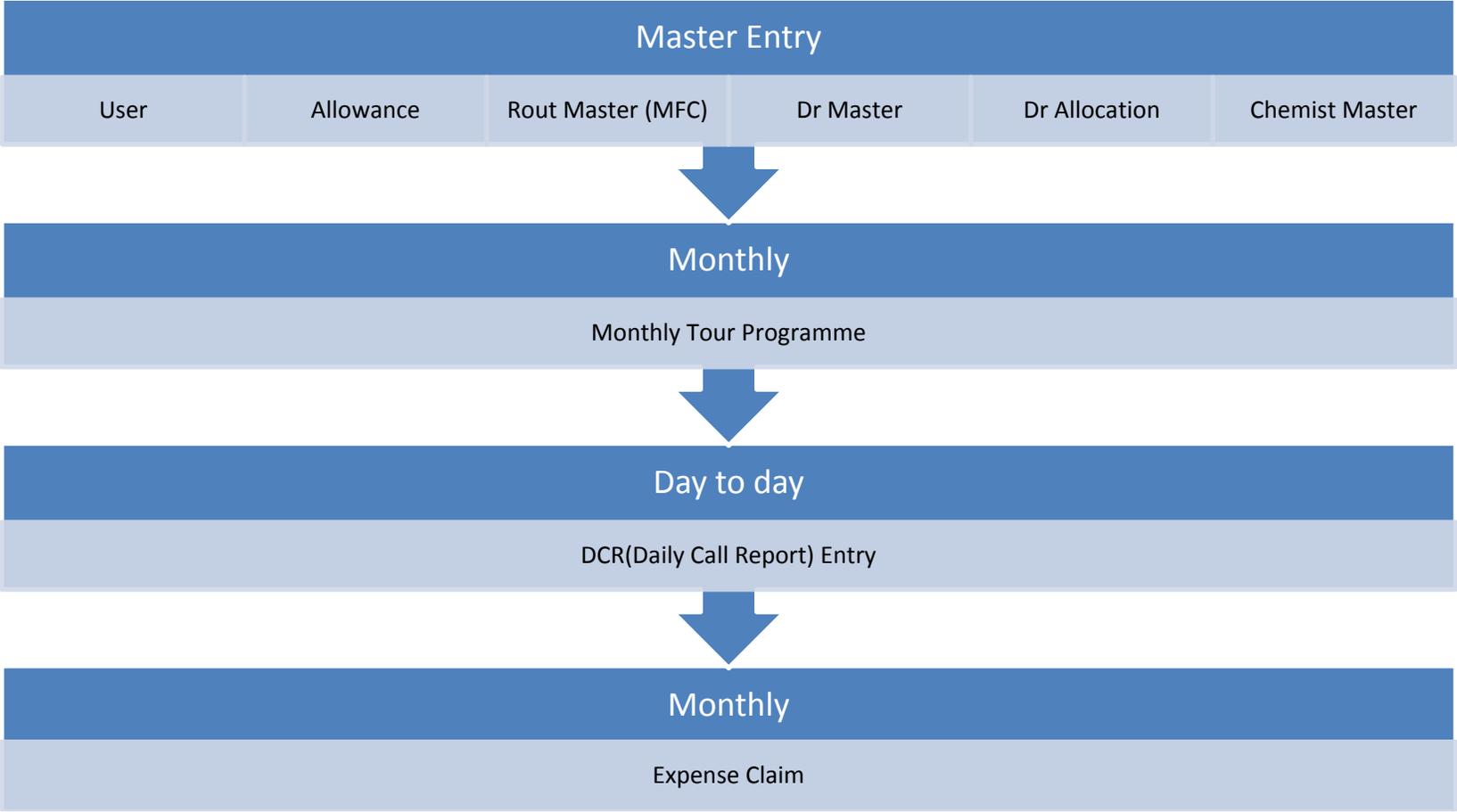


SFA

SALES FORCE AUTOMATION

PROJECT TEJ

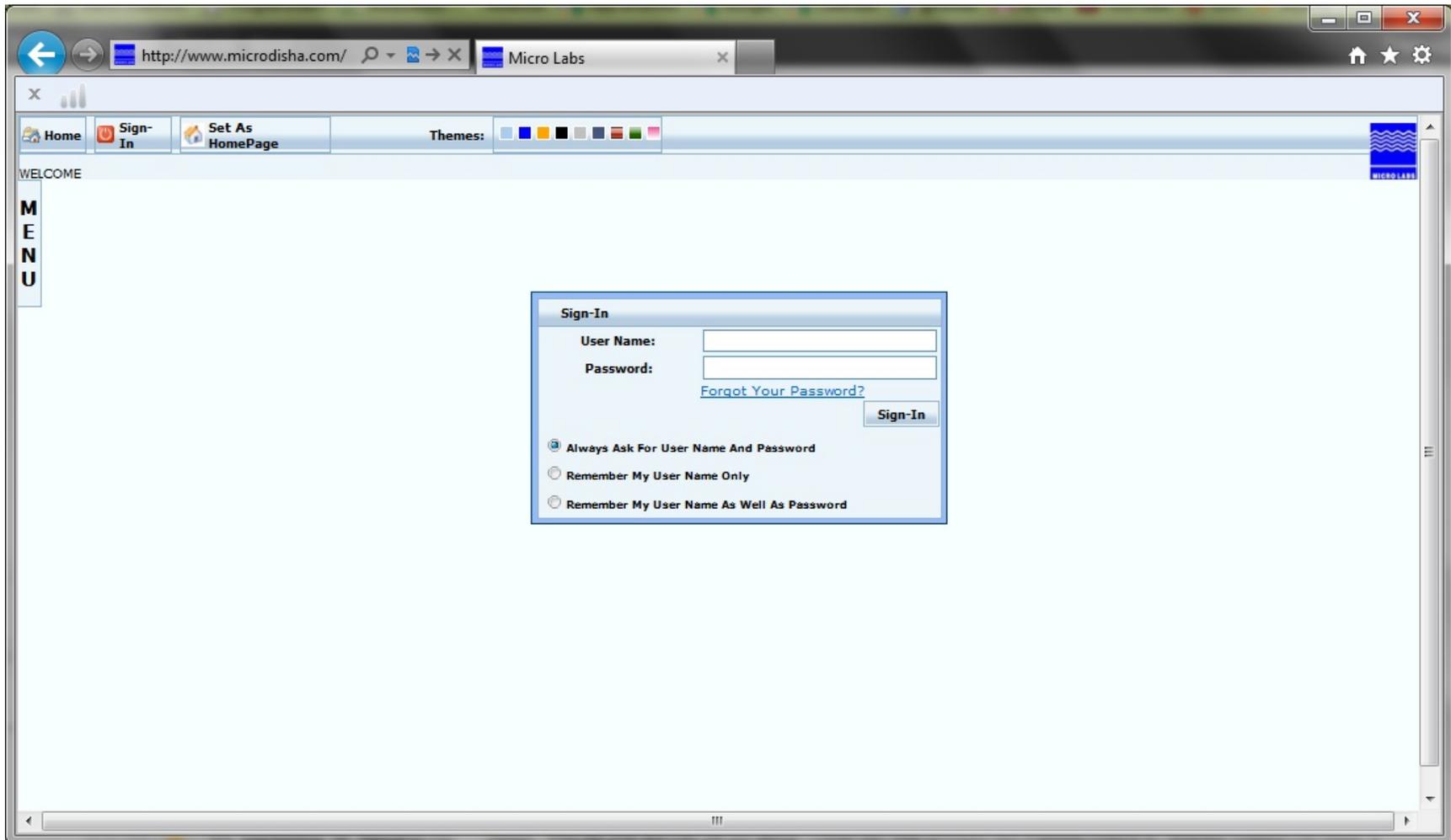
