



TECHNOLOGY & BUSINESS SOLUTIONS

"Define-Achieve-Maintain"

Software Solution for Pharmaceutical Company

DAILY CALL REPORT

Providing 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.

PDCR (Pharmaceutical Daily Call Report)

The PDCR application is a centralized web based application which allows sale representatives to enter their own activities like calls related information, call plans, and call reports in real time.

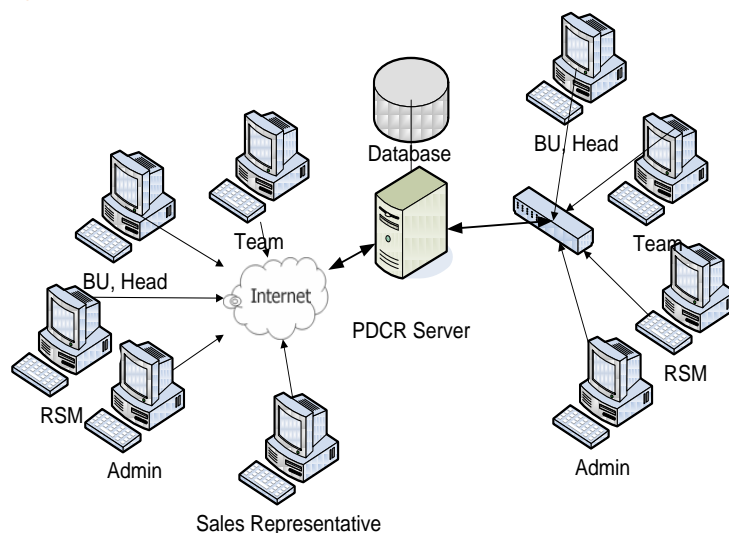
The application has built in business intelligence and some of the features are; region-team-territory relationship, call planning & reporting, mail merging, doctor customer relationship, potentiality (product, territory, global) roles and privileges, searching, audit trail, admin and many other. DCR can generate various reports, graphs, charts and dashboards instantly on field force activities.



Benefits and Advantages

- ✓ Centralized and Consolidated Information System
- ✓ Help Increase Sales Effectiveness
- ✓ Get a Clear Picture of Various Doctors to be Visited or Call
- ✓ Sales Representative Scheduling
- ✓ Track Actual Visits and Calls (Daily, Weekly & Monthly)
- ✓ Track Customer using Potentiality and Geographical Area
- ✓ Manage Changes in Business like Sales Force Restructuring
- ✓ Promoted Product Management
- ✓ Customer Call Tracking and Schedule

System Overview



Features and Functionality

- ✓ Master Data Management
 - Geographical Location
 - Sales Structure
 - Leave
 - Potentiality and Others
- ✓ Doctor Management
 - Profile
 - Specialty
 - Institution Information
 - Chambers
 - Chamber Potentiality
 - Chamber – Territory Relationships
- ✓ Frequency Management
- ✓ Chemist Management
- ✓ Product Management

Stakeholders

- ✓ Sales
- ✓ Marketing

Security

- ✓ User Management
- ✓ Roles and Privilege
- ✓ Login
- ✓ Audit Trail
- ✓ Track Login and Page View
- ✓ Time Limit to Enter Data for Sales Rep
- ✓ Active Directory Login
- ✓ Session Timeout

Reports

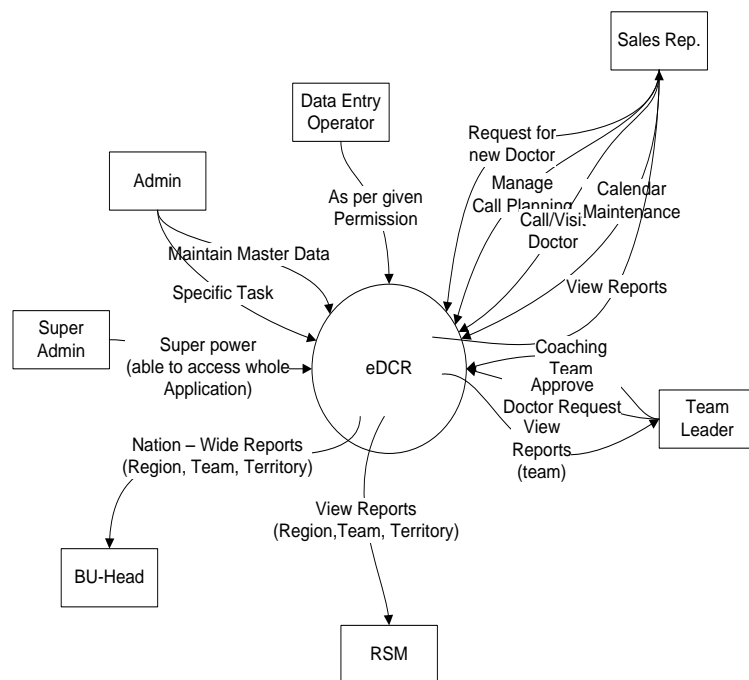
- ✓ Field Force Structure & Budgeting
- ✓ Call Objective
- ✓ Call Plan vs. Call Objective

- ✓ Institution Management
- ✓ Cycle Management
 - Manage Promoted Product
- ✓ Product Promotional Aid Management
- ✓ Coaching Criteria & Score Management
- ✓ Coaching by Team Leader
- ✓ Sales Representative to Customer / Doctor Relationship
- ✓ Call Planning
- ✓ Call Reporting
- ✓ Group Call
- ✓ Time Management
 - Weekly Holiday
 - Employee Weekly Holiday
 - Yearly Holiday
 - Employee Leave Management
 - Calendar
- ✓ Mail Merge System
- ✓ Territory Rearrangement
- ✓ Sales Force Interchange
- ✓ Entry Request to Approval for Doctor & Chemist
- ✓ Downloading: CSV, XML, Excel, PDF

- ✓ Call Budget vs. Call Objective
- ✓ Call Summary by Objective
- ✓ Call Summary by Budget
- ✓ Coaching

Roles

- ✓ Super Administrator
- ✓ Administrator by Modules
- ✓ Business Unit Head
- ✓ Regional Sales Manager
- ✓ Marketing Head
- ✓ Team Leader
- ✓ Sales Representative
- ✓ Data Entry Operator



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

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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