



**MICRO LABS
LIMITED**

Health is in small details

DISHA

Agenda



Disha Login and Reports



DFS (Discount, Free Scheme and Special Rate)



DFS Reports



Dashboard



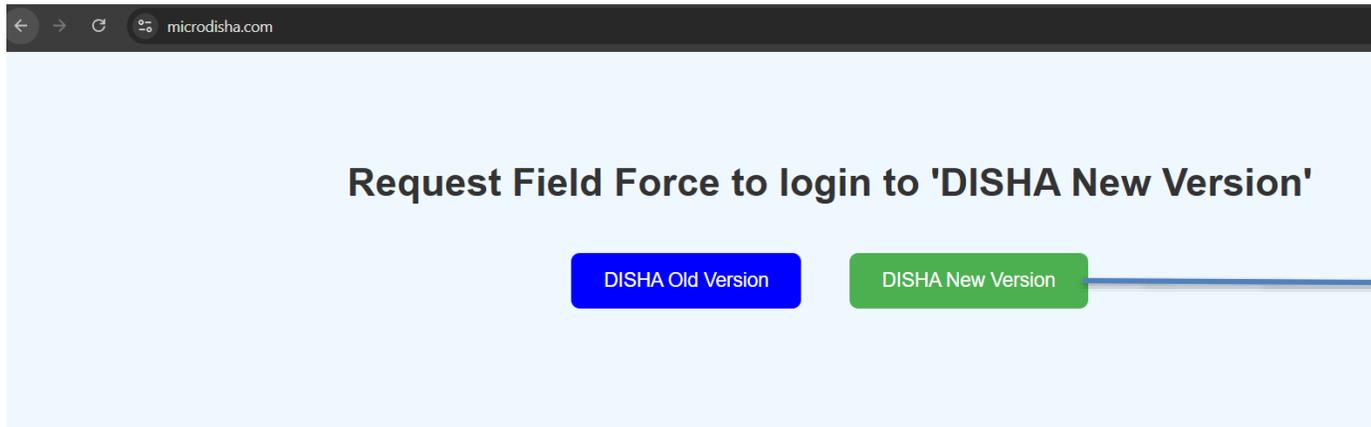


Disha Login and Reports

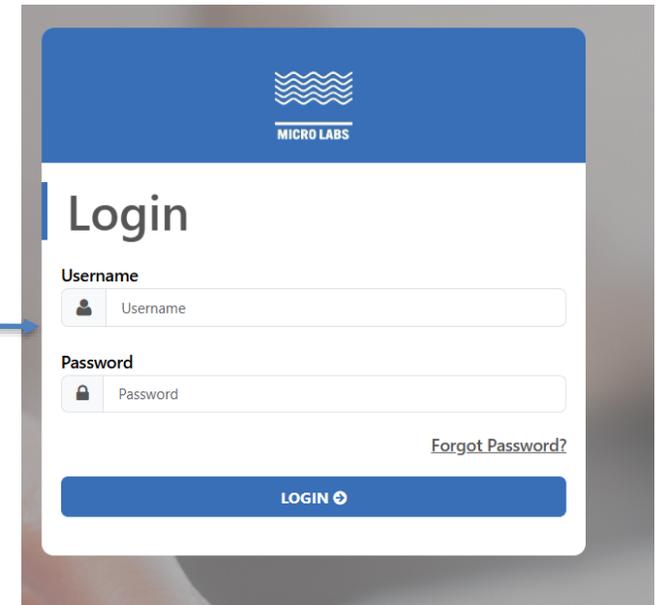


Disha Login

URL : <https://www.microdisha.com>



Clicking on new version a login page will open



Disha Old Version: This version is only for HO users

Disha New Version: This version is for field force as well as the HO users



Disha Login





Login

Username

Password

[Forgot Password?](#)

LOGIN

Credentials:

Username: Your Employee ID.

Password: Use your existing DISHA password.

Home page shows alerts and notification. Click on the Top left hamburger icon



INSIGHTSM.

Welcome Mallikarjun .

Alerts & Messages

Data not available



Disha Login



Option Available after clicking Hamburger Icon

- **Home:** To go to Home screen of the application
- **Dashboard:** To see the product wise, distributor wise and HQ dashboard view
- **Masters:** To view the Customer data (Doctor, Chemist and Hospital)
- **DFS Transactions:** To create and view the DFS transactions
- **DFS Reports:** To view the DFS reports
- **Book Report:** To view the Books Reports.
- **Reports:** To view the Reports.
- **Marketing Sales:** To view the Marketing Sales reports



Disha- Book Reports



Sales Report: (Rep wise Sales report)



Click on Sales report and click on show filters to add the details.

Rep wise sales report is renamed as Sales report



Disha- Book Reports



Filters

RepwisesalesReports

Select the required details and Click on retrieve button

Filters

Retrieve Save as Excel Save as PDF

Select Report
Repwise Sales Report

Year: 25-26 Month: December Division: BROWN & BURK State: 1 item(s) selected HQ: 1 item(s) selected Reps (selected) AM RM Employee: 146400 : Bhanu Pratap

Show VP Show Employee Code Show Previous 2 Years Merge Division SKU Avg Sales Show State Names

View of the report.

Filters

RepwisesalesReports

Reps Wise Sales Statement

For Division : BROWN & BURK As On Dec-25

Name/Station	Date Of Joining	Year	AVG TGT	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg	GR%	ACH%	DFCT
Bhanu Pratap (TE)	03-Dec-25	25-26.	2.00	1.13	1.62	1.26	2.27	2.28	2.28	1.05	1.72	-0.16				13.44	1.49	2.29	74.67	-4.56
BHOPAL		24-25.	1.88	0.91	1.50	1.23	1.71	1.82	1.66	1.40	1.70	1.22	1.25	0.88	0.67	15.94	1.33	11.61	70.85	-6.56



Disha- Book Reports



All months product wise summary

Select the required details and Click on retrieve button

Filters

AllMonthsProductWiseSummary

Filters

Show SAP/Item Code Remove Group Header & Put As Column Header

Division

DivisionWise Companywise

Division

1 item(s) selected ▼

Report Type

State wise

Columns

Net Sale

Value In

Lacs

Last Year 2024-2025

<input type="checkbox"/> Apr	<input type="checkbox"/> Oct	<input type="checkbox"/> Apr	<input type="checkbox"/> Oct
<input type="checkbox"/> May	<input type="checkbox"/> Nov	<input type="checkbox"/> May	<input type="checkbox"/> Nov
<input type="checkbox"/> Jun	<input type="checkbox"/> Dec	<input type="checkbox"/> Jun	<input checked="" type="checkbox"/> Dec
<input type="checkbox"/> Jul	<input type="checkbox"/> Jan	<input type="checkbox"/> Jul	<input type="checkbox"/> Jan
<input type="checkbox"/> Aug	<input type="checkbox"/> Feb	<input type="checkbox"/> Aug	<input type="checkbox"/> Feb
<input type="checkbox"/> Sep	<input type="checkbox"/> Mar	<input type="checkbox"/> Sep	<input type="checkbox"/> Mar

State & Employee

State

1 item(s) selected ▼

HQ

1 item(s) selected ▼

Employee

Product

Brand

Item

Value/Qty

Value

Type

Product wise

Consolidate & GroupBy

Consolidated/Individual

Consolidated

Group By



Disha- Book Reports



All months product wise summary

View of the report.

Filters

AllMonthsProductWiseSummary

All Months Product Wise Summary. (State wise Net Sale Value)

Division(s): BROWN & BURK

State(s): MADHYA PRADESH

Month(s): Dec-24

Division Code	Division	State Code	State Name	Item Code	Item Desc	Pack	Total(2024-2025) Value	Avg. PM(2024-2025) Value	GROWTH
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TLINA0166	ALLERCET COLD SYRUP	60ML	0.09	0.09	130
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TLINA0169	ALLERCET L SYRUP 60ML	60ML	0.01	0.01	28.55
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TLINA0156	ALLERCET M SYRUP	60ML	0.11	0.11	696.69
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINA0136	ALLERCET PED TABLETS	10` S	0.02	0.02	-13.63
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINA0138	ALLERCET TABLETS	10` S	0.02	0.02	0
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINA0113	ALLERCET-DC TABLETS	10` S	0.36	0.36	-44.48
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TTINA0146	ALLERCET-FX	10's	0.51	0.51	-11.38
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINA0144	ALLERCET-L TABLETS	10` S	0.08	0.08	0
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINA0655	ALLERCET-M TABLETS	10's	0.01	0.01	-88.74
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINB0062	BACTOCLAV 1000 TABLETS	4` S	0.03	0.03	404.6
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINB0327	BACTOCLAV 375 TABLETS - 10s	10'S	0.01	0.01	1086.07
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FTINB0328	BACTOCLAV 625 TABLETS - 10s	10'S	0.33	0.33	250.1
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FPINB0074	BACTOCLAV DROPS	10ML	0.06	0.06	-7.62
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FPINB0073	BACTOCLAV DRY SYRUP COMP PACK	30ML	0.03	0.03	-8.81
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FPINB0072	BACTOCLAV DS 457 DRY SYRUP COMP.PACK	30ML	0.16	0.16	41.86
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FPINB0082	BACTOCLAV DS228.5MG/5MLCOMPPK SALES-60ML	60 ML	-0.02	-0.02	-142.32
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	FPINB0085	BACTOCLAV ES DRY SYRUP COMP PACK 60ML	60ML	0.04	0.04	0
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TIINB0001	BACTOCLAV INJECTION	1.2GM	0	0	-100
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TCINB0017	BIOSTAR GOLD CAPS 15` S	15's	-0.02	-0.02	-1005.83
OSP01	BROWN & BURK	S0013	MADHYA PRADESH	TPINC0002	CLARIWIN DRY SYRUP 125MG/5ML	30ML	0.02	0.02	0