MICRO DISHA



Login Screen

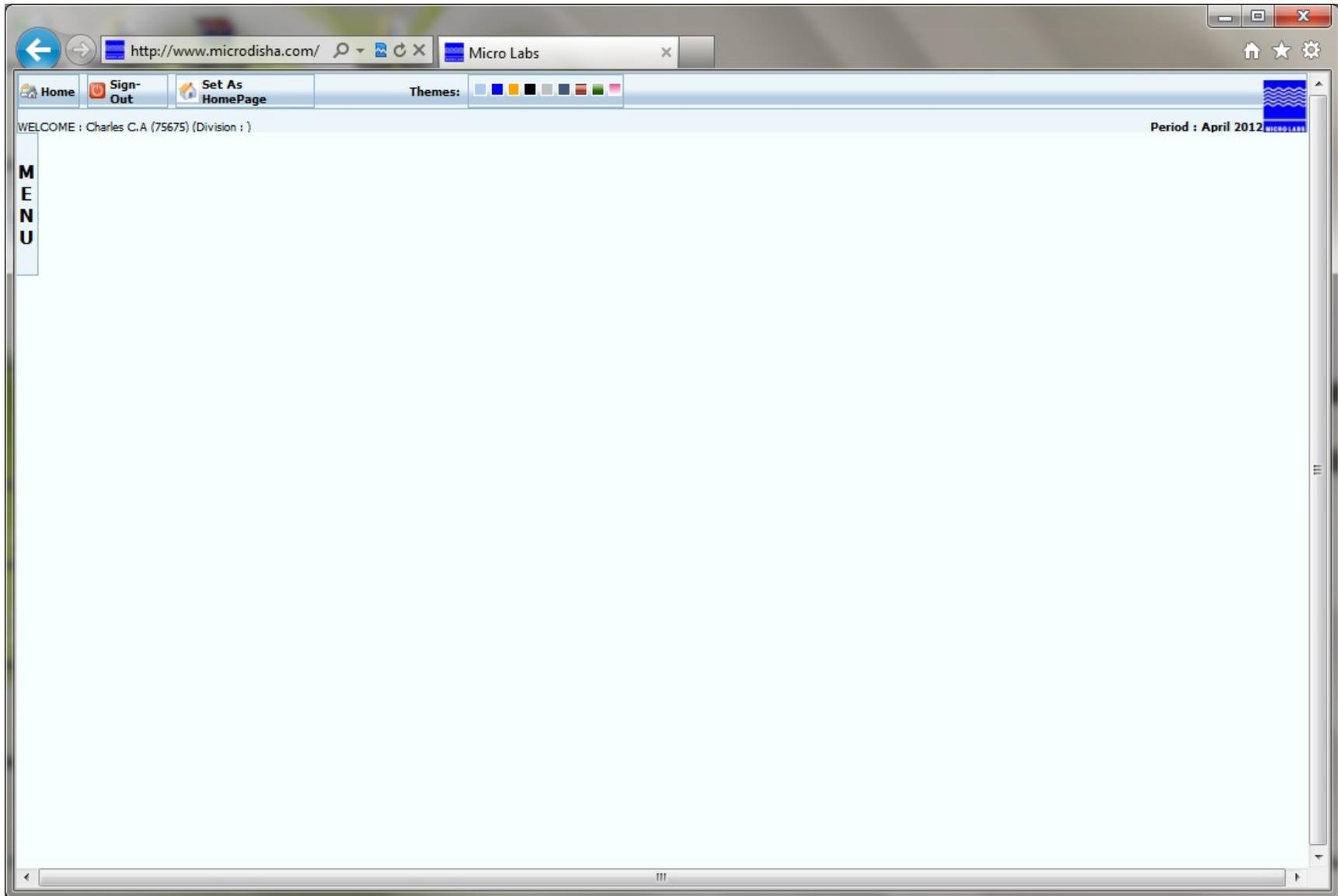
After opening your internet explorer you have to type <http://www.microdisha.com> . Below given Sign In screen will appear.

