

Version 1.0

Prepared for

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• 1. INTRODUCTION

1.1 Overview

Client. wants to develop a new Mobile App (DDT); that will help reduce the manual activities of its Field Sales Executives to a significant extent. *Clients* products are kept by many dealers for sale, and they need to place orders as and when required. Field Sales Executives are deployed by the company to cover all the geographical locations, and facilitate the dealers in placing new orders efficiently. This app will be installed at Android phones of all the FSEs. Once they sign in the app with appropriate rights, they can see the relevant functionalities that they can utilize to manage their various daily tasks. This Mobile App will help all its FSEs to work efficiently, and avoid collecting and submitting data manually to a large extent.

The Mobile App DDT needs to be as per the scope discussed and agreed by both, the *Clients Concepts Pvt. Ltd.* & *Dishnet Wireless Ltd.* Following technical proposal has been created for the design & development of this Mobile App.

1.2 Project Scope

The broad scope of the project is as follows:

- a) Once the user i.e. the Field Sales Executive will sign in the App, he will see the following icons: ATTENDANCE, DAILY REPORTING, DISTRIBUTOR STOCK, DAILY EXPENSES, PAYMENT COLLECTION, PRIMARY SALE, MONTHLY TOUR PLAN, REPORTS, CHECK OUT, COMPLAINT/FEEDBACK ABOUT, UPDATE AN APP, & VERSION UPDATE.
- b) **ATTENDANCE** – This will be the first enabled icon that the user must use and log his attendance. Only after successful entry of the user's attendance, other icons on the home page will get enabled. If the user chooses the working status as "LEAVE", he will be provided make two entries such as, FROM & TO dates & Type of Leave from a drop down list.
- c) **DAILY REPORTING** – Through this icon, an FSE will be able to see every morning, the list of dealers assigned to him for either Order booking OR Meeting for Project, Architecture, Distributor or Others. He needs to plan his day out accordingly, and visit as per the assigned tasks.
- d) **DISTRIBUTOR STOCK** – Will display Distributor-wise List of Product Name, Qty & MRP.

- e) **DAILY EXPENSES** – User will use this icon to enter his daily expenses related data. He will be provided a text field to enter the Bill number and Bill amount manually. Along with Bill number, he will also be provided with option to click images of the bill. A maximum of five bill images per day will be allowed. Also, the total bill amount will be made visible at the end of the form, before the SUBMIT button.
- f) **PAYMENT COLLECTION** – User can use this icon to enter the details of the payment collection. Three options are provided, viz. Cash, Cheque & RTGS.
- g) **PRIMARY SALE** – Will display sale data per distributor between any two given dates. Fields to be displayed will be Product Name, Qty & MRP. Total sale amount will also be made available.
- h) **MONTHLY TOUR PLAN** – In this functionality, user will enter FROM and TO dates, travelling mode from the drop down, working status from the drop down, Distributor name from the drop down, etc. Then, user can preview the plan, before submitting for approval.
- i) **REPORTS** – FSE can view his Attendance report for a particular date. Other than this, here are few more reports that can be generated, such as, Daily Sales Report, MTP Report, Distributor Stock Report, Retailer Information, Retailer wise Sale Report.
- j) **CHECK OUT** – Once the FSE has finished visiting all the allocated dealers assigned to him for a particular day, he can check out by using this option. That will be the logical end of his daily work.
- k) **COMPLAINT/FEEDBACK ABOUT** – User can use this functionality to select any distributor from drop down, select the type of feedback, and enter his remarks.
- l) **UPDATE AN APP** – To allow new user to shift the app in working condition.
- m) **VERSION UPDATE** – to make the app using current version of the product.
- n) One day training to FSEs of *Clients Concepts Pvt. Ltd.*