Disha- Book Reports



All months product wise summary with Target

Select the required details and Click on retrieve button

Filters

AllMonthsProductWiseSummarywithTarget

Filters

Retrieve

Show SAP/Item Code

Division

DivisionWise Companywise

Division

1 item(s) selected ▼

Report Type

HQ wise

Columns

Net Sale

Value In

Lacs

State & Employee

State

1 item(s) selected ▼

HQ

1 item(s) selected ▼

Employee

Product

Brand

Item

Value/Qty

Value

Type

Product wise

Consolidate & GroupBy

Consolidated/Individual

Consolidated

Group By

<input type="checkbox"/> Last Year	<input type="checkbox"/> 2024-2025
<input type="checkbox"/> Apr <input type="checkbox"/> Oct	<input type="checkbox"/> Apr <input type="checkbox"/> Oct
<input type="checkbox"/> May <input type="checkbox"/> Nov	<input type="checkbox"/> May <input type="checkbox"/> Nov
<input type="checkbox"/> Jun <input type="checkbox"/> Dec	<input type="checkbox"/> Jun <input checked="" type="checkbox"/> Dec
<input type="checkbox"/> Jul <input type="checkbox"/> Jan	<input type="checkbox"/> Jul <input type="checkbox"/> Jan
<input type="checkbox"/> Aug <input type="checkbox"/> Feb	<input type="checkbox"/> Aug <input type="checkbox"/> Feb
<input type="checkbox"/> Sep <input type="checkbox"/> Mar	<input type="checkbox"/> Sep <input type="checkbox"/> Mar



Disha- Book Reports



All months product wise summary with Target

View of the report.

Filters

AllMonthsProductWiseSummarywithTarget

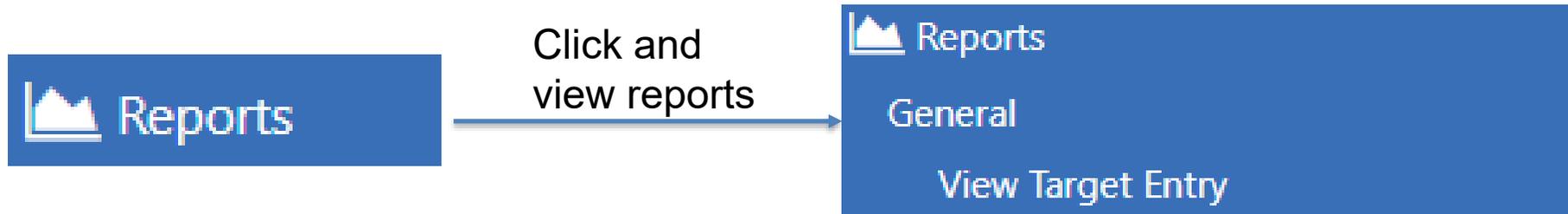
All Months Product Wise Summary with Target. (HQ wise Net Sale Value)

Division(s): BROWN & BURK
 State(s): MADHYA PRADESH
 Month(s): Dec-25

Item Code	Item Desc	Pack	Total(2024-2025) Value	Avg. PM(2024-2025) Value	Total(2024-2025) Target	GROWTH	Achievement
BROWN & BURK							
BHOPAL							
TLINA0166	ALLERCET COLD SYRUP	60ML	0.09	0.09	0	0	0
FTINA0341	ALLERCET COLD TABLETS	10`S	0	0	0	0	0
TLINA0169	ALLERCET L SYRUP 60ML	60ML	0.01	0.01	0	0	0
TLINA0156	ALLERCET M SYRUP	60ML	0.11	0.11	0	0.01	0
FTINA0136	ALLERCET PED TABLETS	10`S	0.02	0.02	0	0	0
TLINA0147	ALLERCET SYRUP (60ML)	60ML	0	0	0	0	0
FTINA0138	ALLERCET TABLETS	10`S	0.02	0.02	0	0	0
FTINA0113	ALLERCET-DC TABLETS	10`S	0.36	0.36	0	0	0
TTINA0146	ALLERCET-FX	10's	0.51	0.51	0	0	0
FTINA0144	ALLERCET-L TABLETS	10`S	0.08	0.08	0	0	0
FTINA0656	ALLERCET-M KID TABLETS	10's	0	0	0	0	0
FTINA0655	ALLERCET-M TABLETS	10's	0.01	0.01	0	0	0
FTINB0062	BACTOCLAV 1000 TABLETS	4`S	0.03	0.03	0	0	0
FTINB0327	BACTOCLAV 375 TABLETS - 10s	10'S	0.01	0.01	0	0.01	0
FTINB0328	BACTOCLAV 625 TABLETS - 10s	10'S	0.33	0.33	0	0	0
FPINB0074	BACTOCLAV DROPS	10ML	0.06	0.06	0	0	0
FPINB0073	BACTOCLAV DRY SYRUP COMP PACK	30ML	0.03	0.03	0	0	0
FPINB0086	BACTOCLAV DS 457 COMP PACK -60ML SALES	60 ML	-0.02	-0.02	0	0	0
FPINB0072	BACTOCLAV DS 457 DRY SYRUP COMP.PACK	30ML	0.16	0.16	0	0	0
FPINB0083	BACTOCLAV DS 457MG/5ML - SALES 60ML	60ML	0	0	0	0	0
FPINB0082	BACTOCLAV DS228.5MG/5MI COMPPK SALES-60MI	60 MI	-0.02	-0.02	0	0	0



Disha- Reports



View Target Entry



Click on View Target Entry and click on show filters to add the details.



Disha- Reports



Select the required details and Click on retrieve button

Filters ViewTargetEntry

Filters

Retrieve

Year: 2025-2026

Division: 1 item(s) selected

State: 1 item(s) selected

HQ: 1 item(s) selected

Group By: State Wise

View of the report.

Filters ViewTargetEntry

Target detail for Year

State Name	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
BROWN & BURK													
MADHYA PRADESH	40000	40000	40000	40000	40000	40000	40000	40000	40000	40000	40000	40000	480000
Total of Division BROWN & BURK:	400000.00	4800000.00											
Grand Total:	400000.00	4800000.00											



Disha- Marketing Reports



Click and view reports

- Marketing Sales
 - Head Quarter Wise Sales
 - Division Wise Party Wise Sales
 - HQ Wise Product Wise Sales
 - HQ Wise Party Wise Summary
 - Division Wise Sales
 - Brand Wise Summary
 - Product Wise Party Wise Summary With Party Selection
 - Product Wise Party Wise Summary Without ALL
 - Current Stock Summary
 - Age Wise Stock Analysis

Head Quarter wise Sales



Show Filters

HeadQuarterWiseSales

Click on Head Quarter wise sales and click on show filters to add the details.



Disha- Marketing Reports



Filters

HeadQuarterWiseSales

Filters

Retrieve

Stockiest: 1 item(s) selected

Division: 1 item(s) selected

Start Date: 01/12/2025

End Date: 31/12/2025

Select the required details and Click on retrieve button

View of the report- In this report user can view Product wise as well as Partywise Sales details

Filters

HeadQuarterWiseSales

Head Quarter Wise Summary (December - 2025)

Hq Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn
ADITYA PHARMA INDORE					
BROWN & BURK					
ProductWise PartyWise	20319.28	19351.64	0.00	39036.5600	13524.0300
Total of Division BROWN & BURK:	20319.28	19351.64	0.00	39036.56	13524.03
Total of Depo ADITYA PHARMA INDORE:	20319.28	19351.64	0.00	39036.56	13524.03
Grand Total:	20319.28	19351.64	0.00	39036.56	13524.03



Disha- Marketing Reports



View of the report with Product wise sales

[Show Filters](#) Hq Wise Product Wise Sales

Head Quarter Wise Product Wise Summary (December - 2025)
 Date Range : 01-Dec-2025 to 31-Dec-2025
 Report Type : Distributor wise

Item Code	Item Desc	Pack Code	NSPRate	Sales Qty	Salable Return Qty	NonSalable Return Qty	PriceDiffCnQty	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	NetValue
ADITYA PHARMA INDORE													
BROWN & BURK													
MADHYA PRADESH													
BHOPAL (Pooled Head Quarter)													
TLINA0166	ALLERCET COLD SYRUP	60ML	42.86	0	0	16	0	0	0	0	685.7600	0.00	-685.7600
TLINA0166	ALLERCET COLD SYRUP	60ML	46.93	0	0	11	0	0	0	0	516.2300	0.00	-516.2300
FTINA0341	ALLERCET COLD TABLETS	10'S	42.85	0	0	3	0	0	0	0	128.5500	0.00	-128.5500

