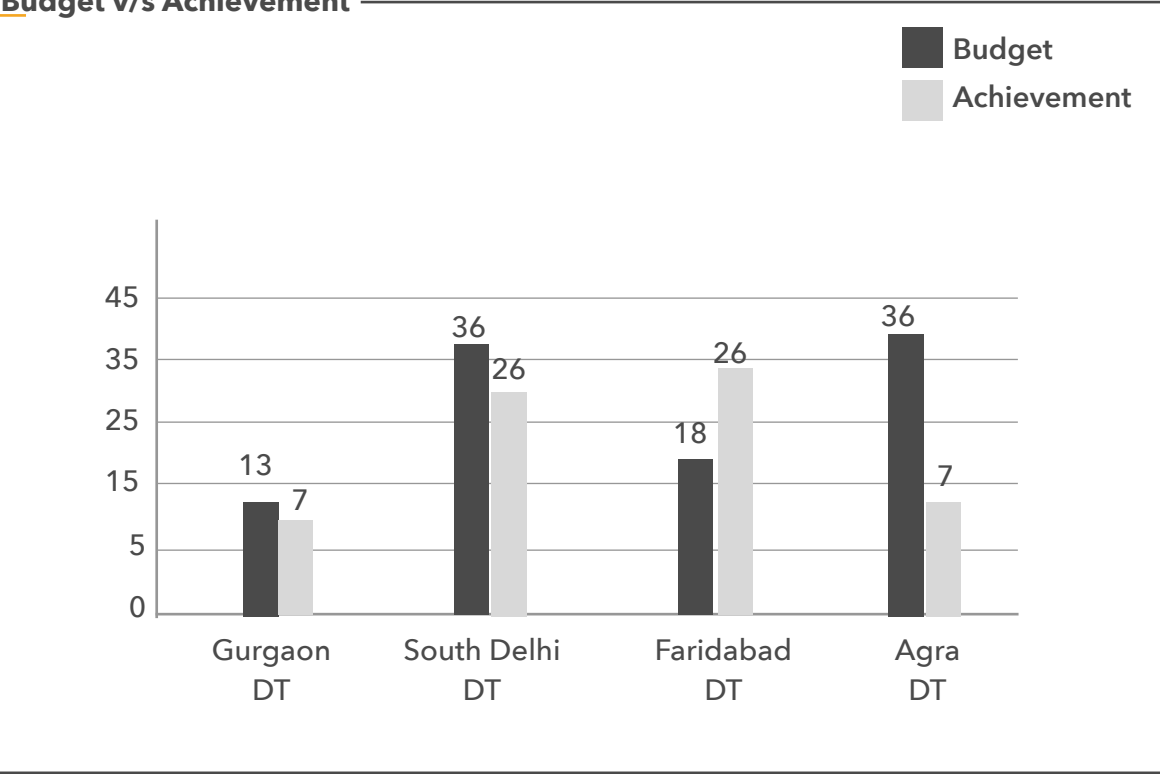
Reports

Marketing

Support

2

Budget v/s Achievement



3

