



TECHNOLOGY & BUSINESS SOLUTIONS
"Define-Achieve-Maintain"

Software Solution for Pharmaceutical Company

**SALES
EFFECTIVENESS TOOL**

Providing IT Solutions Since 2005

www.tecbsl.com
pharma.tecbsl.com

Technology and Business Solutions Ltd. (TBS) have developed and implemented IT solutions in Quality Compliance, Marketing and Sales for the pharmaceutical industry. Our solution includes Design, Coding/Testing, Documentation, Training End-Users, Deployment and Maintenance Support.

Our rich experience in this sector has given us a unique insight and domain expertise not only to implement similar systems, but also confident we can provide world class solutions in other areas.

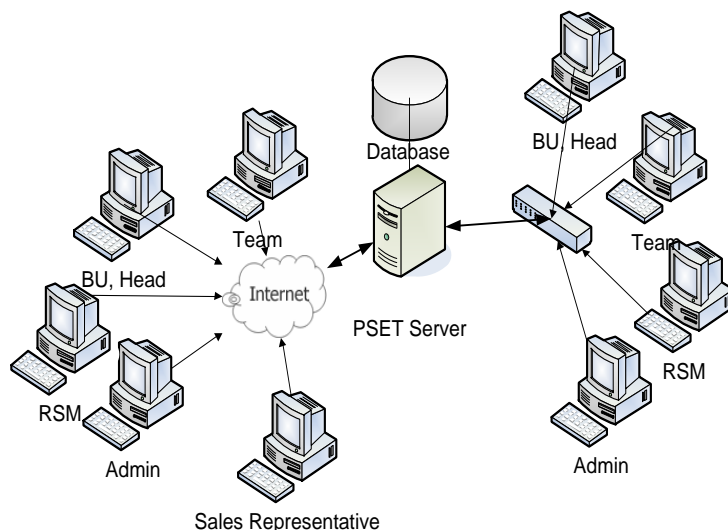
PSET (Pharmaceutical Sales Effectiveness Tool)

The PSET is a centralized web based application where sales team including management will be able to manage and monitor through sales target and achievement. PSET application is mainly reporting tool for sales, marketing and management team.

PSET Scope

- ✓ Monitor MIA and their Customer & product wise Sales
- ✓ Track employee's history
- ✓ Get Territory and Customer relationship history
- ✓ Compare Sales growth
- ✓ Compare Sales, Return & Deliver return
- ✓ Compare Target & Achievement
- ✓ Request for customer add, remove, share using new eSET application
- ✓ Approve requested customer using new application
- ✓ Alert sales team via SMS

System Overview



Roles

- ✓ Super Administrator
- ✓ Administrator
- ✓ Business Unit Head
- ✓ Sales Line Manager

PSET Advantages

- ✓ Centralized web based application
- ✓ Help Increase Sales Effectiveness
- ✓ Sales will be tracked by individual and also by
 - Own Sales
 - Customer Share
 - Product Share
- ✓ Sales will be tracked also by
 - Customer
 - Product & Product Family
 - Customer, Product and Product Family
 - Depot wise sales
 - Employee wise sales
- ✓ Return sales will be able to track by
 - Product & Product Family
 - Depot wise
- ✓ Dashboard by different roles and responsibilities for target and achievement
- ✓ Target will be tracked by individual by product
- ✓ Product will be management by sales line
- ✓ Notify sales personnel about sales target, achievement and remaining sales via SMS

Stakeholders

- ✓ Sales
- ✓ Marketing

- ✓ Regional Sales Manager
- ✓ Marketing Head
- ✓ Team Leader
- ✓ Sales Representative

Features and Functionality

- ✓ Master Data
 - Sales Structure
 - Geo Location
 - Customer Management
- ✓ Product Management
 - Product Family
 - Products
 - Incentive Products
- ✓ Customer
 - Customer
 - Customer Territory Relationship
 - Customer Territory Share
- ✓ Share
 - Customer Share
 - Product Share
- ✓ Employee Management
- ✓ Time Management
 - Yearly Holiday
 - Weekly Holiday
 - Employee Leave
- ✓ Tools
 - Manage Duplicate Customers
 - Customers Not Tagged
- ✓ SMS Sending Facility for sales & management
- ✓ Printing Facility
- ✓ Rich Searching Features / Advance Search
- ✓ Browser Compatibility:
 - IE9+
 - Firefox 26.0+
 - Google Chrome

Security

- ✓ User Management
- ✓ Active Directory Login
- ✓ Roles & Privilege Management
- ✓ Track Login & Logout