View of the report with Partywise sales

[Show Filters](#) Hq Wise Party Wise Sales

Head Quarter Wise Party Wise Summary. (December - 2025)

Depo Name	Division	State Name	Hq Name	Customer Code	Customer Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	Net Sale
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CB010	BABA MEDICAL AGENCIES	9546.05	9091.55	0.00	0	0	9091.55
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CB011	BHARAT DRUG PALACE	0	0	0	6381.7200	11439.4800	-17821.2
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CD004	DRUG HOUSE	0	0	0	4991.4100	0	-4991.41
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CG006	GOODWILL ENTERPRISES	0	0	0	6102.1300	0	-6102.13
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CG009	GOYAL SONS	2489.8	2371.1	0.00	624.4800	0	1746.62
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CJ002	JAIN BROTHERS	5283.01	5031.51	0.00	799.9900	0	4231.52
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CP017	PARAS MEDICAL AGENCIES	0	0	0	750.6000	0	-750.6
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CR010	ROHIT PHARMA	668.16	636.32	0.00	6471.5600	2084.5500	-7919.79
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CS056	SHIV SAI MARKETING	1490.26	1419.26	0.00	5081.8000	0	-3662.54
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CS014	SIKARWAR PHARMA	0	0	0	1318.7900	0	-1318.79
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CM002	SOBEG SINGH SAHNI AND SONS	842	801.9	0.00	6514.0800	0	-5712.18
Total of Hq BHOPAL:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of State MADHYA PRADESH:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Division BROWN & BURK:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Depo ADITYA PHARMA INDORE:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Grand Total:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95



Disha- Marketing Reports



Division Wise Party Wise Sales

Filters
DivisionWisePartyWiseSales

Filters

Retrieve

Stockiest

1 item(s) selected ▼

Division

1 item(s) selected ▼

Customer Subcategory

ALL

Start Date:

01/12/2025

End Date:

31/12/2025

Remove Group Header & Put As Column Header

Select the required details and Click on retrieve button

View of the report

Filters
DivisionWisePartyWiseSales

Division Wise Party Wise Sales Summary. (December - 2025)														
Depo Name	Division	State Name	Hq Name	Customer Subcategory	Customer Name	City Name	Supply To	Supply To Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	TotalSaleReturn	PriceDiffCn
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	BABA MEDICAL AGENCIES	HOSHANGABAD	0	0	9546.05	9091.55	0	0	0	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	BHARAT DRUG PALACE	BHOPAL	0	0	0	0	0	6381.7200	6381.7200	11439.4800
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	DRUG HOUSE	BHOPAL	0	0	0	0	0	4991.4100	4991.4100	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	GOODWILL ENTERPRISES	SEHORE	0	0	0	0	0	6102.1300	6102.1300	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	GOYAL SONS	BHOPAL	0	0	2489.8	2371.1	0	624.4800	624.4800	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	JAIN BROTHERS	BHOPAL	0	0	5283.01	5031.51	0	799.9900	799.9900	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	PARAS MEDICAL AGENCIES	BHOPAL	0	0	0	0	0	750.6000	750.6000	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	ROHIT PHARMA	BHOPAL	0	0	668.16	636.32	0	6471.5600	6471.5600	2084.5500
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	SHIV SAI MARKETING	BHOPAL	0	0	1490.26	1419.26	0	5081.8000	5081.8000	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	SIKARWAR PHARMA	VIDISHA	0	0	0	0	0	1318.7900	1318.7900	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	SOBEG SINGH SAHNI AND SONS	BETUL	0	0	842	801.9	0	6514.0800	6514.0800	0
Total of State MADHYA PRADESH:									20319.28	19351.64	0.00	39036.56	39036.56	13524.03
Total of Division BROWN & BURK:									20319.28	19351.64	0.00	39036.56	39036.56	13524.03
Total of Depo ADITYA PHARMA INDORE:									20319.28	19351.64	0.00	39036.56	39036.56	13524.03
Grand Total:									20319.28	19351.64	0.00	39036.56	39036.56	13524.03



Disha- Marketing Reports



HQ Wise Product Wise Sales

Filters
HQWiseProductWiseSales

Retrieve

Select the required details and Click on retrieve button

Stockiest

1 item(s) selected ▼

Division

1 item(s) selected ▼

Distributor Wise Consolidated Value

Start Date:

01/12/2025

End Date:

31/12/2025

View of the report

Filters
HQWiseProductWiseSales

Head Quarter Wise Product Wise Summary (December - 2025)

Date Range : 01-Dec-2025 to 31-Dec-2025

Report Type : Distributor wise

Item Code	Item Desc	Pack Code	NSPRate	Sales Qty	Salable Return Qty	NonSalable Return Qty	PriceDiffCnQty	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	NetValue
ADITYA PHARMA INDORE													
BROWN & BURK													
MADHYA PRADESH													
BHOPAL (Pooled Head Quarter)													
TLINA0166	ALLERCET COLD SYRUP	60ML	42.86	0	0	16	0	0	0	0	685.7600	0.00	-685.7600
TLINA0166	ALLERCET COLD SYRUP	60ML	46.93	0	0	11	0	0	0	0	516.2300	0.00	-516.2300
FTINA0341	ALLERCET COLD TABLETS	10`S	42.85	0	0	3	0	0	0	0	128.5500	0.00	-128.5500
FTINA0341	ALLERCET COLD TABLETS	10`S	42.86	0	0	23	0	0	0	0	985.7800	0.00	-985.7800
TLINA0156	ALLERCET M SYRUP	60ML	56.63	0	0	4	0	0	0	0	226.5200	0.00	-226.5200
TLINA0156	ALLERCET M SYRUP	60ML	80.19	10	0	0	0	842	801.9	0.00	0.00	0.00	801.9000
FTINA0138	ALLERCET TABLETS	10`S	9.59	0	0	8	0	0	0	0	76.7200	0.00	-76.7200



Disha- Marketing Reports



HQ Wise Party Wise Sales

Filters
HQWisePartyWiseSales

Filters

Retrieve

Stockiest

1 item(s) selected ▼

Division

1 item(s) selected ▼

Start Date:

01/12/2025

End Date:

31/12/2025

Remove Group Header & Put As Column Header

Select the required details and Click on retrieve button

View of the report

Filters
HQWisePartyWiseSales

Head Quarter Wise Party Wise Summary. (December - 2025)

Depo Name	Division	State Name	Hq Name	Customer Code	Customer Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	Net Sale
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CB010	BABA MEDICAL AGENCIES	9546.05	9091.55	0.00	0	0	9091.55
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CB011	BHARAT DRUG PALACE	0	0	0	6381.7200	11439.4800	-17821.2
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CD004	DRUG HOUSE	0	0	0	4991.4100	0	-4991.41
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CG006	GOODWILL ENTERPRISES	0	0	0	6102.1300	0	-6102.13
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CG009	GOYAL SONS	2489.8	2371.1	0.00	624.4800	0	1746.62
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CJ002	JAIN BROTHERS	5283.01	5031.51	0.00	799.9900	0	4231.52
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CP017	PARAS MEDICAL AGENCIES	0	0	0	750.6000	0	-750.6
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CR010	ROHIT PHARMA	668.16	636.32	0.00	6471.5600	2084.5500	-7919.79
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CS056	SHIV SAI MARKETING	1490.26	1419.26	0.00	5081.8000	0	-3662.54
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CS014	SIKARWAR PHARMA	0	0	0	1318.7900	0	-1318.79
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	CM002	SOBEG SINGH SAHNI AND SONS	842	801.9	0.00	6514.0800	0	-5712.18
Total of Hq BHOPAL:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of State MADHYA PRADESH:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Division BROWN & BURK:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Depo ADITYA PHARMA INDORE:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Grand Total:						20319.28	19351.64	0.00	39036.56	13524.03	-33208.95

20

Disha- Marketing Reports



Division Wise Sales

Filters DivisionWiseSales

Filters

Retrieve

Stockiest: 1 item(s) selected ▼

Division: 1 item(s) selected ▼

Start Date: 01/12/2025

End Date: 31/12/2025

Select the required details and Click on retrieve button

View of the report- In this report user can view HQ Wise, Product wise as well as Partywise Sales details

Filters DivisionWiseSales

Division Wise Summary. (December - 2025)

Division	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn
ADITYA PHARMA INDORE					
HQWise	20319.28	19351.64	0.00	39036.5600	13524.0300
ProductWise					
PartyWise					
Total of Depo ADITYA PHARMA INDORE:	20319.28	19351.64	0.00	39036.56	13524.03
Grand Total:	20319.28	19351.64	0.00	39036.56	13524.03



Disha- Marketing Reports



View of the report with HQ Wise Sales

Show Filters

Head Quarter Wise Sales

Head Quarter Wise Summary (December - 2025)						
Hq Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	
ADITYA PHARMA INDORE						
BROWN & BURK						
BHOPAL	20319.28	19351.64	0.00	39036.5600	13524.0300	
ProductWise PartyWise						
Total of Division BROWN & BURK:		20319.28	19351.64	0.00	39036.56	13524.03
Total of Depo ADITYA PHARMA INDORE:		20319.28	19351.64	0.00	39036.56	13524.03
Grand Total:		20319.28	19351.64	0.00	39036.56	13524.03