• 2. PROJECT REQUIREMENTS

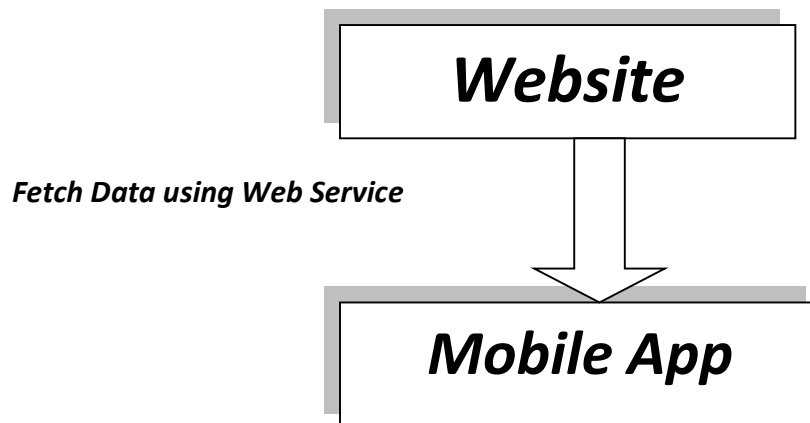
Mobile App Development:

CLIENTS CONCEPTS PVT. LTD. wants to customize Dishnet Wireless proprietary Mobile App DDT for its Sales Reps, that will automate the work of its Field Sales Executives who go out to the dealer locations for Order booking or Meetings. The Mobile App needs to have a Fresh, Eye-catching & Attractive UI (Look and Feel), and should cover the required functionalities.

The Mobile App needs to be developed first on Android platform. Apart from the Mobile App, the same functionalities will also be available thru web.

• 3. PROPOSED SOLUTION

3.1. Overall Mobile App Structure



3.1.1 Mobile App Architecture



ATTENDANCE

The image displays two screenshots of a mobile application interface for 'Attendance'. The left screenshot shows the main form with the following fields: 'Working Status' (set to 'Working'), 'Working With' (set to 'Single Working'), 'Remarks' (empty text box), and a 'Submit' button. The right screenshot shows a dropdown menu for 'Working Status' with the following options: 'Working', 'Full-day=>Working', 'Half-day=>Working', 'Part time=>Half-day', 'Weekly Off', and 'Leave'. An arrow points from the 'Working Status' dropdown in the left screenshot to the dropdown menu in the right screenshot.

On Selection of “Working Status” as *Leave*, user will be provided the following fields to be entered:

1. FROM DATE
2. TO DATE
3. Type of leave (Drop-down)

DAILY REPORTING

DAILY REPORTING

☐ Order Booking ☐ Meeting

ORDER BOOKING

☒ Sample ☐ Order

SAMPLE

Product Name

☐ Product 1

QTY

12

MRP

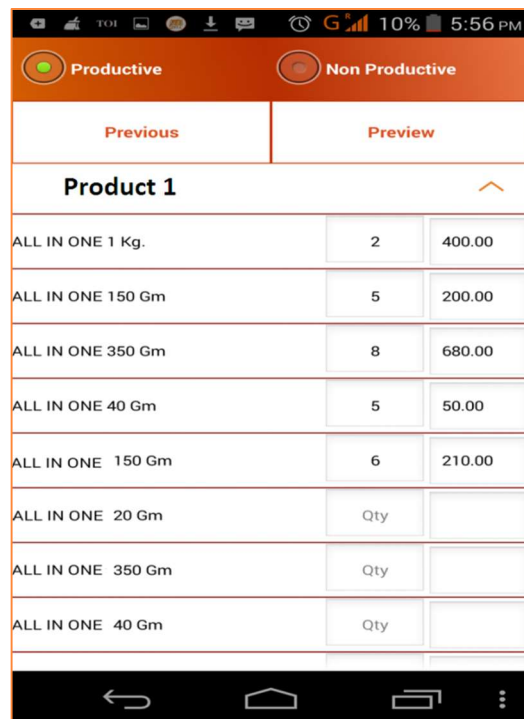
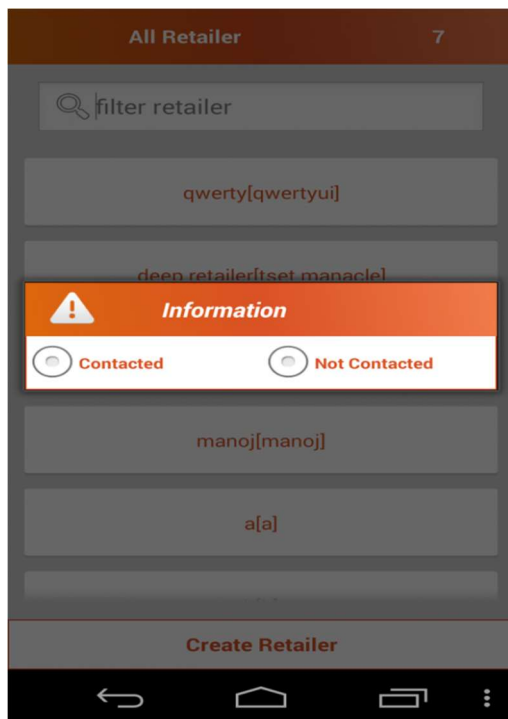
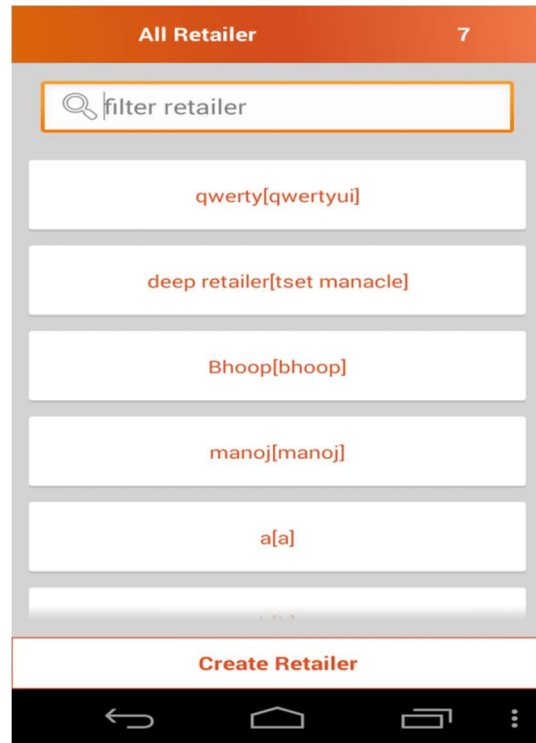
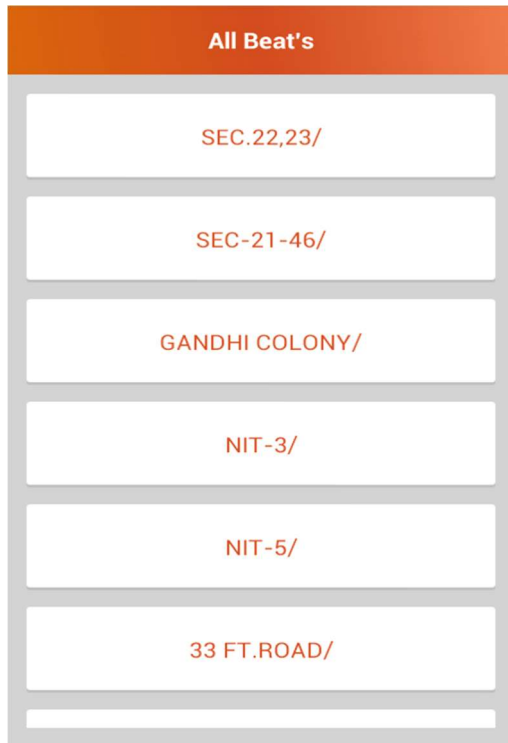
475

ADD MORE

SUBMIT

All Dealer

Bansal Traders/Faridabad



Product Name	Qty	Value	
All In One 40Gm (8.00...	2	15.00	✕
All In One 55 gm (8....	5	37.50	✕
All In One 50 gm (7.5...	8	60.00	✕
All In One 40 Gm (9.6...	5	37.50	✕
All In One 45GM(10.8...	6	45.00	✕

Total Value	195.00
Add More	Book Order

Product Name	Qty	Value	
All In One 40Gm (8.00...	2	15.00	✕
All In One 55 gm (8....	5	37.50	✕
All In One 50 gm (7.5...	8	60.00	✕
All In One 40 Gm (9.6...	5	37.50	✕
All In One 45GM(10.8...	6	45.00	✕

Total Value	195.00
Add More	Book Order

Product Name	Qty	Value	
Banana Wafers(BlackP...	5	35.00	✕

Do you want to Edit ?