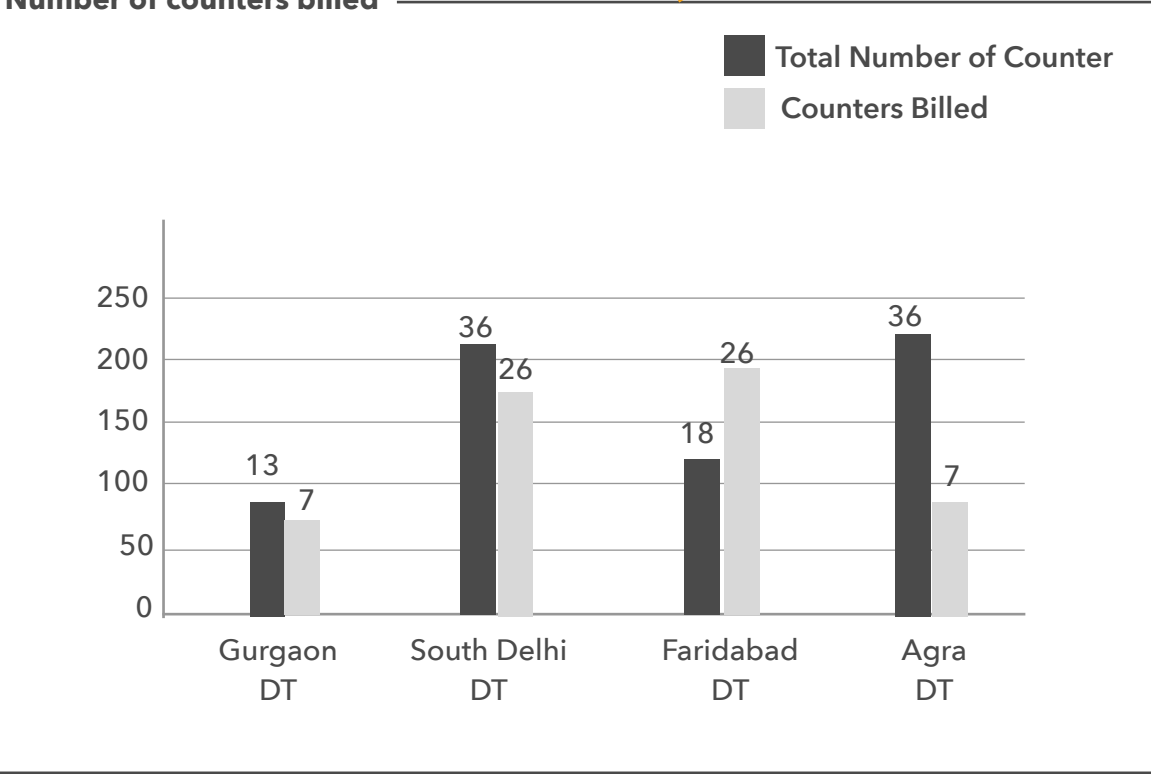
Actions

5 Pending Complaints

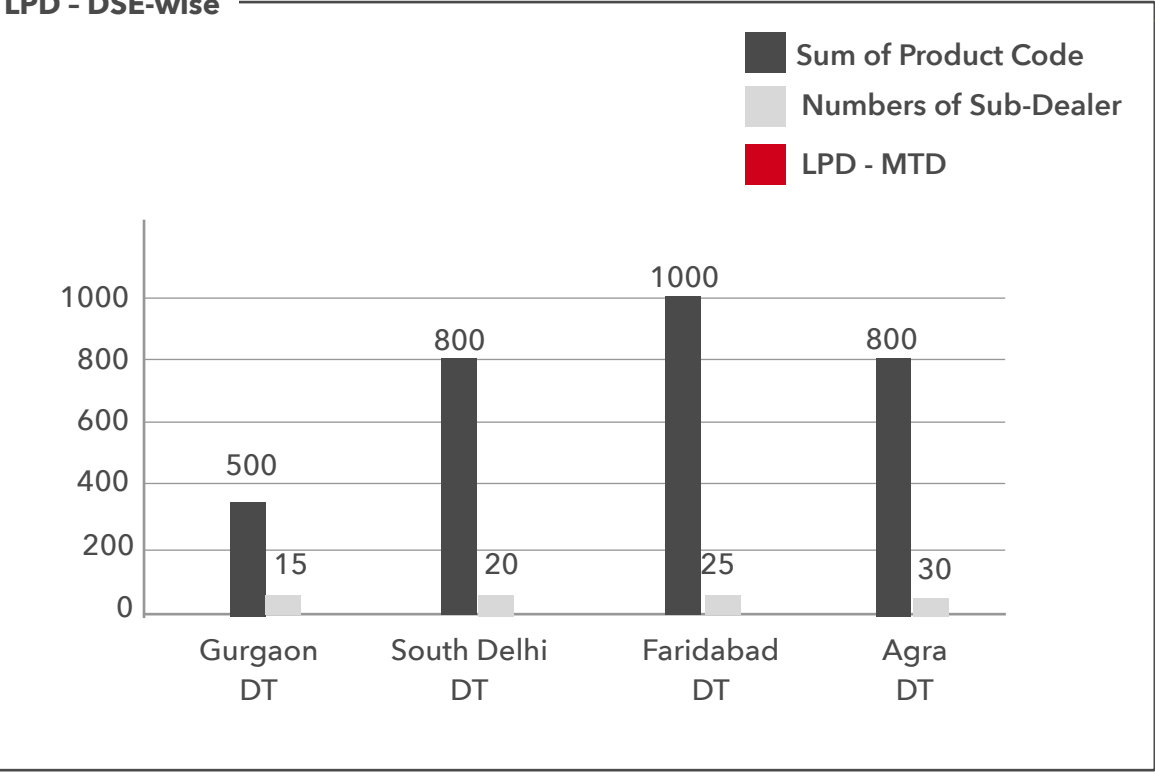