View of the report with Product Wise Sales

Show Filters

Division Wiseproduct Wise Summary

Division wise product wise Summary.(December - 2025)

Item Desc	Item Pack Code	NSPRate	SaleQty	SalableQty	NonSalableQty	PriceDiffCnQty	SalesValue	NSPValue	Saleable Returns	NonSaleable Returns	PriceDiffCn
ADITYA PHARMA INDORE											
BROWN & BURK											
ALLERCET COLD SYRUP	0	42.86	0	0	16	0	0	0	0	685.7600	0
ALLERCET COLD SYRUP	0	46.93	0	0	11	0	0	0	0	516.2300	0

View of the report with Party Wise Sales

Show Filters

Division Wise Party Wise Sales

Division Wise Party Wise Sales Summary. (December - 2025)

Depo Name	Division	State Name	Hq Name	Customer Subcategory	Customer Name	City Name	Supply To	Supply To Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	TotalSaleReturn	PriceDiffCn
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	BABA MEDICAL AGENCIES	HOSHANGABAD	0	0	9546.05	9091.55	0	0	0	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	BHARAT DRUG PALACE	BHOPAL	0	0	0	0	0	6381.7200	6381.7200	11439.4800
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	DRUG HOUSE	BHOPAL	0	0	0	0	0	4991.4100	4991.4100	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	GOODWILL ENTERPRISES	SEHORE	0	0	0	0	0	6102.1300	6102.1300	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	GOYAL SONS	BHOPAL	0	0	2489.8	2371.1	0	624.4800	624.4800	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	JAIN BROTHERS	BHOPAL	0	0	5283.01	5031.51	0	799.9900	799.9900	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	PARAS MEDICAL AGENCIES	BHOPAL	0	0	0	0	0	750.6000	750.6000	0
ADITYA PHARMA INDORE	BROWN & BURK	MADHYA PRADESH	BHOPAL	Trade Stockiest	ROHIT PHARMA	BHOPAL	0	0	668.16	636.32	0	6471.5600	6471.5600	2084.5500



Disha- Marketing Reports



Brand Wise Summary

Filters

HqWiseBrandWiseSummary

Filters

Retrieve

Stockiest: 1 item(s) selected

Division:

Distributor Wise Consolidated Value

Start Date: 01/12/2025

End Date: 31/12/2025

Select the required details and Click on retrieve button

View of the report

Filters

HqWiseBrandWiseSummary

Head Quarter Wise Brand Wise Summary (December - 2025)

Date Range : 01-Dec-2025 to 31-Dec-2025

Report Type : Distributor wise

Brand Name	SalesValue	NRV	Saleable Returns	Expiry/Breakage	PriceDiffCn	NetValue
ADITYA PHARMA INDORE						
BROWN & BURK						
BHOPAL						
Allercet	3155.8	3005.5	0.00	11482.9500	3415.1000	-11892.5500
BACTOCLAV	8128.71	7741.51	0.00	7770.7300	3692.9100	-3722.1300
Biostar	0	0	0	1031.9400	0	-1031.9400
DOLOBAK	0	0	0	1722.0000	0	-1722.0000
ELDOPER	0	0	0	83.6800	0	-83.6800
HELIRAB	668.16	636.32	0.00	135.7000	0	500.6200
ORNILOX	3328.71	3170.31	0.00	2420.5800	0	749.7300
PHYTORAL	0	0	0	667.5000	0	-667.5000
Pulmocef	5037.9	4798	0.00	13721.4800	6416.0200	-15339.5000
Total of Hq BHOPAL:	20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Division BROWN & BURK:	20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Total of Depo ADITYA PHARMA INDORE:	20319.28	19351.64	0.00	39036.56	13524.03	-33208.95
Grand Total:	20319.28	19351.64	0.00	39036.56	13524.03	-33208.95



Disha- Marketing Reports



Party Wise Product Wise Summary with Party Selection

Filters PartyWiseProductWiseSummarywithPartySelection

Filters

Retrieve

Stockiest: ADITYA PHARMA INDORE

Customer: AABHA MARKETING COMPANY

Division: BROWN & BURK

Start Date: 01/12/2025

End Date: 31/12/2025

Select the required details and Click on retrieve button

View of the report

Filters PartyWiseProductWiseSummarywithPartySelection

Party Wise Product Wise Summary With Party Selection. (December - 2025)

Item Desc	Pack Code	ChQty	FreeQty	Avg Sales Rate	Nrv Rate	SalesValue	NRV	Saleable Return Qty	Saleable Returns Value	Breakabe/Expiry Qty	Breakabe/Expiry Value	PriceDiffCnQty	PriceDiffCn	NetValue
ADITYA PHARMA INDORE														
BROWN & BURK														
JAIN BROTHERS														
ALLERCET COLD SYRUP	60ML	0	0	0	46.93	0	0	0	0.0000	11	516.2300	0	0.00	-516.23
ALLERCET-L TABLETS	10'S	0	0	0	30.1	0	0	0	0.0000	1	30.1000	0	0.00	-30.10
BACTOCLAV DROPS	10ML	0	0	0	54.59	0	0	0	0.0000	1	54.5900	0	0.00	-54.59
BACTOCLAV DS 457 COMP PACK -60ML SALES	60 ML	10	2	195.43	186.12	1954.3	1861.2	0	0.00	0	0.00	0	0.00	1861.20
BACTOCLAV DS 457 DRY SYRUP COMP.PACK	30ML	0	0	0	70.91	0	0	0	0.0000	1	70.9100	0	0.00	-70.91
ORNILOX TABLETS	10'S	33	17	100.87	96.07	3328.71	3170.31	0	0.00	0	0.00	0	0.00	3170.31
ORNILOX TABLETS	10'S	0	0	0	64.08	0	0	0	0.0000	2	128.1600	0	0.00	-128.16
Total of Customer JAIN BROTHERS:						5283.01	5031.51	0.00	0.00	16.00	799.99	0.00	0.00	4231.52
Total of Division BROWN & BURK:						5283.01	5031.51	0.00	0.00	16.00	799.99	0.00	0.00	4231.52
Total of Depo ADITYA PHARMA INDORE:						5283.01	5031.51	0.00	0.00	16.00	799.99	0.00	0.00	4231.52
Grand Total:						5283.01	5031.51	0.00	0.00	16.00	799.99	0.00	0.00	4231.52



Disha- Marketing Reports



Party Wise Product Wise Summary Without All

Filters PartyWiseProductWiseSummarywithoutAll

Filters

Retrieve

Stockiest: ADITYA PHARMA INDORE

Division: BROWN & BURK

Report Type: Sales

Start Date: 01/12/2025

End Date: 31/12/2025

Select the required details and Click on retrieve button

View of the report

Filters PartyWiseProductWiseSummarywithoutAll

Party Wise Product Wise Summary. (December - 2025)
 Date Range : 01-Dec-2025 to 31-Dec-2025
 Report Type : Sales

Item Desc	Pack Code	ChQty	FreeQty	Avg Sales Rate	Nrv Rate	SalesValue	NRV
ADITYA PHARMA INDORE							
BROWN & BURK							
BABA MEDICAL AGENCIES							
ALLERCET-FX	10's	10	2	115.69	110.18	1156.9	1101.8
BACTOCLAV 625 TABLETS - 10s	10'S	25	5	134.05	127.67	3351.25	3191.75
PULMOCEF 250 TABLETS 10s	10'S	10	2	152.98	145.7	1529.8	1457
PULMOCEF 500 TABLETS 10s	10'S	10	2	350.81	334.1	3508.1	3341
Total of Customer BABA MEDICAL AGENCIES:						9546.05	9091.55
GOYAL SONS							
ALLERCET-FX	10's	10	2	115.69	110.18	1156.9	1101.8
BACTOCLAV DS 228.5MG/5ML (30ML)	30 ML	30	6	44.43	42.31	1332.9	1269.3
Total of Customer GOYAL SONS:						2489.80	2371.10



Disha- Marketing Reports



Current Stock Summary

Filters

CurrentStockSummary

Filters

Retrieve

Stockiest: ADITYA PHARMA INDORE

Division:

Start Date: 01/12/2025

End Date: 31/12/2025

Pur.Rate Salesrate PTR MRP

Remove Group Header & Put As Column Header

Show All Show Near Expiry

Select the required details and Click on retrieve button

View of the report

Filters

CurrentStockSummary

Current Stock Summary.

