



TECHNOLOGY & BUSINESS SOLUTIONS

"Define-Achieve-Maintain"

Software Solution for Pharmaceutical Company

MOBILE SALES ORDER

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.

PMSO (Pharmaceutical Mobile Sales Order)

PMSO is combination of both web and mobile application where sales order comes from the mobile application using GPRS and mobile phone and then distributed through the application to the sales centers.

PMSO automates the sales order process by which medical sales representative takes order for pharmaceutical product from their customers, and through GPRS / EDGE sends the orders in real time to the head office. The system has two modules a mobile application and a web based desktop linked to a central server. The application also features the capability which can generate mass SMS to communicate and interact with organization's field sale force.

The system also provides rich reporting features (mobile and desktop) for both sales personnel and management. Other features are messaging via GPRS between server to hand held device (mobile phone) providing medical sales representative instant information on sales orders and account status.



Benefits and Advantages

- ✓ Faster Sales Order Processing and Delivery
- ✓ Increase Transparency & Sales
- ✓ Place Orders Electronically from the Field
- ✓ Reduce Administrative Overhead, Cost
- ✓ Reduce Invoicing Errors
- ✓ Ensure Accountability

Modules and Components

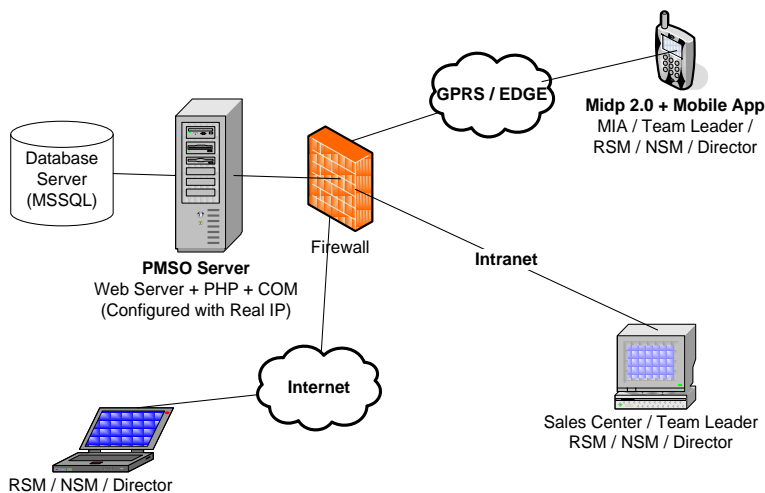
- ✓ Mobile Application used by Sales Rep to Submit Orders using GPRS Protocol
- ✓ Central Database where all Orders are Remotely Sent via Internet
- ✓ Web Application for Admin, Reporting and Compilation

Features and Functionality

Mobile Application

- ✓ Access Control Login and PW
- ✓ Search & Wild Card Searching
- ✓ Order Management (Customer + Product)
 - New Orders via Mobile & Desktop
- ✓ Save Order
- ✓ Update Order

System Overview



Stakeholders

- ✓ Sales
- ✓ Marketing

Security

- ✓ User Management
- ✓ Roles and Privilege
- ✓ Login
- ✓ Track Login
- ✓ Session Timeout

- ✓ Update Customers & Products
- ✓ View Messages
- ✓ Settings
 - MIA Personal Information
 - Change Password / Forgot Password
 - IP Change

Web Application

- ✓ Access Control Login and PW
- ✓ User Management
- ✓ Sales Force Management
- ✓ Sales Center Management
- ✓ Customize Sales Center – Territory Relationship
- ✓ Customer (Chemist) & Product Management
- ✓ Customize NSM, RSM, Team Leader , Sales Rep. Relationship
- ✓ Sales Rep. / Team Leader / RSM Interchange
- ✓ Message Sent to Users / Groups / Teams / RSMs
- ✓ Track Order using Order ID
- ✓ Order Status
- ✓ Data Processing for Sales Center
- ✓ Upload Sales Target

Reports

- ✓ Order Detail
- ✓ Sales Target vs. Achievement
- ✓ Cancelled Order
- ✓ Sales Target vs. Achievement
- ✓ Incentive Products
- ✓ Cumulative Sales Summary

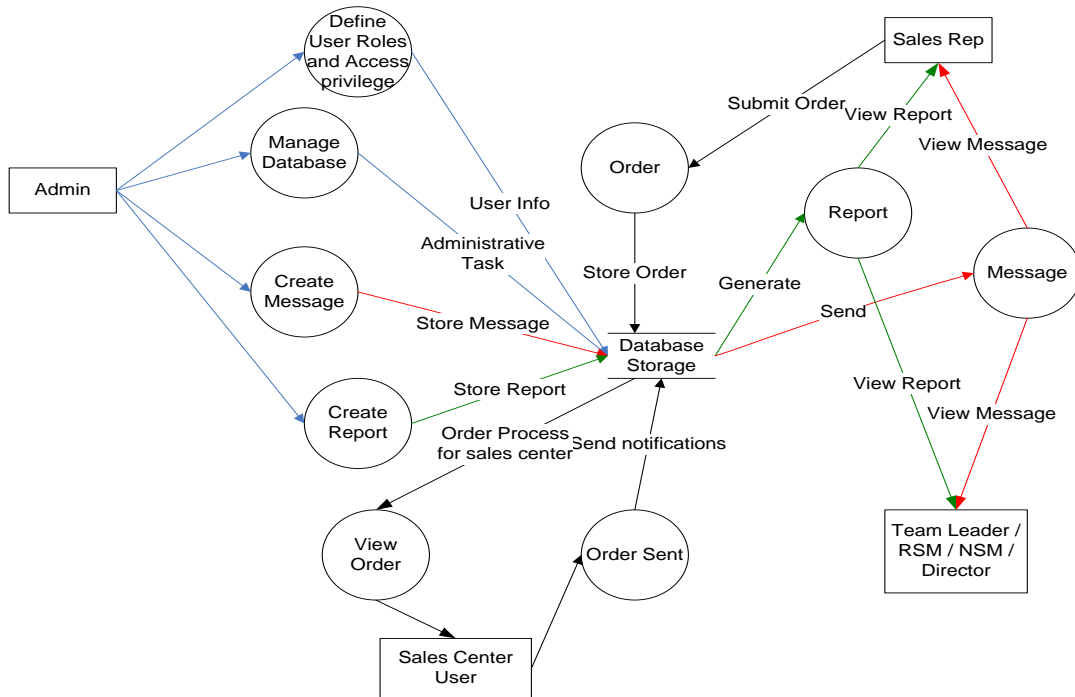
Roles

- ✓ Super Administrator
- ✓ Sales Center
- ✓ National Sales Manager
- ✓ Regional Sales Manager
- ✓ Marketing Head
- ✓ Team Leader
- ✓ Sales Representative

Information Stored in Mobile

- ✓ Customer & Product Information
- ✓ MIA/Team Leader Information
- ✓ Team Leaders Member Information
- ✓ Save Customer Order Form

Data Flow Diagram



Platform & Technology: PHP, CSS, JavaScript, IIS, SQL Server, Ajax, J2ME, GPRS

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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