- ✓ Audit Trail
- ✓ Session Timeout

Reports

- ✓ Target
- ✓ Customer Share
- ✓ Total Company Sales
- ✓ MTD Wise Sales
- ✓ Customer & Product Wise Sales
- ✓ Product Sales by Team & Territory
- ✓ Required Sales Per Day
- ✓ Depot Wise
 - Sales
 - Return
- ✓ Employee Wise
 - Sales
 - Return
 - Budget vs. Achievement

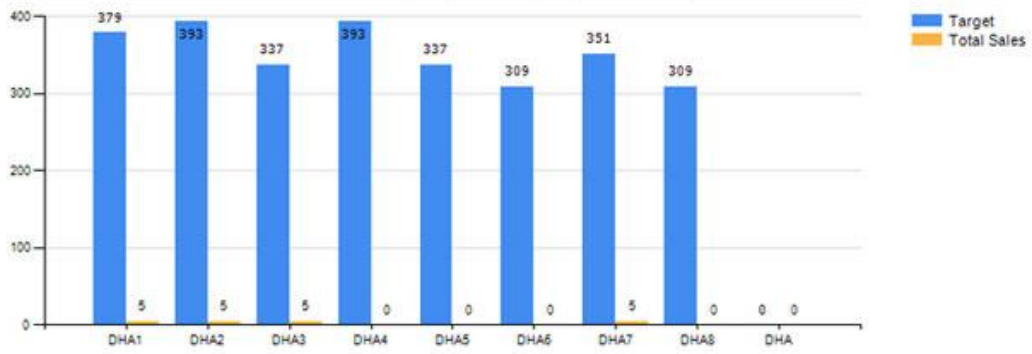
Upload

- ✓ Customer
- ✓ Product
- ✓ Sales Structure
- ✓ Customer Territory Relationship
- ✓ Customer Share
- ✓ Product Share
- ✓ Sales Invoice
- ✓ Sales Target
- ✓ Delivery Returns

Graphical Reports

Company Sales

Total Company Sales Report (MARCH, 2014)



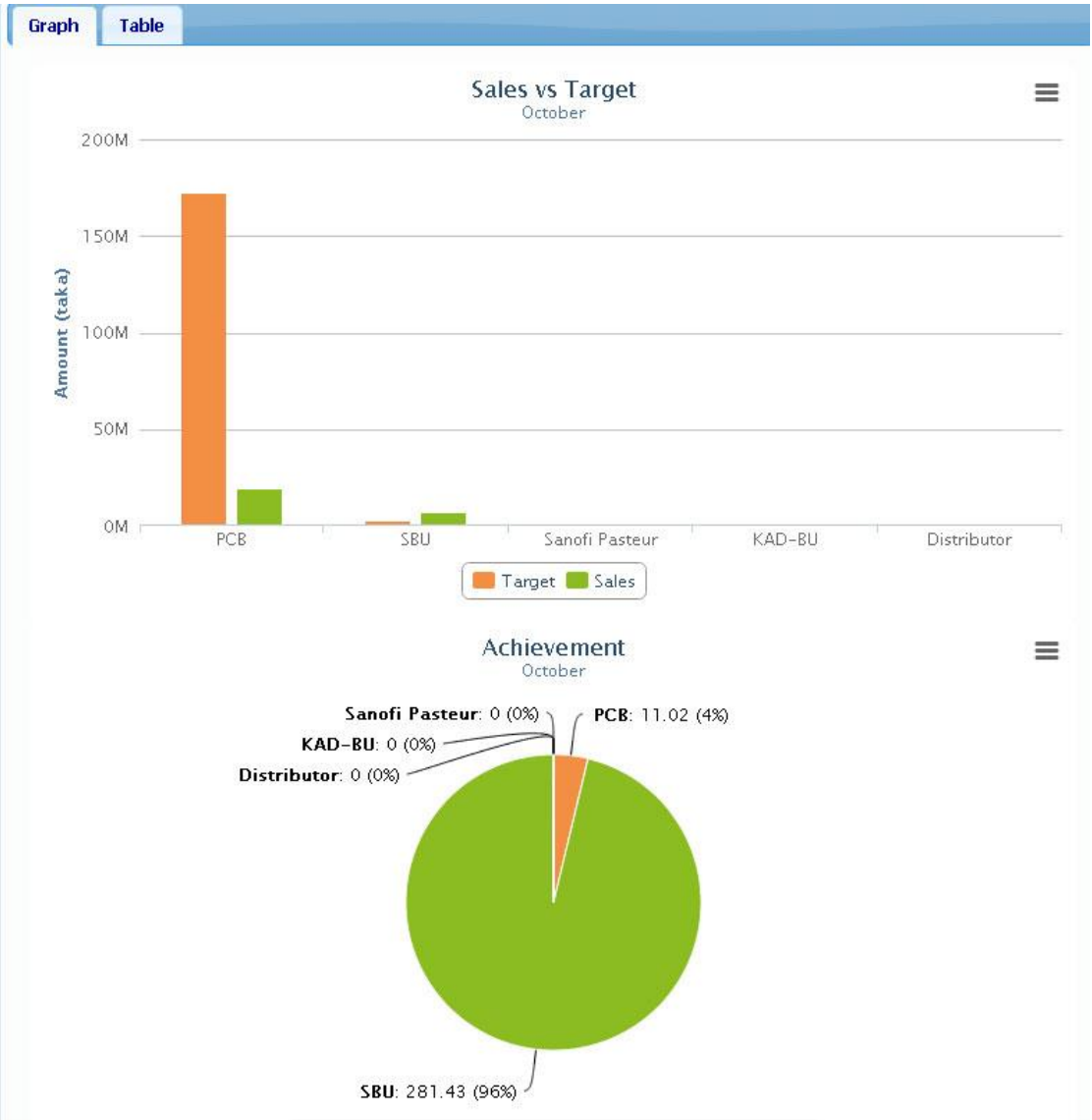
Territory	Own Sales	Share Sales	Product Share	Total Sales	Target	Achievement (%)
DHA1	0.00	5,481.11	0.00	5,481.11	379,406.00	1.44%
DHA2	0.00	5,481.11	0.00	5,481.11	393,459.00	1.39%
DHA3	0.00	5,481.11	0.00	5,481.11	337,250.00	1.63%
DHA4	0.00	0.00	0.00	0.00	393,458.00	0.00%
DHA5	0.00	0.00	0.00	0.00	337,249.00	0.00%
DHA6	0.00	0.00	0.00	0.00	309,145.00	0.00%
DHA7	0.00	5,481.11	0.00	5,481.11	351,305.00	1.56%
DHA8	0.00	0.00	0.00	0.00	309,145.00	0.00%
DHA	0.00	0.00	0.00	0.00	0.00	0.00%
Total	0.00	21,924.43	0.00	21,924.43	2,810,417.00	0.78%