As On Date	Depo	Division Name	Item Code	Item Desc	Pack Code	Batch No	Expiry Date	Remaining Days	Chargable Qty	Free Qty	Total Qty	Pur Rate	Pur Value
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TTINA0171	ALLERCET COLD NEW TABLETS 15's	15'S	ALRE007	Feb/2027	436	180	0	180	50.17	9030
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TTINA0171	ALLERCET COLD NEW TABLETS 15's	15'S	ALRE011	Apr/2027	497	480	0	480	50.17	24081
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0166	ALLERCET COLD SYRUP	60ML	RMAC028	Jan/2027	408	822	0	822	57.70	47429
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0169	ALLERCET L SYRUP 60ML	60ML	ACLR008	Aug/2026	255	13	0	13	59.54	774
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0169	ALLERCET L SYRUP 60ML	60ML	ACLR010	May/2027	528	9	0	9	65.23	587
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0156	ALLERCET M SYRUP	60ML	ATM25004	Sep/2027	650	632	0	632	82.15	51918
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0136	ALLERCET PED TABLETS	10'S	APAS0033	Jul/2028	955	675	0	675	23.81	16071
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0136	ALLERCET PED TABLETS	10'S	APAS0034	Feb/2029	1167	600	0	600	23.81	14286
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0147	ALLERCET SYRUP (60ML)	60ML	ALCL164	Feb/2027	436	398	0	398	27.76	11048
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0147	ALLERCET SYRUP (60ML)	60ML	ALCL168	Aug/2027	620	400	0	400	28.16	11264
18-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0138	ALLERCET TABLETS	10'S	ATAS0028	Jun/2027	558	3	0	3	13.18	39



Disha- Marketing Reports



Age Wise Stock Analysis

Filters

AgewiseStockAnalysis

Filters

[Retrieve](#)

Stockiest: Division:

Start Date: End Date:

Purchase Rate Sales Rate PTR Rate MRP Rate

Remove Group Header & Put As Column Header

Select the required details and Click on retrieve button

View of the report

Filters

AgewiseStockAnalysis

Age Wise Stock Analysis. (December - 2025)

Stock As On	Distributor	Division	Item Code	Item Desc	Pack Code	0-3 Months	3-6 Months	6-9 Months	9-12 Months	> 12 Months	Total Qty	Purchase Rate	Purchase Value
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0144	ALLERCET-L TABLETS	10'S	0	0	0	0	1374	1374	40.14	55152
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0138	ALLERCET TABLETS	10'S	0	0	0	0	2632	2632	13.18	35214
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TLINA0147	ALLERCET SYRUP (60ML)	60ML	0	0	0	0	678	678	27.76	18981
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINA0136	ALLERCET PED TABLETS	10'S	0	0	0	0	1170	1170	23.81	27857
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TIINB0001	BACTOCLAV INJECTION	1.2GM	0	0	0	0	310	310	100.49	31151
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINH0021	HELIRAB - 20 TABLETS	10'S	0	300	0	0	0	300	74.58	24374
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	TCINH0001	HELIRAB-D CAPSULES	10'S	0	0	9	448	0	457	83.36	41481
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINO0020	ORNILOX TABLETS	10'S	0	0	5	0	414	419	98.41	41232
22-Dec-2025	ADITYA PHARMA INDORE	BROWN & BURK	FTINP0090	PHYTORAL TABLETS	10'S	0	0	0	0	120	120	321.11	38533





DFS (Discount, Free Scheme and Special Rate)



DFS (Discount, Free Scheme and Special Rate)



Purpose:

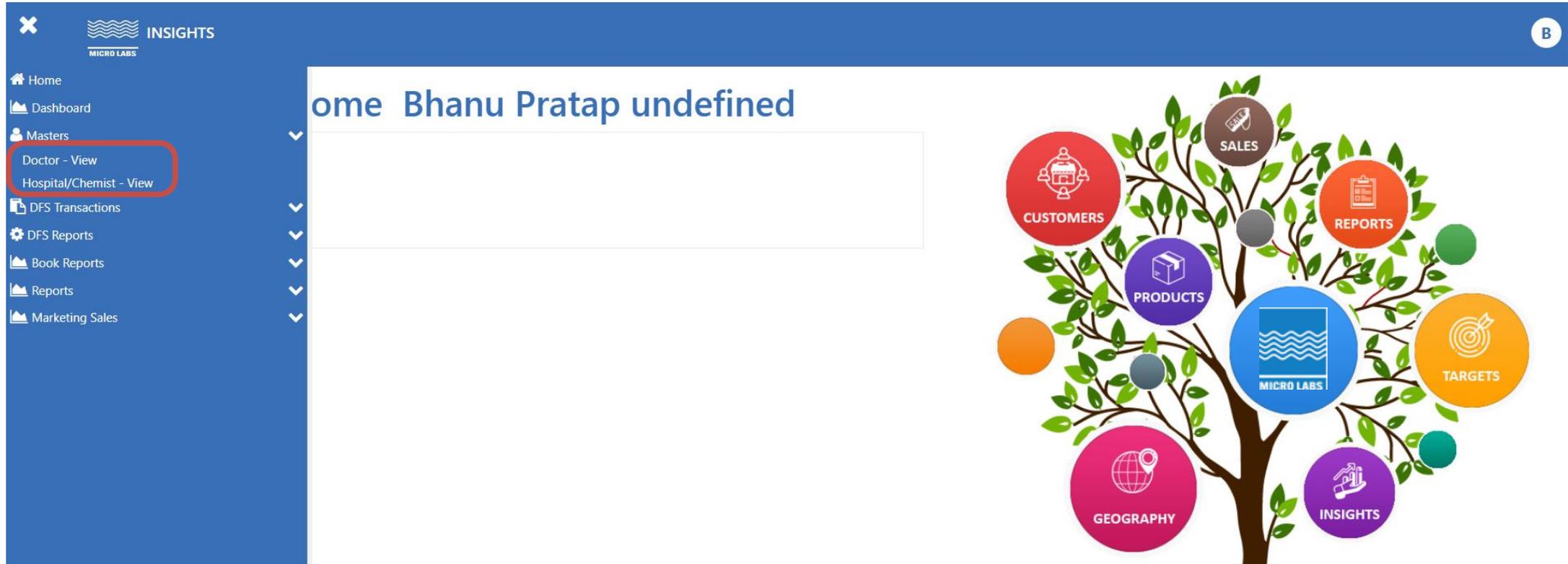
To Streamline the DFS Request Process

Eligibility:

- Doctor must be on the approved DFS Master List.
- DFS Request can be raised ONLY for the doctors who are available in the Navdisha portal.
- MR are the DFS requestors, in case of the Vacant territory, manager will be able to raise the request.



DFS (Discount, Free Scheme and Special Rate)



To view the doctors and Hospital/Chemist who are selected as DFS Doctors



DFS (Discount, Free Scheme and Special Rate)



To view the doctors and Hospital/Chemist who are selected as DFS Doctors

INSIGHTS
AI

Quick Search In Grid

Filter Options

Division
BROWN & BURK

State
MADHYA PRADESH

HQ
SAGAR-MP

Employee
Alok Kumar Singhai (64338)

CLEAR
APPLY

Doctors List						
Action	Doctor Name	Universal Code	SBU Code	Speciality	Qualification	Address
↗	A B SHARMA	1725793	45320	GENERAL PHYSICIAN	MBBS	RAJWANS - Main road lalitpur bypass rajwans - MALTHONE
↗	A K AHIRWAR	1913570	1725826	GENERAL PRACTITIONER- NON MBBS	RMP	Mani building - Bus stand road - SHAHGARH
↗	A K JAIN	1497050	1365223	PEDIATRICIAN	MBBS, DCH	HOSPITAL CAMPUS - SAGAR ROAD - BINA
↗	A K JAIN	1725808	44237	ENT SURGEON	MS, DLO	MAKRONIA SAGAR - Padmakar nagar makronia sagar - SAGAR
↗	A K S RAJPUT	1725820	45312	GENERAL PRACTITIONER- NON MBBS	BAMS	BEGAMGANG - BEGAMGANG - BEGAMGANJ
↗	ABHAY SINGHAI	3156514	46221	GENERAL PRACTITIONER- NON MBBS	BAMS	DEORI - DEORI - DEORI
↗	ABHAY TIRKEY	41220	47337	CARDIOLOGIST	MBBS, MD	MEDICAL COLLEGE CAMPUS SAGAR - tilli - SAGAR
↗	ABHINEET JAIN	2350314	2353220	ENT SURGEON	MS, DLO	Sagarshree Hospt - Jabalpur road makronia sagar - SAGAR
↗	ABHISHEK JAIN	3156867	46101	CARDIOLOGIST	MBBS, MD	SAGAR - tilli road - SAGAR
↗	AJAB SINGH THAKUR	3123435	50433	PEDIATRICIAN	MBBS, DCH	BINA - Near shrutdham jain temple bina - BINA
↗	AJIT ASATI	2689020	3849008	PEDIATRICIAN	MBBS, DCH	Chetnya - Tili road sagar - SAGAR
↗	AKANSHA BHARGAVA	2948285	3845578	DERMATOLOGIST	MBBS, MD, DERMA	Patel house - Medical college road - SAGAR
↗	AKLESH JAIN	2813066	3202930	CARDIOLOGIST	MBBS, MD	Rai hospital - Makronia - SAGAR
↗	ALKA NIKHAR	2177342	4162082	GYNAECOLOGIST	MBBS, DGO	nikhar house - station road - DAMOH
↗	AMITABH JAIN	41825	43047	CARDIOLOGIST	MBBS, MD	MAKRONIA SAGAR - bus stand road - SAGAR

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1 - 20 of 148 items



DFS (Discount, Free Scheme and Special Rate)



INSIGHTS

Home

Dashboard

Masters

- DFS Transactions
 - DFS Request
 - DFS REQUEST - STATUS
 - Rejected DFS Requests
 - Pending Requests
- DFS Reports
- Book Reports
- Reports
- Marketing Sales

ome Bhanu Pratap undefined



DFS (Discount, Free Scheme and Special Rate)



On click of DFS Request- Approved doctors will be shown in the list.