5 Pending Actions Logs

10 Pending DSE Logs

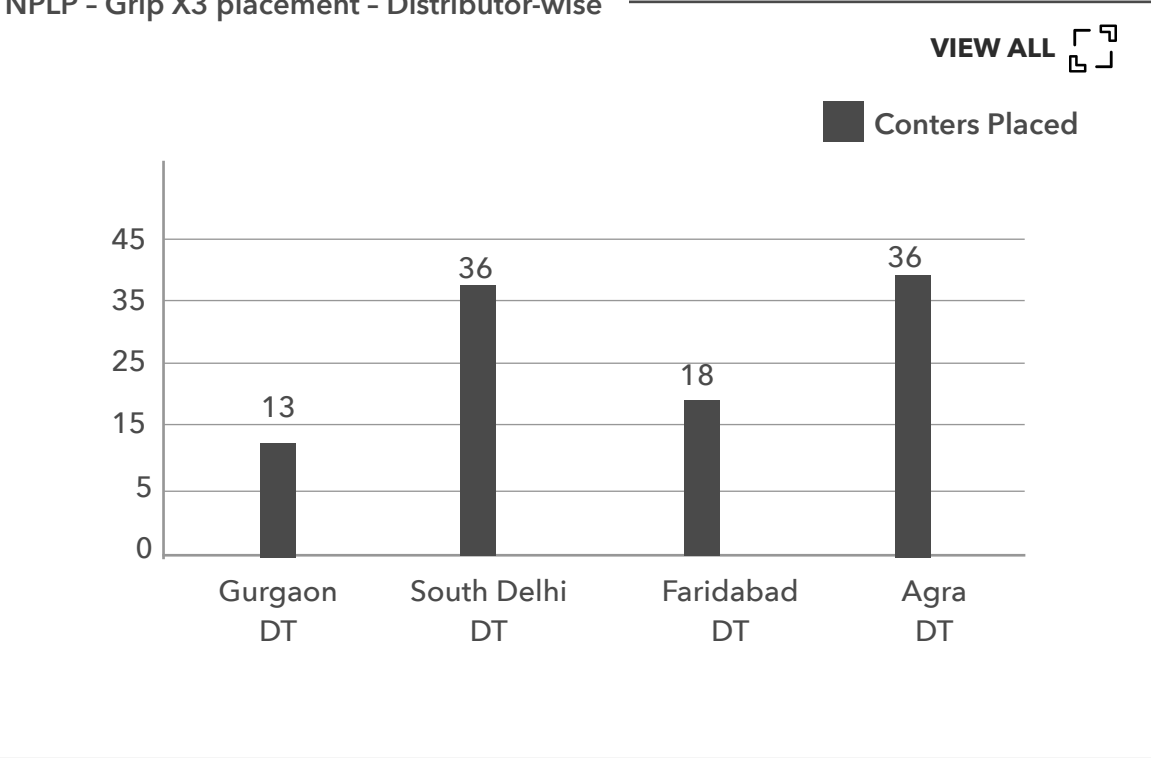
Number of counters billed



