# Login MIS Automation System

## Overview

This project is an automated Excel-based Management Information System (MIS) built to streamline reporting and performance tracking in the insurance and banking channel partner domain. Designed and implemented using advanced Excel formulas, the system eliminates manual data entry, reduces reporting errors, and enables quick decision-making through automated dashboards and business summaries.

## Key Features

### 1. RM Summary

• Provides a consolidated view of all Bank RMs (Relationship Managers) and ARMs (Assistant RMs).  
• Automatically calculates total business done by each RM/ARM, product-wise distribution, and performance comparison.  
• Uses dynamic lookup formulas and conditional formatting to highlight top and low performers.

### 2. Login Summary

• Captures and summarizes all logged cases across products.  
• Automatically computes credit eligibility for each RM/ARM based on product name, APE (Annualized Premium Equivalent), and PPT (Premium Payment Term).  
• Integrates multiple cross-sheet references (VLOOKUP, INDEX-MATCH, and IF-AND-OR combinations) for real-time calculations.  
• Enables instant productivity and accuracy tracking for business logs.

### 3. T vs A (Target vs Achievement)

• Built for internal tracking and performance analysis.  
• Tracks product count, product mix, and monthly target achievement.  
• Employs SUMIFS, COUNTIFS, and dynamic range formulas to auto-update metrics.

## Excel Automation Logic

The system leverages a combination of advanced Excel functions including:  
• IF, AND, OR — Conditional logic for eligibility and validation.  
• VLOOKUP / INDEX-MATCH — Dynamic data retrieval between sheets.  
• SUMIFS / COUNTIFS — Multi-criteria aggregation for reports.  
• TEXT, ROUND, CONCATENATE — Standardized formatting and presentation.  
• Dynamic Ranges & Data Validation — Ensure accuracy in inputs.  
• Conditional Formatting — Visual indicators for performance and anomalies.  
  
Together, these create a self-sustaining Excel automation model that recalculates all metrics automatically when new data is entered.

## Business Impact

• Reduced manual reporting time by over 70%.  
• Achieved error-free automation across key business reports.  
• Enabled real-time insights for RM performance, product mix, and sales analytics.  
• Enhanced collaboration between Sales, Operations, and Management teams.

## Skills Demonstrated

• Business Process Automation  
• Data Analysis & Visualization (Excel)  
• Logical and Analytical Thinking  
• Process Optimization  
• Report Automation using Excel Formulas

## Repository Contents

• Login MIS\_Automated.xlsx — Automated Excel MIS with prebuilt formulas and dashboards  
• Project Documentation — Overview and explanation of logic

## Future Enhancements

• Convert Excel logic into Power BI dashboard for better visualization.

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