All In One 40Gm (8.00...

8 56

Yes No

\$ & _ - 1 2 3 ?

@ () = + 4 5 6 !

{&= ' : % / 7 8 9 ✕

abc " * , 0 . ✕

Product Name	Qty	Value	
All In One 40Gm (8.00...	2	15.00	✕
All In One 55 gm (8....	5	37.50	✕
All In One 50 gm (7.5...	8	60.00	✕
All In One 40 Gm (9.6...	5	37.50	✕
All In One 45GM(10.8...	6	45.00	✕

Add Remarks

Exit Submit

Total Value	312.25
Add More	Book Order

CREATE DEALER

- Enter Manually
- Scan Dealer Visiting Card

Saving screenshot...

Dealer Information

Contact No 1

Contact No 2

Address

E-mail 1

E-mail 2

TIN



DISTRIBUTOR STOCK

The screenshot shows a mobile application interface for 'Distributor's Stock'. At the top, there is a status bar with icons for signal, battery (53%), and time (7:48 AM). Below the status bar is an orange header with the text 'Distributor's Stock'. Underneath the header is a white button labeled 'Submit'. The main content area is titled 'Products' with an upward arrow icon. It contains three product sections, each with an orange header and a white table below it. The first section is for 'ALL IN ONE 1 Kg.' and has a table with columns 'M. Date', 'Case', 'Piece', and a red 'X' icon. The second section is for 'ALL IN ONE 150 Gm' and has a table with columns 'M. Date', 'Case', and 'Piece'. The third section is for 'ALL IN ONE 350 Gm' and has a table with columns 'M. Date', 'Case', and 'Piece'. The 'Case' column in the first table is highlighted with an orange border. The bottom of the screen shows a black navigation bar with icons for back, home, and recent apps.

M. Date	Case	Piece	
2016-11-25	12	0	×
2016-11-27	12	0	×

M. Date	Case	Piece
---------	------	-------

M. Date	Case	Piece
---------	------	-------

DAILY EXPENSES

The image displays two screenshots of a mobile application interface for recording daily expenses. Both screens have an orange header bar with the title "Daily Expenses".

Left Screenshot:

- Travelling Mode:** A dropdown menu with "Motorcycle" selected.
- Town Visited:** A search bar with a magnifying glass icon and the placeholder text "search visited location".
- Hotel Rent:** A text input field.
- Start Journey:** A text input field.
- End Journey:** A text input field.
- Total Kilometer.:** A text input field.

Right Screenshot:

- Telecom:** A text input field.
- Miscellaneous:** A text input field.
- Total:** A section containing three image placeholders, each with the text "pls click image here" above it.
- Submit:** A button located below the image placeholders.

PAYMENT COLLECTION

The image displays two side-by-side mobile app screenshots of the 'Payment Collection' screen. Both screens have an orange header with the title 'Payment Collection'. The status bar at the top of each screen shows the time as 5:10 PM, network speed (0.10K/s and 0.06K/s), and a 100% battery level.

Left Screenshot:

- Distributor/Town:** A dropdown menu showing 'A K S Enterprises/Jogeshwari To'.
- Payment Mode:** Three radio button options: 'By Cash', 'By Cheque', and 'By RTGS'. None are selected.
- Submit:** A red-outlined button at the bottom right.

Right Screenshot:

- Distributor/Town:** A dropdown menu showing 'A K S Enterprises/Jogeshwari To'.
- Payment Mode:** Three radio button options: 'By Cash' (selected with a green dot), 'By Cheque', and 'By RTGS'.
- Amount:** A text input field with the placeholder 'Amount' located below the payment mode options.
- Submit:** A red-outlined button at the bottom right.

5:10 PM ... 0.45K/s ... VoL... 100%

Payment Collection

A K S Enterprises/Jogeshwari To ▼

Payment Mode

☐ By Cash

☒ By Cheque

☐ By RTGS

Amount

Bank Branch

Cheque No.

Cheque Date

Submit

5:10 PM ... 0.25K/s ... VoL... 100%

Payment Collection

A K S Enterprises/Jogeshwari To ▼

Payment Mode

☐ By Cash

☐ By Cheque

☒ By RTGS

Amount

Bank Branch

Transaction No.