Dashboard

Year: 2013
 Month: October

Column Chart
 Line Chart
 Bar Chart
 Area Chart

PCB
 SBU
 Sanofi Pasteur
 KAD-BU
 Distributor



SMS

SMS.aspx
 Mgt To Select ALL

BU*: PCB
 SL*: PC National
 Region: Dhaka-1
 Team: DHA
 Territory:
 Year*: 2014
 Month*: April
 Family:

- Asec
- Actonel
- Asen
- Asinar
- Betanol-A
- Bitoxil
- CALCIPAN
- Cardophylin

TerritoryName	EmpId	EmpName	Mobile	Message
<input checked="" type="checkbox"/> DHA1	94	Mohammad Rahmatullah	0001970000464	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input checked="" type="checkbox"/> DHA2	270	Md Al Maman Mondol	0001970000000	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input type="checkbox"/> DHA3	271	Maham Aktor	0001970010000	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input checked="" type="checkbox"/> DHA4	246	Shahind Islam	0001970010000	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input type="checkbox"/> DHA5	272	Md Sarwar Sahar	0001970000400	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input checked="" type="checkbox"/> DHA6	95	Md Medaed Olan Al Noyel	0001900007700	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input type="checkbox"/> DHA7	437	Md Faruk Hossain	0001970022000	April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input checked="" type="checkbox"/> DHA8				April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F
<input checked="" type="checkbox"/> DHA				April Target - 0 Achievement - 0(0%) Working Days Remaining -24 F

Platform & Technology: ASP .NET 3.5 SP1, MS Chart, C#, CSS, JavaScript, IIS,SQL Server, JQuery, Ajax

Company Background

TBS was formed by industry professionals with worldwide experience in Information Technology Our main focus and goal is to make organizations in the private and public sector more productive, efficient and profitable by leveraging technology and processes, by offering world class solutions in the following areas:

Core Areas

- ✓ System and Software Development
- ✓ Software Quality Assurance & Testing
- ✓ Business Process Improvement (BPI)
- ✓ Monitoring and Evaluation (M & E)
- ✓ Independent Validation & Verification (IV&V)

Ancillary Areas

- ✓ Digital Archiving and QC
- ✓ Capacity Building & Training
- ✓ Infrastructure Development
- ✓ MIS Backup Support & Maintenance
- ✓ Technical and Business Documentation
- ✓ Management and Logistic Support

To Know More About our Pharmacy Solutions Please Contact

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