INSIGHTS AI

Quick Search In Grid

Filter Options

Division
BROWN & BURK

State
MADHYA PRADESH

HQ
SAGAR-MP

Employee
Alok Kumar Singhai (64338)

Doctors List

Action	Doctor Name	Speciality	Qualification	Address
	PRIYANK JAIN	CARDIOLOGIST	MBBS, MD, DM CARD	Bth khurai raod sagar - Bth khurai raod sagar - SAGAR

Click on Action button to create the request.

Click on Action button to view the doctor information.

1 - 1 of 1 items



DFS (Discount, Free Scheme and Special Rate)



DFS Request:

← FGO Request ✓ SAVE ✕ CANCEL

Doctor Name ABHISHEK KULKARNI	Doctor Max Limit Value 9000.00	Total State Limit 110000
Distributor Name Mangaldeep Pharma, Bangalore	Doctor Consumed Limit 1129.20	Consumed State Limit 3769.57
Supply Through Self	Available Doctor Limit 7870.80	Available State Limit 106230.43

Distributor
Mangaldeep Pharma, Bar ▾

Supply Through
Self ▾

Select Products
Please select Product... ADD

Total FGO Value :

Note: Accepted formats are jpg, jpeg, png, pdf and the file size must be 5MB or less.

Upload File No file selected ✓ SAVE

- **Medical Representatives (MRs)** will initiate DFS requests through the Mobile App. In case of vacant territory, AM or the next immediate Manager can initiate the request through App or Web.
- MR will select the approved doctors and select the approved products for the doctor as per the DFS Approved List.
- MR will select the distributor as well as the stockiest to be supplied.
- MR will enter the quantity of the selected product and attach (mandatory) the order copy for submission of DFS.
- DFS Mobile App and web access are available for all profiles
- Each DFS Request will have a unique reference number



DFS (Discount, Free Scheme and Special Rate)



FGO REQUEST APPROVAL (F2526000623)						
Doctor Name ABHISHEK KULKARNI	Supply Through self	Rep Name Mallikarjun .				
Total Doctor Limit 9000.00	Consumed Doctor Limit 1216.89	Available Doctor Limit 7783.11				
Total State Limit 110000	Consumed State Limit 5936.58	Available State Limit 104063.42				
Purchase Order View Purchase Order Document						
FGO Request Details						
Product Name	Scheme Type	Discount on	Product Name	Discount value	Quantity	Fgo Value
ACETAMIDE-250MG TABLETS	Extra Scheme	10		3	10	87.69
Total FGO value						87.69
Previous History						
Action	ReqNo	Request Date	DoctorName	Total Fgo Value	Status	
+	F2526000614	04-03-2025	ABHISHEK KULKARNI	282.3	Approved	
+	F2526000615	05-03-2025	ABHISHEK KULKARNI	564.6	Approved	
+	F2526000619	07-03-2025	ABHISHEK KULKARNI	282.3	Approved	

To: M/s. MILLENNIUM DISTRIBUTORS (Bangalore)

City: AHMEDABAD

Dear Sir/Madam,

We are pleased to inform you that FGO request no. F2526000622 has been approved & attached.

Below are the details related to FGO request:

Doctor Name	FGO requested by	Distributor Name	Supplier Name
SRILAKSHMI SRINIVASAN	Mr. Arun Kumara V H	MILLENNIUM DISTRIBUTORS (Bangalore)	MILLENNIUM DISTRIBUTORS (Bangalore)

Request to supply the order and upload the invoice using the link given below:

[Upload Invoice](#)

Thank you for your prompt attention to this matter.

FGO Team

Micro Labs Limited

Approval:

- **Medical Representatives (MRs)** raises a request.
- Immediate manager approves (system checks limits). Request will go to all hierarchy for approval. User cannot save the request if limit exceeds. Distribution Dept. will be the final approver.
- Option to reject the requests is available for all hierarchy.

Intimation and Execution:

- Email Notification will be sent to the stakeholders on the DFS details.
- Email will also be sent to the Distributor/stockiest for the executing the doctor.
- Option to upload the invoice details by the Distributor/ stockiest/field representative after the DFS execution





DFS Reports



DFS Reports



DFS Reports:

INSIGHTS

Home Bhanu Pratap undefined

- Home
- Dashboard
- Masters
- DFS Transactions
- DFS Reports**
 - Division Wise State Wise Limit Report
 - Doctor Wise Limit Report
 - DFS Report
- Book Reports
- Reports
- Marketing Sales

DFS Reports

- Division Wise State Wise Limit Report
- Doctor Wise Limit Report
- DFS Report



DFS Reports



Click and view reports

- DFS Reports
 - Division Wise State Wise Limit Report
 - Doctor Wise Limit Report
 - DFS Report

Division Wise State Wise Limit Report :

Quick Search In Grid

Filter Options

Year: 2025-2026

Month: December

Division: BROWN & BURK

State: MADHYA PRADESH

CLEAR APPLY

Division Name	State Name	Month	Average Sales	Limit %	Limit Value	Additional Limit	Total Limit	Consumed Limit	Balance Limit	Remarks	Sale Value
BROWN & BURK	MADHYA PRADESH	Dec-2025	0	0	18812	0	18812	0	18812		0

1 - 1 of 1 items



Doctor Wise Limit Report :





Doctor Wise Limit Report

Quick Search In Grid

Filter Options

Year
2025-2026

Month
December

Division
BROWN & BURK

State
MADHYA PRADESH

HQ
SAGAR-MP

Doctor
PRIYANK JAIN (1908435)

Division Name	State Name	Month	HQ	Doctor Name	Doctor City	Doctor Universal Code	Doctor SBU Code	Doctor Limit	Consumed Limit	Balance Limit	Remarks	Sale Value
BROWN & BURK	MADHYA PRADESH	Dec-2025	SAGAR	PRIYANK JAIN	SAGAR	1908435	1295429	30000	0	30000		0

« < 1 > »

1 - 1 of 1 items



DFS Reports



DFS Report:

INSIGHTS
PU

Quick Search In Grid

Filter Options

Report Type
Summary

Year
2025-2026

Month
August

Division
MICRO VISION NAYAN

State
MADHYA PRADESH

HQ
REWA

DFS Status
ALL

DFS Limit Status

DFS Report																		
Date	DFS Order No	Doctor Name	Doctor City	Doctor Universal Code	Doctor SBU Code	Requested By Employee Code	Requested By Employee Name	Designation	Approved By Level 1	Approved By Level 1 Date	Approved By Level 2	Approved By Level 2 Date	DFS Value	DFS Status	Level 1 Comments	Level 2 Comments	Sales Value	Limit Status
13-08-2025	F252600011	RAJESH SINGH	REWA	27558	3858410	15826	Dinesh Kumar Tiwari	BDM	Rahul Wadhvani (104019)	13-08-2025	Rahul Wadhvani (15991)		41296.56	Approved			140945.6	
13-08-2025	F252600013	RAJESH KUMAR MISHRA	REWA	27689	1620527	15826	Dinesh Kumar Tiwari	BDM	Rahul Wadhvani (104019)	13-08-2025	Rahul Wadhvani (15991)	22-08-2025	12133.08	Not Approved			41227.08	
13-08-2025	F252600012	RAMESH KHATRI	SHAHDOL	1530622	1620589	15826	Dinesh Kumar Tiwari	BDM	Rahul Wadhvani (104019)	13-08-2025	Rahul Wadhvani (15991)	22-08-2025	19719.09	Not Approved			71327.48	

« < 1 > »
20 ▼
1 - 3 of 3 items





Dashboard



Dashboard



Customer wise, Product wise, HQ wise Dashboard.

The dashboard interface features a blue sidebar on the left with the following menu items: Home, Dashboard (highlighted with a red box), Masters, DFS Transactions, DFS Reports, Book Reports, Reports, and Marketing Sales. The main content area displays a welcome message for Alok Kumar Singhai and a blue dashboard widget with a bar chart icon and the word 'Dashboard'. To the right is a tree diagram with a brown trunk and green leaves, where various business metrics are represented by colored circles: CUSTOMERS (red), SALES (brown), REPORTS (orange), PRODUCTS (purple), MICRO LABS (blue), TARGETS (yellow), GEOGRAPHY (pink), and INSIGHTS (purple).