User Name is your employee Number, enter your Password and click on Sign-In Button.



Home Screen

After Successful login, home page will appear you have to click left side Menu button for selection of other option.



Menu

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

- MENU
 - Expense
 - Sfa
 - Sfa General Reports
 - Masters
 - Entry
 - Dr. Master
 - Chemist Master
 - User Profile Rout Alw
 - Modification
 - Reports
 - Transactions
 - Book Report
 - Upload/Download
 - Admin
 - Marketing Sales

User Profile Allowance & MFC

Click SFA > Masters > Entry > User Profile Rout Alw . Select User as Below given Enter your details.

The screenshot shows a web browser window with the URL <http://221.134.115.103/> and a tab titled "Micro Labs". The page header includes navigation links like "Home", "Sign-Out", and "Set As HomePage", along with a "WELCOME" message for Charles C.A. (75675) and a "Period : April 2012" indicator. The main content area is titled "Creation Of New Route" and features a "MENU" sidebar on the left. The form is organized into three columns under the heading "Creation Of New Route".

Route	User	Allowance
Employee No : 75675	Designation : TERRITORY EXECUTIVE	Division:
First Name : CHARLES	Middle Name : C	Last Name : A
Short Name : CHARLES	Gender : Male	Qualification : BPharm
Current Address : 4TH BLOCK, OPP GIRIAS MALL	Area : RAJAJINAGAR	Pincode : 658204
State : KARNATAKA	City : BANAGALORE	
<input type="checkbox"/> Same As Current Address	Area : RAJAJINAGAR	Pincode : 658204
Permanent Address : 4TH BLOCK, OPP GIRIAS MALL	City : BANAGALORE	
State : KARNATAKA	Mobile : 9845039790	
Phone : 0804589524	Blood Group : A+	
Email : charles@yahoo.co.in	PF NO : KN670358129	PAN No : 0289561522
Date Of Birth : 10/05/1974	Spouse Name : LAVITA	Spouse BirthDate : 16/04/1976
Esic No : 6665	Child1 BirthDate : 15/03/2001	
Marital Status : Married	Child2 BirthDate : 20/06/2004	
Anniversary Date : 16/04/2000	Child3 BirthDate :	
Child Name1 : AVIL	In Case Of Emergency Contact - Tel No : 0806856955	In Case Of Emergency Contact - Mobile No : 9743056865
Child Name2 : JOSVIN		
Child Name3 :		
In Case Of Emergency Contact Person : 985645054		

At the bottom of the form, there are "Submit" and "Back" buttons.

Allowance

Here you have to enter your eligible allowance values.

The screenshot shows a web browser window with the URL <http://www.microdisha.com/>. The page title is "Creation Of New Route" and the user is identified as "Charles C.A (75675) (Division :)". The period is set to "April 2012".

The main content area is titled "Employee Allowance Definition" and contains a table with the following data:

Allowance Head	Values
HQ Allowance	250
Ex HQ Allowance	350
OS HQ Allowance	450
Postage & Telegram	150
Phone & Fax	150
Stationary & Xerox	100
Internet	300
Sales Promotion	100
Sample Expense	150
Meeting Expense	125
Fare Up To 150 Km	1.50
Fare Above 150 Km	1.70

At the bottom of the table, there are two buttons: "Update" and "Back".

Route (MFC- Master Fare Chart)

In below Screen you have to Enter All your eligible Routes with One way Distance.