LPD - DSE-wise



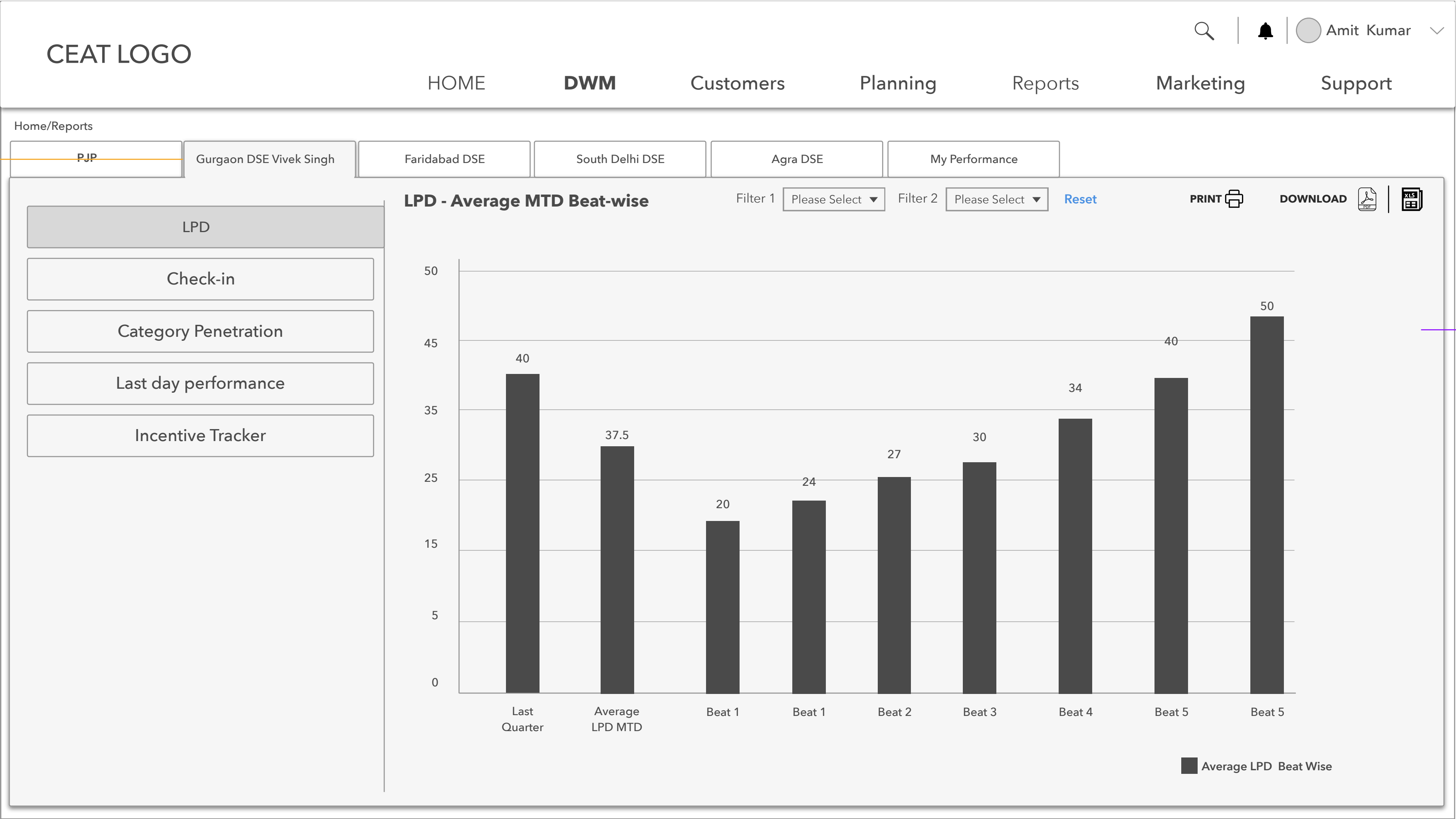
NPLP - Grip X3 placement - Distributor-wise