Transaction Date

Submit

PRIMARY SALE

The screenshot shows a mobile application interface for a 'Primary Sale'. At the top, there is a status bar with various icons and the time '6:07 PM'. Below the status bar is an orange header with the text 'Primary Sale'. Underneath the header is a white button labeled 'Submit Primary Sale'. The main content area is titled 'Products' and lists four items, each with a quantity input field and a unit dropdown menu. The items are: 'ALL IN ONE 1 Kg.' with a quantity of '12' and unit 'Piece'; 'ALL IN ONE 150 Gm' with a quantity of '10' and unit 'Piece'; 'ALL IN ONE 350 Gm' with a quantity of '10' (highlighted with an orange border) and unit 'Piece'; and 'ALL IN ONE 40 Gm' with empty input fields. The bottom of the screen features a black navigation bar with standard Android icons: back, home, recent apps, and a menu.

Products	
ALL IN ONE 1 Kg.	
12	Piece
ALL IN ONE 150 Gm	
10	Piece
ALL IN ONE 350 Gm	
10	Piece
ALL IN ONE 40 Gm	

MONTHLY TOUR PLAN

Monthly Tour Plan

Date

2016-12-03

Day

Saturday

Travelling Mode

Taxi

Working Status

Weekly Off

Super/Stockist

Distributor/Town

KIRAN ENTERPRICES/ROHNI

Monthly Tour Plan

To

BHAGIRTH GAYA

BHAGIRTH GAYA ☒

EGINERRS INCISIVE ☒

SECTORE 15-16 ☐

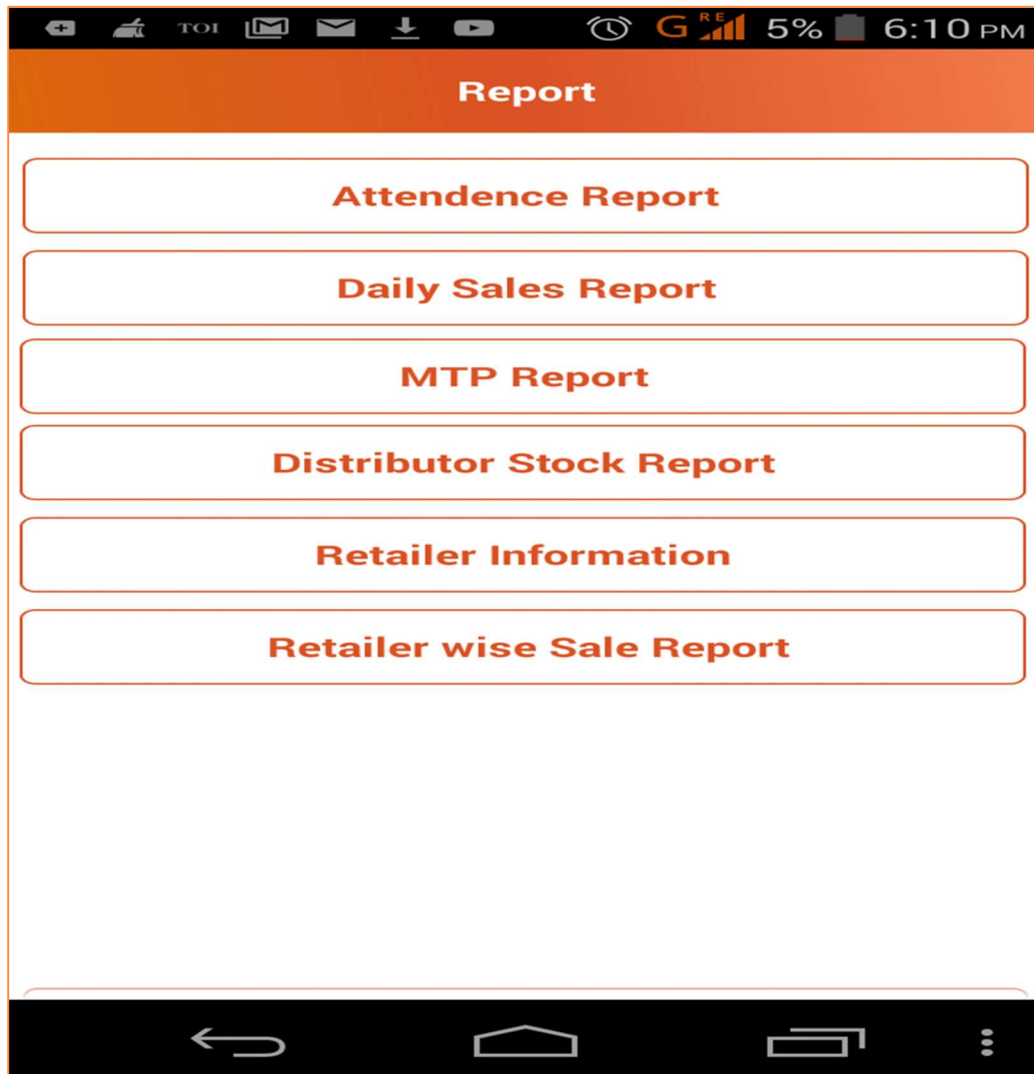
Total Sale Value

25000

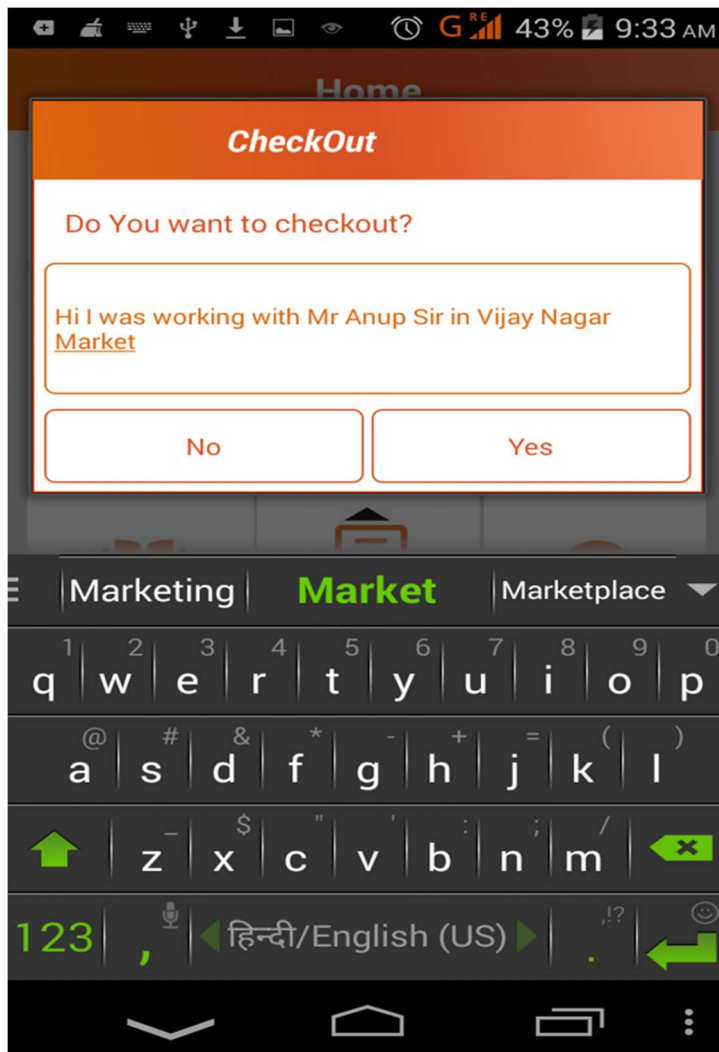
Submit Preview

Date	Distributor/ Town	From Beat	Total Outlets	To Beat
2016-12-02	Test Dealer/ EAST NEW DELHI	BHAGIRT H GAYA	0	BHAGIRT H GAYA, EGINERR S INCISIVE
2016-12-03	Test Dealer/ EAST NEW DELHI	BHAGIRT H GAYA	40	SECTORE 15-16

REPORTS



CHECK OUT



COMPLAINT/FEEDBACK ABOUT

Complaint/ Feedback About

Complaint/Feedback From

Dealer

Dealers

KIRAN ENTERPRICES/ROHNI

Complaint/Feedback Type

Damage

Message

Message

Submit

3.2. Functionality Covered in Mobile App

General approach

The DDT Mobile App will be developed on Android platform. We propose the content to be organized & presented in the following manner.