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

Creation Of New Route

Route **User** **Allowance**

Route Entry Details

From State :	KARNATAKA	To State :	KARNATAKA
From Station : <small>[Enter From Station Name E.g. Ahmedabad]</small>	BANGALORE	To Station : <small>[Enter To Station Name E.g. Baroda]</small>	MADIKERI
Route Description : <small>[Enter Routet Description E.g. Ahmedabad-Nadiad-Baroda Or Ahmedabad-Baroda]</small>	BANGALORE TO MADIKERI		
Station Type :	Out Station	Town Type :	MAIN
Travel Mode :	Private	Distance :	260
No Of Core Drs. :	25	No Of Other Drs. :	20
No Of Supercore Drs. :	25	No Of Stockiest :	2
No Of Chemist :	20	No Of Hospitals :	2
No Of Rep. :	1		
Visits Per Month : <small>[Enter Total Visit For Particular Month]</small>	2	Expected Business :	50000
Route Way :		Route Direction :	

Dr Master

In below given Screen You have to Enter All Your Doctor's Detail. * Fields are Mandatory.

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

Doctor Details * Fields Are Mandatory

Full Name :* Dr. JANAK SHAH						
First Name :* JANAK	Middle Name : <input type="text"/>	Last Name : SHAH				
Clinic Address :* 23 ADARSH COMPLEX, PANATHUR		Area :* PANATHUR	City Name :* BANGALORE			
		State Name :* KARNATAKA	Pincode :* 560087			
Phone Clinic : 3233423	Phone Resident : <input type="text"/>					
Other Clinic Addresses	Area	City Name	State Name	Phone Clinic	Pincode	Delete
3B, SHIVAJI HOUSE	M G ROAD	BANAGALORE	KARNATAKA	32323	560073	Add
Mobile No : 9208451214	Email : <input type="text"/>		Registration Code : <input type="text"/>			
Date Of Birth : 24 / August	Anniversary Date : 27 / October					
Spouse Name : SHARDA	Spouse's Birth Date : 01 / February					
Name Of Child1 : <input type="text"/>	Child1's Birth Date : <input type="text"/> / <input type="text"/>					
Name Of Child2 : <input type="text"/>	Child2's Birth Date : <input type="text"/> / <input type="text"/>					
Name Of Child3 : <input type="text"/>	Child3's Birth Date : <input type="text"/> / <input type="text"/>					
Hobbies/Interest : <input type="text"/>						
Focus Brand		COVERIT ISOTANE				
ISOTANE-ISOTANE 10 CAPS		Clear				
Visit Day : Tuesday	From Time : 11:00 AM	To Time : 02:00 PM				

Qualification & Speciality Details

Qualification :* M.D.	Speciality :* PHYSICIAN	
	PHYSICIAN Clear	

Submit **Reset** **Back**

Dr Allocation Form

Doctor Allocation screen is for categorized your doctor list and set their serial Number.

The screenshot shows a web browser window with the URL <http://www.microdisha.com/>. The page title is "Micro Labs". The user is logged in as "Charles C.A (75675)" in the "Division : " section. The page is for "Period : April 2012".

On the left side, there is a "MENU" and a "Dr. Category" dropdown set to "Very Important". Below it is a list of doctors with a "Drag" icon next to each name:

- DR.BAVNEET BHOLLA
- DR.CHANDRASEKHAR GOUD
- DR.EASHWARA MURTHY
- Dr.GIRISH S
- Dr.GOKUL ANANDA
- Dr.GOWRISH M
- Dr.JAGDISH
- Dr.JAGDISH
- Dr.JAGPREET SINGH
- Dr.JANAK SHAH
- Dr.KIRAN
- Dr.NAGENDRA PRASAD
- Dr.SALAIN NARESH BHASKAR

On the right side, there is a table titled "MCR List with allocated Doctors." with 20 columns (001 to 200) and 10 rows. The cell at row 4, column 4 (044) is highlighted, and a tooltip shows "Dr.JANAK SHAH".

A modal dialog box titled "Message from webpage" is open, containing the following text:

Dr.JANAK SHAH at MCR - 004.
Will be saved in DataBase.
Are you sure want to save?

The dialog box has "OK" and "Cancel" buttons.