Dashboard



INSIGHTS AI

CUSTOMER PRODUCT HQ BUSINESS PLANNING

DIVISION : BROWN & BURK GEOGRAPHY : SAGAR-MP TIME DIMENSION : DECEMBER , 2025

CUSTOMER PRODUCT HQ BUSINESS PLANNING

Customers

Sr No	Distributor Name	Customer Name	Qty	Sales	Sales %	curm %
1	Aditya Pharma Indore	Mitanshi Pharma	925	0.99	74.42	74.422
2	Aditya Pharma Indore	Arhant Medicos	360	0.25	18.79	93.219
3	Aditya Pharma Indore	Rai Medicosse Damoh	30	0.06	4.579	97.798
4	Aditya Pharma Indore	Singhal Medicals	100	0.03	2.503	100.30
5	Tata 1mg Healthcare Solutions Pvt Ltd	Tata 1 Mg Healthcare	2	0	0.169	100.47
6	Aditya Pharma Indore	Venus Enterprises	-9	-0.01	-0.47	99.999

Product Wise Sales

Item Description	Brand Description	Sales	Quantity
Allercet M Syrup	Allercet	0.16	200
Bactoclav 625 Tablets - 10s	Bactoclav	0.14	108
Allercet-m Tablets	Allercet	0.13	108
Phytoral Sp	Phytoral	0.08	35
Pulmocef 250 Tablets 10s	Pulmocef	0.08	54
Allercet-fx	Allercet	0.06	54
Bactoclav Ds 457 Comp Pack-60ml Sales	Bactoclav	0.06	30
Clamwin-500 Tablets 10s	Clamwin	0.06	20

Sales Comparison (3 Years in Lakhs)

Sales History (3)

Year	Sales
2023-2024	0.00
2024-2025	0.00
2025-2026	0.20

Division
BROWN & BURK

State
MADHYA PRADESH

Geography
SAGAR-MP

Time Dimension
Monthly
December 2025

Apply

DIVISION : BROWN & BURK GEOGRAPHY : SAGAR-MP TIME DIMENSION : DECEMBER , 2025

Division: Division of the User
Geography: HQ of the User
Time Dimension: Monthly, Quarter and Yearly

Click on Right Top Corner Hamburger Icon

A pop up will show with the Selection of Division, State & HQ' along with the 'Time Dimension' (Month, Quarter and Year). Click on Apply to see the changes.

Division
BROWN & BURK

State
MADHYA PRADESH

Geography
SAGAR-MP

Time Dimension
Monthly
December 2025

Apply

CUSTOMER:

- Customer wise product wise sales details are shown.

PRODUCT:

- Product wise customer wise Sales details are shown.

HQ:

- HQ wise sales details with Top 5 performing products of the HQ are shown.

BUSINESS PLANNING:

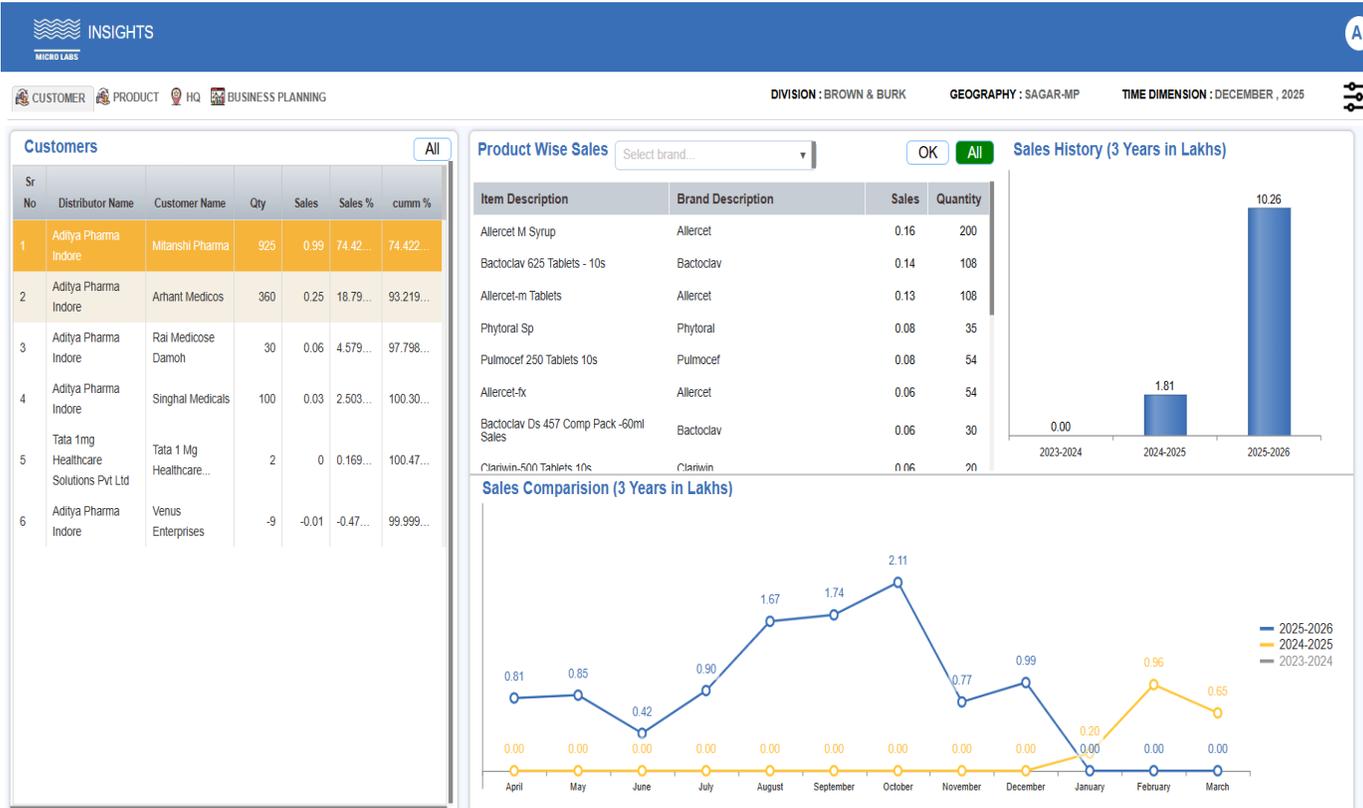
- Current Month sales of HQ with Growth & Deficit, PCPM, Total Returns and YTD Sales with CYGR & Last year percentage are shown.
- Also shown are the Customer wise sales of the HQ for the selected month along with previous year sales, Growth, Saleable, Expiry & Price Diff CN issued to each customers are shown.



Dashboard



Customer Wise Dashboard



Option to select ALL the customer and individual customer to view change in the customer view.

Customer:

- Customer wise sales for the selected period is shown in the descending order. First customer is selected by default. Customer's sales value, qty and percentage of contribution are shown

Product Wise Sales:

- Product wise Sales for the selected customer is shown

Sales History:

- Sales History of the selected customer for the period of three years are shown

Sales Comparison:

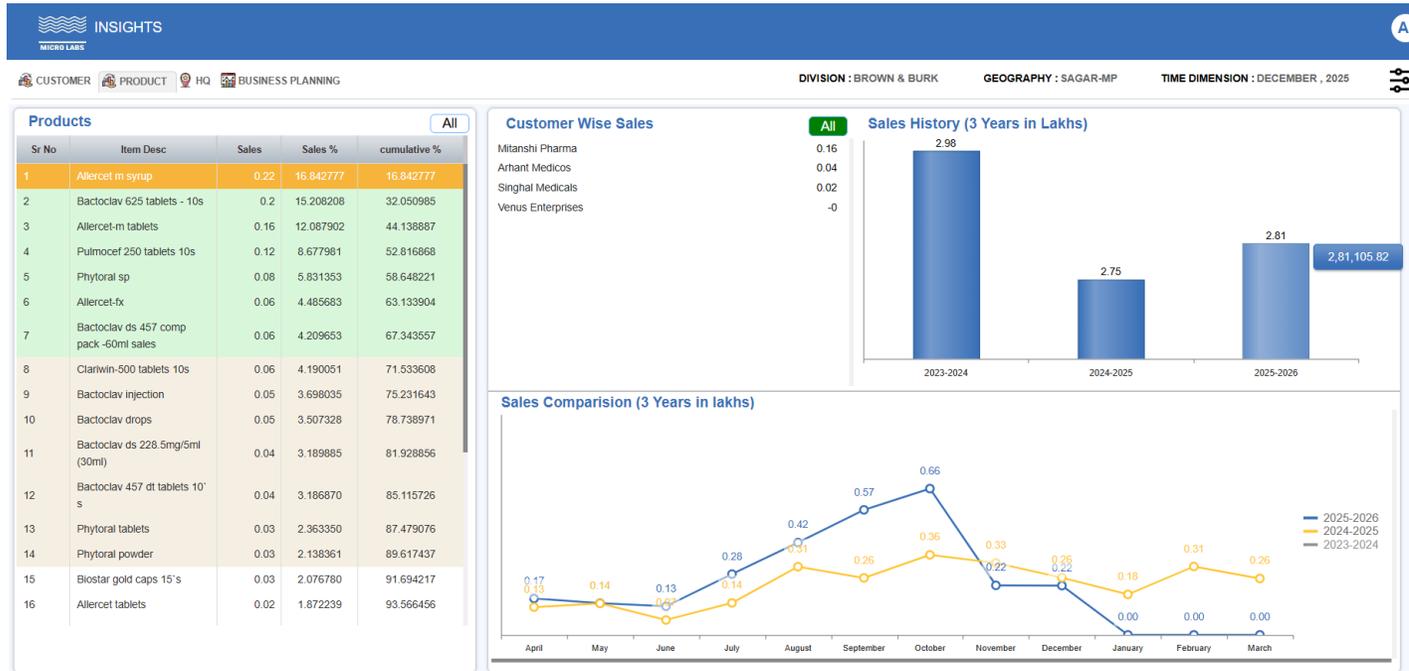
- Month on Month sales for the selected customer for the period of three years are shown in a Line Graph presentation. Option to select one or two or all the three years data is available by clicking on the year shown in the right side.