- It is advised to restructure content on the mobile app under appropriate Headings / Titles. We have mentioned the headings here also as per our understanding, however, it is understood that there may be some additions/deletions subsequently.
- Web services would be developed to fetch data from the Website.
- There are 12 icons on the home page, that the user lands after signing into the app. Once user taps on an icon, he is presented with further sub-headings for him to browse, and navigate.
- Developing Web services for the DDT app, to fetch the data from the server, would be responsibility of *Dishnet Wireless*.
- *Clients Concepts Pvt. Ltd.* needs to share the data needed to be accessed & shown on the mobile app.
- Mobile App will also be made available off line.\
- Reminder notification on one day before of any followup meetings. Without reading can't be deleted.
- Reminder notification on one day before of any Date of Birth/Marriage Anniversary for advance wishing purpose. Without reading can't be deleted.
- User Daily rout tracking Through GPS location monitoring system.

Mobile App Navigation:

- a) Mobile App's navigation scheme and features should allow users to find and access information effectively and efficiently.
- b) The navigation elements should be clearly differentiated from each other and should be placed in a consistent way so that it can be easily located on each page.

ATTENDANCE

Field Sales Executive will use this functionality to enter his daily attendance.

DAILY REPORTING:

Through this icon, a Field Sales Executive will be able to see every morning, the list of dealers assigned to him for either Order booking (Sample drop or Order collection) OR Meeting for Project, Architecture, Distributor or Others. He needs to plan his day out accordingly, and visit those dealers for the assigned task.

There will be a drop down field thru which, he will select a dealer. Following selection of a dealer, he will need to select a City, where he will visit a Location and perform the assigned task. Depending on his selection, he will visit the dealer, and record his day's achievements, and report it. He will enter his remarks, and can take pictures, before submitting the details against that dealer. Thereafter, he will move on to attend the next dealer/location.

DISTRIBUTOR STOCK

Will display Distributor-wise List of Product Name, Qty & MRP.

DAILY EXPENSES

User will use this icon to enter his daily expenses related data. He will be provided a text field to enter the Bill number and Bill amount manually. Along with Bill number, he will also be provided with option to click images of the bill. A maximum of five bill images per day will be allowed. Also, the total bill amount will be made visible at the end of the form, before the SUBMIT button.

PAYMENT COLLECTION

User can use this icon to enter the details of the payment collection. Three options are provided, viz. Cash, Cheque & RTGS.

PRIMARY SALE

This functionality will display sale data per distributor between any two given dates. Fields to be displayed will be Product Name, Qty & MRP. Total sale amount will also be made available.

MONTHLY TOUR PLAN

Through this icon, user will enter FROM and TO dates, travelling mode from the drop down, working status from the drop down, Distributor name from the drop down, etc. Then, user can preview the plan, before submitting for approval.

REPORTS:

FSE can view his Attendance report for a particular date. Other than this, here are few more reports that can be generated, such as, Daily Sales Report, MTP Report, Distributor Stock Report, Retailer Information, Retailer wise Sale Report..

CHECK OUT

Field Sales Executive will use this functionality once he has completed his day's assignments, and is ready to report his day's out time.

COMPLAINT/FEEDBACK ABOUT

User can use this functionality to select any distributor from drop down, select the type of feedback, and enter his remarks.

UPDATE AN APP

To allow a new user to update the data on the app like if any route or Distributor has been shifted for any User, after pressing the button update an app, data will be updated.

VERSION UPDATE

To make the app using current version of the product from the playstore.

3.3. Technology Used

- The Mobile AppDDTwould be developed on Android.
- The App will be uploaded to Google play store.