Dr Allocation Form

For remove Dr from List just click MCR number and press below give recycle bin Picture.

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

Select Doctor Category. Drag Image Of Particular Doctor To MCR List And Drop On MCR No In Which You Want To Allocate The Same Doctor.

Dr. Category: Very Important

MCR List with allocated Doctors.																			
001	002	003	004	005	006	007	008	009	010	011	012	013	014	015	016	017	018	019	020
021	022	023	024	025	026	027	028	029	030	031	032	033	034	035	036	037	038	039	040
041	042	043	044	045	046	047	048	049	050	051	052	053	054	055	056	057	058	059	060
061	062	063	064	065	066	067	068	069	070	071	072	073	074	075	076	077	078	079	080
081	082	083	084	085	086	087	088	089	090	091	092	093	094	095	096	097	098	099	100
101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120
121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160
161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180
181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200

For Deletion Of Allocated Doctor(S) Just Click On The MCRNo (You Can Click On One Or More) MCRs Will Be Orange Coloured And Then Click On Delete Button. (RecycleBin Image).

Click here to delete selected doctor(s) from allocated list

Chemist Master

Below is chemist or retailer Entry Screen.

The screenshot shows a web browser window with the URL <http://www.microdisha.com/>. The page title is "Creation of New Chemist" and the user is logged in as "Charles C.A (75675) (Division :)". The current period is "April 2012".

The form is titled "Chemist Personal Details" and contains the following fields:

Name Of Chemist Shop :*	SANJIVANI CHEMIST	
Address :*	A34, SURYA COMPLEX, NEAR M G ROAD	
	Area :	M G ROAD
	City Name :	BANGALORE
	State Name :*	KARNATAKA
	Pincode :*	560023
Email :	Phone :*	234234
Proprietor Name :	Mobile No :	94256486
Key Contact Person :	Expected Business/Month :	
Core Dr1 :	Core Dr2 :	Core Dr3 :
Dr.JANAK SHAH	Dr.SATISH MALYA	Dr.JAGPREET SINGH
Focus Brand :		

At the bottom of the form, there are "Submit" and "Back" buttons, and a "Clear" link.

Monthly Tour Program

Monthly You have to enter Tour Program in advance as below given screen first select Month Year and Click Retrieve Button.

The screenshot shows a web browser window with the URL <http://www.microdisha.com/>. The page title is "Micro Labs". The browser's address bar shows the URL, and the page has a "Home" button, a "Sign-Out" button, and a "Set As HomePage" button. The page content includes a welcome message: "WELCOME : Charles C.A (75675) (Division :)". The main heading is "Tour Programme". Below the heading, there is a form with two dropdown menus: "Month : April" and "Year : 2012". To the right of these dropdowns is a "Retrieve" button. Below the "Retrieve" button, there are three input fields: "Name :", "HQ :", and "Desn. : Reporting To :". At the bottom of the page, there are two buttons: "Submit" and "Back". A vertical "MENU" bar is visible on the left side of the page. The page also shows a "Period : April 2012" indicator in the top right corner.

Monthly Tour Program

Day wise you have to select work type, work with if join working, rout to be visited on that day then press submit button.

WELCOME : Charles C.A (75675) Period : April 2012

Tour Programme

Month : April Year : 2012

Name : 75675 HQ :
 Desn. : Marketing Executive Reporting To :