Dashboard



Product Wise Dashboard



Product:

- Product wise sales for the selected period is shown in the descending order. First product is selected by default. Product's sales value and percentage of contribution are shown

Customer Wise Sales:

- Customer wise Sales for the selected product is shown.

Sales History:

- Sales History of the selected product for the period of three years are shown

Sales Comparison:

- Month on Month sales for the selected product for the period of three years are shown in a Line Graph presentation. Option to select one or two or all the three years data is available by clicking on the year shown in the right side.

Option to select the all products or single product to view change in the Product view.



Dashboard



HQ Wise Dashboard



Territory Ranking Scorecard:

- Sales and the ranking of the selected HQ is shown along with the current month growth percentage.

Total Sales vs Return:

- Total sales of the selected HQ for the period of 5 years are shown in a Bar Graph presentation along with Total Returns.
- Option to see only Sales or Returns is available on clicking 'Total Sales' and 'Return Sales' button below the graph

Month On Month Sales in Lakhs:

- Month on Month sales of the selected HQ for the current year is shown in a Horizontal Bar Graph presentation

Top 5 Product Wise Sales Performance:

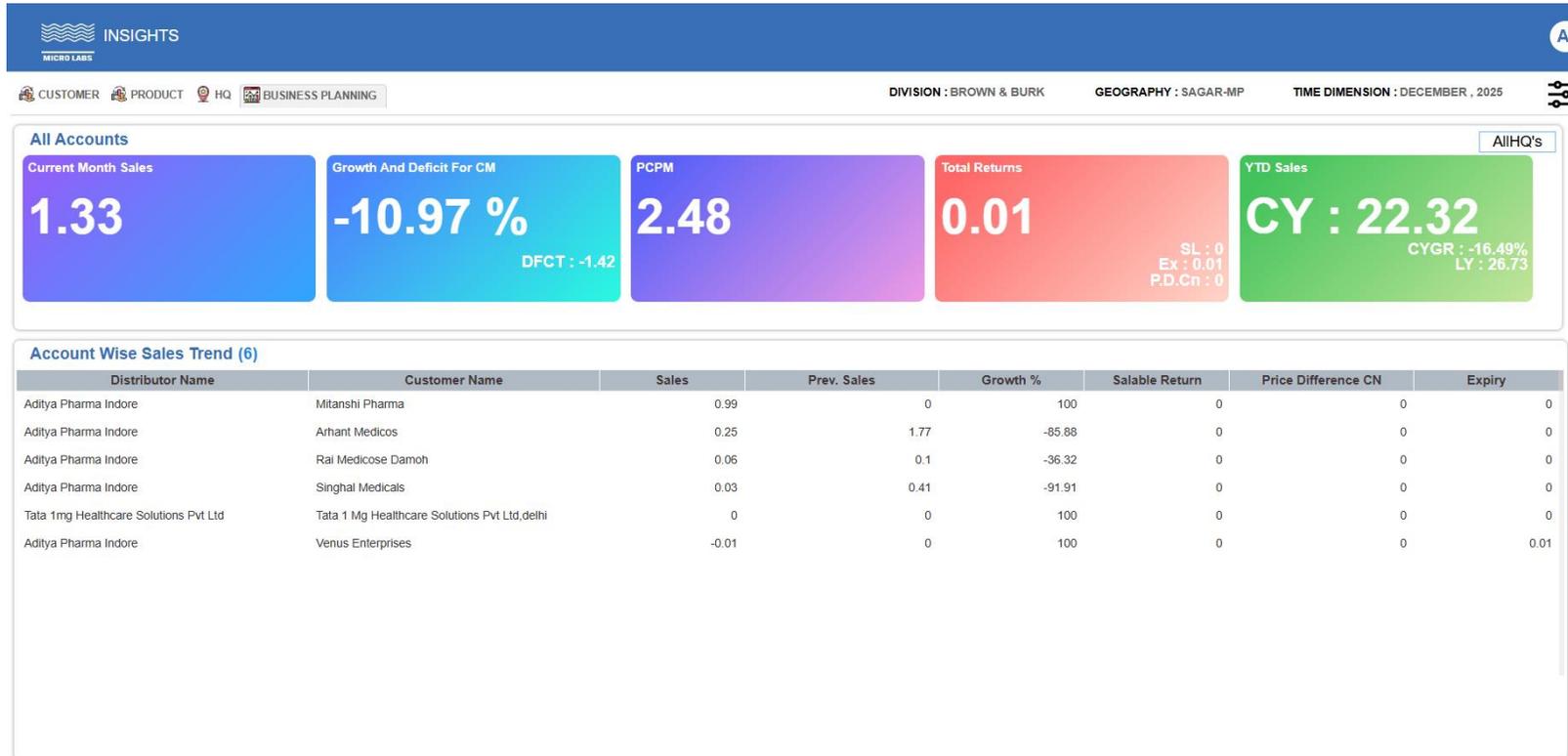
- Current year month on month sales of Top 5 products for the selected HQ is shown in a Bar Graph presentation. Option to select & de-select products by clicking the products list shown in the right side of the graph.



Dashboard



Business Planning



All Accounts:

- Selected Month sales of HQ with Growth & Deficit, PCPM, Total Returns and YTD Sales with CYGR & Last year percentage are shown.

Account Wise Sales Trend:

- Customer wise sales of the HQ for the selected month along with previous year sales, Growth, Saleable, Expiry & Price Diff CN issued to each customers are shown.

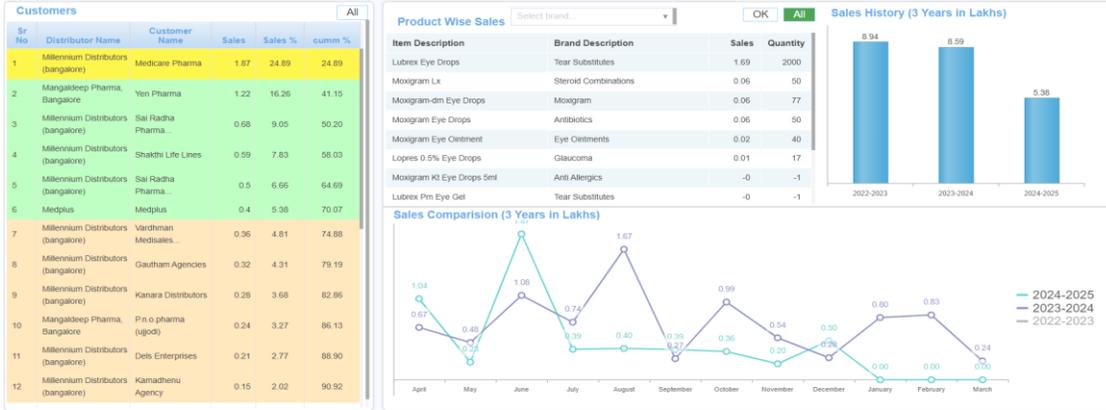
In case of mapping of multiple HQs to user, All HQs sales can be viewed under 'All Accounts' tab by clicking 'AllHQs' button in the right top corner. ('Account Wise Sales Trend' will NOT change and will show only the selected Month's value).



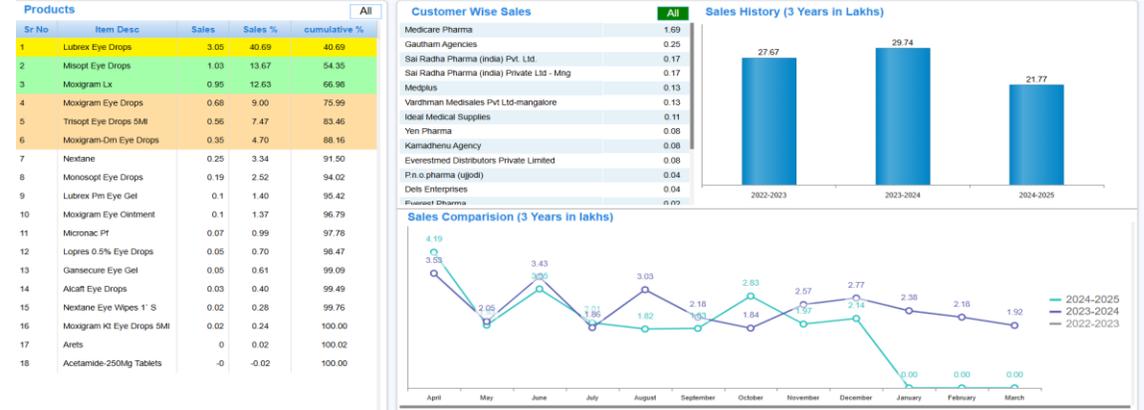
Dashboard



Customer Wise View



Product Wise View



HQ Wise View



Business Planning View





Thank You



**MICRO LABS
LIMITED**