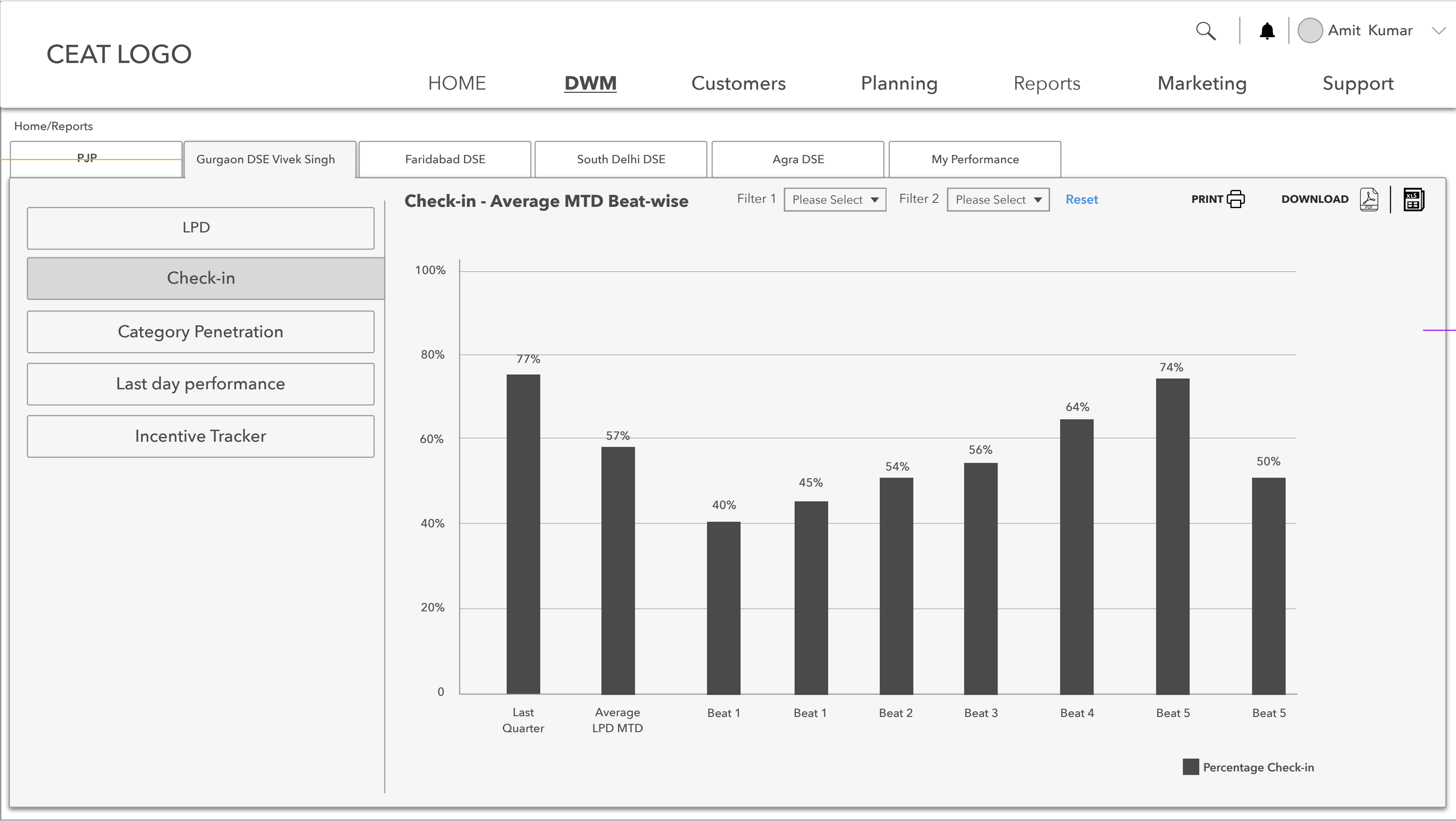


Annotations

- 1 Top Navigation as per sitemap (To be updated as per business) Key Navigation L1
- 2 Budget vs Achievement
Snapshot view of Budget plan and achievement for each category
- 3 PJP plan vs Achievement
- The PJP for each week and achievement as per the current date
- 4 Dealer Wise Overdue
- This is tabular data of dealers of their overdue
The arrangement is as per the priority of payments to be made
- 5 Digital Initiatives
The Current initiatives that are running their acceptance rate in the market is shown here.
- 6 Product Placement
The Current product placement in market and their performance.