Date	Day	Work Type	Work With	Route To Be Visited	No Of Dr.	Obj
01	Sunday	Sunday			0	
02	Monday	Field Work	Arun R	ABBIGERE TO A F HOSPITAL	25	
03	Tuesday	Field Work	Arun R	DEVANAHALLI-SANE GURUJI MARG	120	
04	Wednesday	Field Work	Arun R	SANE GURUJI MARG TO DEVANAHLLI	0	
05	Thursday	Field Work	Arun R	BANGALORE TO MANGALORE	43	
06	Friday	Others			0	
07	Saturday	Field Work	Arun R	BANGALORE BAZAR TO ABBIGERE	38	
08	Sunday	Field Work	Arun R	DEVANAHALLI TO SANTACRUZ WEST	200	
09	Monday	Field Work	Arun R	SANTACRUZ WEST TO DEVANAHALLI	0	
10	Tuesday	Field Work	Arun R	ABBIGERE TO A F HOSPITAL	36	
11	Wednesday	Seminar/CME		VIDYARANYAPURA TO KORMANGALA	0	
12	Thursday	Seminar/CME			0	
13	Friday	Others			0	
14	Saturday				0	

DCR (Daily Call Report) Entry

Below is DCR Entry Screen . Select Work type, Work Date, State, Planned and Actual route and other Dr visit and sample given.

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr. Entry					
MCR No.	Dr. Name	Visit Time	Sample Code	Qty.	POB.
001	DR.BAVNEET BHOLLA - 001	10:00 AM	EPITANE EYE DROPS 5ML	5	1000
001	DR.BAVNEET BHOLLA - 001	10:00 AM	FLURISON EYE DROPS	2	1000
003	Dr.SINDU - 003	10:30 AM	NUPROST EYE DROPS 3ML	2	0
081	Dr.JAGPREET SINGH - 081	11:00 AM	EPITANE EYE DROPS 5ML	0	0
121	Dr.SANDEEP KUMAR - 121	12:04 PM	COVERIT 5 %	1	0
123	Dr.SALAIN NARESH BHASKAR - 123	12:30 PM	NUPROST EYE DROPS 3ML	2	2000
123	Dr.SALAIN NARESH BHASKAR - 123	12:30 PM	CALOSOFT LOTION 100ML	2	0

DCR (Daily Call Report) Entry

You can enter Non MCR Dr visit details.

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr. **Non MCR Dr.** **Retailer** **Non MCR Retailer**

Non MCR Dr. Entry

Dr. Name	Visit Time	Sample Code	Qty.	POB.
<input type="text"/>				

ADD ROW **DELETE ROW** **RESET**

Save All Data

DCR (Daily Call Report) Entry

Retailer Visit Details.

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MENU

MCR Dr. Non MCR Dr. Retailer Non MCR Retailer

Retailer Details:

Chemist Name	Visit Time	Order Booked
C1213003883 - JEEVA MEDICAL	03:00 pm	10000

ADD ROW DELETE ROW RESET

Save All Data

DCR (Daily Call Report) Entry

Non MCR Retailer List entry

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

M E N U

MCR Dr. Non MCR Dr. Retailer Non MCR Retailer

Non Retailer Details:

Chemist Name	Visit Time	Order Booked
<input type="text"/>	<input type="text"/>	<input type="text"/>

ADD ROW DELETE ROW RESET

Save All Data

Expense Creation

After finishing Total Month DCR Entry You have to submit Expense details in below Screen and Submit it.

WELCOME : Charles C.A (75675) Period : April 2012

Expense Claim Entry

Claim Month : April
 Claim Year : 2012

Other Expense Entry

Expense Description	Claim Value(Rs.)
Postage & Telegram	<input type="text" value="0"/>
Phone & Fax	<input type="text" value="0"/>
Stationary & Xerox	<input type="text" value="0"/>
Internet	<input type="text" value="0"/>
Sales Promotion	<input type="text" value="0"/>
Sample Expense	<input type="text" value="0"/>
Meeting Expense	<input type="text" value="0"/>

Station	Ex Station	Out Station	Total	Total Fare									
Day Wise Expense Statement													
01											Showing 1-2 Of 2		
Date	From	To	Type	Mode	Dist	Fare	DA	MDr	NMDr	MChm	MNChm	POB	
31/03/2012	ABBIGERE	A F HOSPITAL	FW	Bus	28	42.00	250.00	1	0	0	0	0	
Total						42.00	250.00						