3.4. Assumption & Dependencies, Constraints & Risks

- The Mobile App would be launched after the UAT acceptance from *Clients Testing Machines Pvt., Ltd.*
- The Developer would provide One Year offsite maintenance for Mobile App which would essentially mean rectification of errors. For addition of new functionality / pages separate proposal would be submitted after understanding the requirement.
- Requirement from client to be frozen before the start of the development.
- In case, there is any change to the scope of work requested at a later stage, it will be treated as an enhancement and will be treated as Change Request and will be an asset to estimation and effort analysis.
- Frequent changes of functionality must be avoided, as it may lead to unexpected behavior of application.
- Version releasing features must be well defined. It is recommended to enhance and cover post-release feature in next release.
- Delay in content delivery from *Clients Concepts Pvt. Ltd.* will affect the schedule of project development and deployment, and that will impact resources of *Dishnet Wireless* as well.
- No functional and UI changes will be considered, once the development has been started. In case it is very important for the app and *Clients Concepts Pvt. Ltd.* wants it be considered, then such changes will be considered only via CCB (Change Control Board).
- *Dishnet Wireless* will require to sync CRM data of *Clients Concepts Pvt. Ltd.* with that of itself.
- We will require full infrastructure support from *Clients Concepts Pvt. Ltd.*, in case of deployment and production execution of the deliverables.

- We need timely access to the content for the app, in all the required formats such as, text, multimedia, attachments, and web formats.
- *Clients Concepts Pvt. Ltd.* to agree to allow development team of *Dishnet Wireless* to interact with its own technical team for seeking technical inputs as and when needed.

3.5. Implementation Approach

- On receipt of work order the Developer would prepare a Technical Design Document for the Mobile App. The same will be submitted to *Clients Concepts Pvt. Ltd.* coordinator for approval. All changes / suggestions would be done by the Developer (keeping in mind the proposed features). Further work would only be started after *Clients Concepts Pvt. Ltd.* Sends an email with its approval for Developer to begin with the construction phase.
- On completion of the functionality as detailed in the Technical Design Doc, the *Clients Concepts Pvt. Ltd.* coordinator / User department shall issue the Acceptance of Mobile App functionality that was there in the proposal.
- The Mobile App would be subsequently launched in the play store.
- The Developer would provide One year offsite maintenance support after completion of the Mobile App which would essentially mean only rectification of errors. For addition of new functionality / pages separate proposal would be submitted after understanding the requirement.

4. PROJECT MONITORING

All communication for the project would be done through emails.

4.1. Project Monitoring Committee

A project monitoring committee can be formed containing one member each from *Clients Concepts Pvt. Ltd.* and *Dishnet Wireless*, which will send review of the project on weekly basis.

4.2. Project Schedule

Phase I (5 Weeks): Mobile App Development

S.N.	Activity	Duration	Cumulative duration	Responsibility
1	Home Page Design	1 Week	1 Week	<i>Dishnet Wireless</i>
2	Mobile UI Approval	1 Week	2 Weeks	<i>Clients</i>
3	Mobile App Architecture & Functionality Development	2 Weeks	4 Weeks	<i>Dishnet Wireless</i>
4	Approval of Functionality	1 Weeks	5 Weeks	<i>Clients</i>

Note: Project start day is when work order is received from Clients Testing.

5. Acceptance Criteria

- Web service should be able to fetch and display the necessary content of the Website, under appropriate heads/links on the mobile screen and display should be apt as per the Mobile Standards
- Project Deliverables
 - User Manual
 - Training
 - Mobile App Setup/Installation

6. Annexure

a. Sample Progress Report

Project No: _____

User: _____

Date: _____

Progress Report

S.N.	Activity	Completion Date	Remarks

Submitted by

Signature: _____

Name: _____

Desig: _____

Phone: _____

b. Completed items checklist

SNO	ITEM	COMPLETE (YES/No)
1.	Landing Page	
2.	Secure Login	
3.	Home page	
4.	DAILY REPORTING module for Order booking; Meeting (Project/Architecture) & Follow-up	
5.	DISTRIBUTOR STOCK	
6.	DAILY EXPENSES	
7.	PAYMENT COLLECTION	
8.	PRIMARY SALE	
9.	MONTHLY TOUR PLAN	
10.	REPORTS - Attendance report	
11.	REPORTS - Daily Sales Report	
12.	REPORTS - MTP Report	
13.	REPORTS - Distributor Stock Report	
14.	REPORTS - Retailer Information	
15.	REPORTS - Retailer wise Sale Report	
16.	Check Out	
17.	COMPLAINT/FEEDBACK ABOUT	
18.	UPDATE AN APP	