Screen Break





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PJP

Gurgaon DSE Vivek Singh

Faridabad DSE

South Delhi DSE

Agra DSE

My Performance

LPD

Check-in

Category Penetration

Last day performance

Incentive Tracker

Check-in - Average MTD Beat-wise

BeatBeat 1Filter 2Please SelectReset

PRINTDOWNLOAD

Bar graph

L3M

MTD

Motorcyle	13	7
Scooter	36	26
PCR	18	26
LCV	18	26
LMV	36	7

Dealer Name	Amount (Last quarter)	MTD
Rajat Tyre	1,00,000/-	20,000/-
Sanyam Tyre	50,000/-	20,000/-
Ravi Tyre	1,00,000/-	20,000/-
Rajat Tyre	1,00,000/-	20,000/-
Rajat Tyre	1,00,000/-	20,000/-
Rajat Tyre	1,00,000/-	20,000/-
Rajat Tyre	1,00,000/-	20,000/-

Annotations

1 Sub- Navigation of DWM

A Check-in Average MTD Bead-Wise

A

Screen Break

Screen Resolution 1366×768

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Gurgaon DSE Vivek Singh

Faridabad DSE

South Delhi DSE

Agra DSE

My Performance

LPD

Check-in

Category Penetration

Last day performance

Incentive Tracker

Last Day Performance

PRINT

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Last Day Plan

1,50,000/-

Last day achieved

1,50,000/-

MTD Sales

11,50,000/-

Number of counters

22

Number of counters Visited

22

Number of counters Billed

10

LPD

10

Dealer Name ▶	Value	Check-in Time	Check-out Time	Remarks
Rajat Tyre	1,00,000/-	9:30	9:30	---
Sanyam Tyre	50,000/-	14:20	14:20	---
Ravi Tyre	1,00,000/-	14:20	14:20	---
Rajat Tyre	1,00,000/-	14:20	14:20	---
Rajat Tyre	1,00,000/-	14:20	14:20	---
Rajat Tyre	1,00,000/-	14:20	14:20	---
Rajat Tyre	1,00,000/-	14:20	14:20	---

Annotations

1 Sub- Navigation of DWM

A Last day performance Snapshot

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Screen Resolution 1366×768

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South Delhi DSE

Agra DSE

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Check-in

Category Penetration

Last day performance

Incentive Tracker

Incentive Tracker

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		Target	Actual			
Grip X3 Placement	Base is L3M active outlet (Required 50% for 1250 and 60% for 1500)	75	42	56%	1240/-	Not Qualified
Number of Sub-dealer billed	Base is L3M active outlet (Required 85% for 750 and 95% for 1250)	75	42	56%	750/-	Not Qualified
Outlets Visits	Measure as percentage of check-in done against total outlets in a beat (70% for 1000 and 85% for 1500)	75	42	56%	0/-	Not Qualified

Qualifying criteria: DSE should use tab to take orders and doing a minimum of 70% check-in.

Annotations

1 Sub- Navigation of DWM

Screen Break

Annotations

- 1

Sub- Navigation of Reports
These reports are bucketed as pe their usage.
- 2

Dealer Report - Specific Search for each report in this category
- 3

BPLOU VS Achievement (Dealer)
- This a Report with Snapshot view visible by default
- TL can filter specific to the current report and Download the report for as per their use.

A

Chart View - Depends on Quarterly view or Monthly view
Based on the business call,
This can be an applied view on all other sub tabs based on business requirement.

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Dealer

My Reports

Fleets

Initiavtes

2

SEARCH

3

Dealer, distributor and sub dealer spot inspection and spot replacement

Number dealers and sub dealers are authorised and using authority.

Dealer Business Card

Spot inspection and replacement

Filter 1Please SelectFilter 2Please SelectReset

PRINTDOWNLOAD

10

20

30

40

50

60

SAP CODE ▶	NAME ▶	Category ▶	Balance Q2	Q3-TGT	Q3 -TGT (balance+ Q3Actual)
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15

Screen Break

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Initiavtes

SEARCH

Claims register

Halla bol list

WA reports

WA trends

Reinspection at CFA level
(variation report)

PJP Plan Vs actuals

Incentive tracker

Dashboard score

Pending complaint status

Stock visibility

Claim rejected customers

MHN : SPEC.KTB reports

SPK reports

Download Selected

Download All

Claims Register

Filter 1

Please Select

Filter 2

Please Select

Reset

PRINT

DOWNLOAD

LOREM ▶	LOREM▶	LOREM ▶ <div>i</div>	LOREM	LOREM	LOREM
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15

Annotations

1 My Report - View

By Default the user can view the a report on Priority in the data preview.

Screen Break

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SEARCH

SEARCH

Tyre Tracking

Scrap Tyre Inspection - FSS & Fleet wise

SPK

MHN: SPEC.KTB

Halla Bol List

Businesses Card

Fleet Pricing

Tyre Tracking Report

Filter 1

Please Select

Filter 2

Please Select

Reset

PRINT

DOWNLOAD

Customer Number	Customer Name ▶	Vehicle No. <div>i</div>	Tyre brand ▶	Tyre Pattern	Wheel Position
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15
50003381	R.R.Tyres	ND	-	5	15

Annotations

1 Filter view - interaction
This is a sample view of the filter not an actual data.

Filter 1:

Customised

Brand

Brand 1

Customer

Brand 2

Wheel Position

Brand 3

TBB/TBR

Brand 4

Filter 2:

Lorem

Lorem 1

Front Right

Lorem 2

Front Left

Lorem 3

Left hand side back

Lorem 4

Left hand side back

Screen Break

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Product Placement

Digital initiatives

Digital Initiatives

Filter 1

Please Select

Filter 2

Please Select

Reset

PRINT

DOWNLOAD

Dealers	Category	Sales Volume	Warranty Registered	WR %
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5
50003381	R.R.Tyres	ND	-	5

Annotations

1 Initiatives View
Limited columns view

Screen Break



Page Break

Customer Flow

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Wireframe - Customer Flow

2.2.1 RSM - Customers - Distributors

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Distributors

DSE

Sub- Dealers

OE Dealers

Complaint

Claims

SEARCH

Filter

SAP CODE ▶	NAME ▶	Category ▶
50003381	Distributor 1	ND
50003381	Distributor 2	ND
50003381	Distributor 3	ND
50003381	Distributor 3	ND
50003381	Distributor 3	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND
50003381	Distributor	ND

Distributor : Distributor 1

Info: Address 1, Sector , PIN

Available Limits10,00,000

SDS15,00,000

Permissible Limits5,00,000

Total Outstanding5,00,000

Net Over Due00

Warranty Registrations

E-claim

Sales	WR	%
21425	2948	12

Received	Replaced	%
165	2948	42

Scheme Status (TBD)

Scheme 112^

Scheme 212^

Scheme 312^

Scheme 412^

View All

BPLOU

DOWNLOAD

VIEW ALL

Category	BPLOU QTR	Availed	Remains	Current Month (Jan)
TBB	200	140	30	30
PCR	200	140	200	200
MC	200	140	300	300
3 Wheeler	200	140	100	100
Motocycle	200	140	83	83
Scooter	200	140	33	33
LCV	200	140	30	30

Annotations

1 Selected Dealer View

Info about the dealer, Warranty, Schemes & BPLOU

- 3 Distributors
- 3 DSE
- 3 Sub - Dealers
- 3 OE Dealers
- 3 Complaints
- 3 Claims

Screen Break