

Capabilities & Case Studies

Organization Background

- **IT company started by seasoned professionals with years of IT entrepreneurship background.**
- **Collective knowledge base of ninety man years from diverse disciplines such as Statistics, Econometrics, IT, Management and Accounting and Computer Science.**

Areas of Expertise

- **Open ERP 7.0 & ODOO v 11.0**
- **Web Applications**
- **Mobile Applications**
- **Data Integration Applications**
- **Business Intelligence Applications**

Case Study On Open ERP - CRM

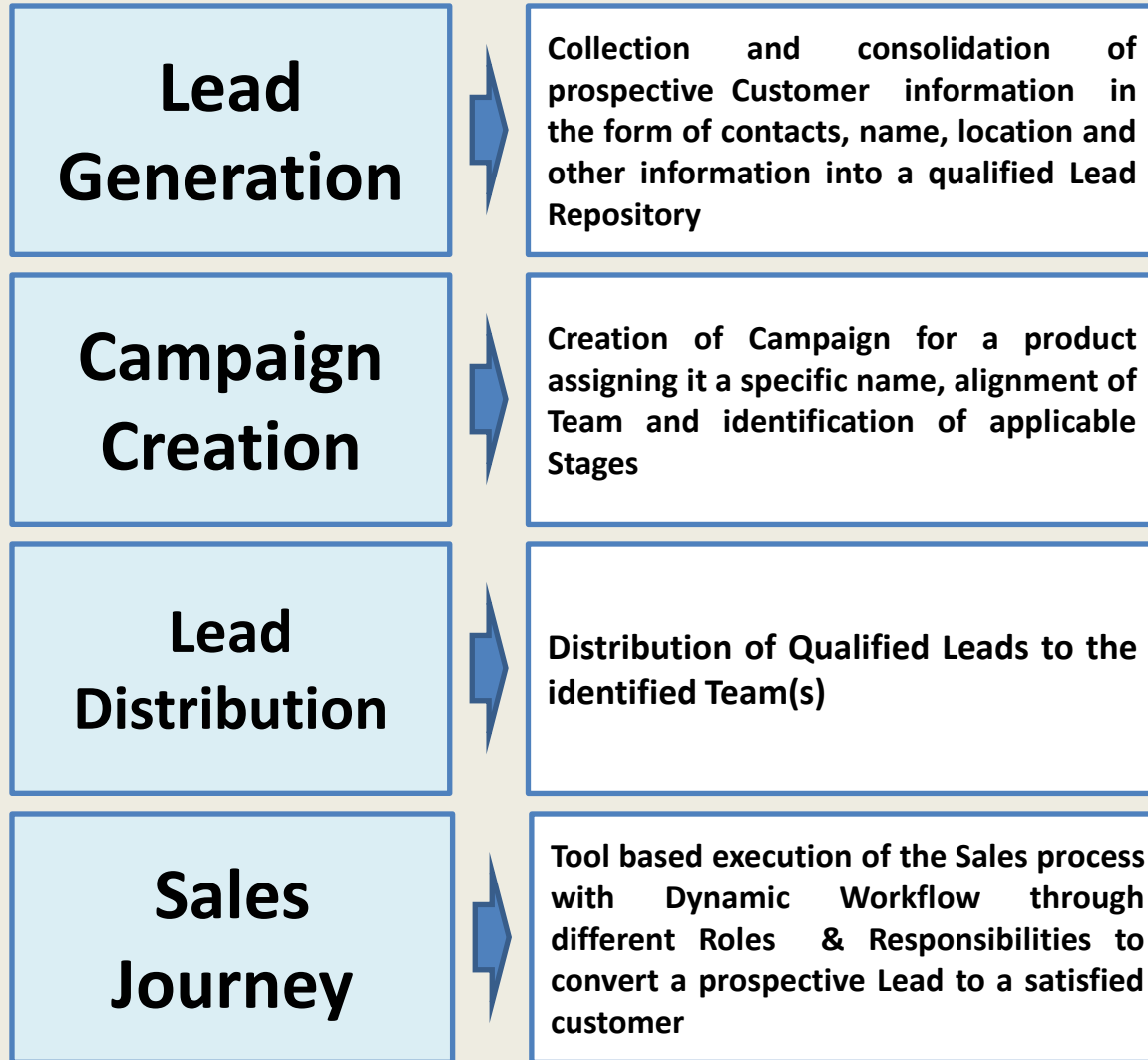
CRM Features

This is a solution for a mid sized BFSI product distribution company in SE Asia, with a team strength of 600 tele callers and 4000 field sales representatives.

The system broadly comprises of :

- ERP (Open ERP / ODOO v.11.0)
- CRM integrated in ERP (Operational and Analytical CRM)
- Dialer (Asterix based)
- Backend BI engine
- Mobility solutions integrated with CRM (Android & iOS)
- Digital Marketing solutions

CRM – Functional Flow



Campaign Interface

CRM

PipelineCustomersUser ManagementCampaign ManagementReportingConfiguration

Administrator

Campaign Design / DMC - NEW CAMPAIGN

EDITCREATE

Action ▾

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SEARCH LEADSSTOP

NEWAPPROVEDRUNNINGSTOPPED

DMC - NEW CAMPAIGN

Parent Campaign

Is Bulk Assignment☐

Campaign WorkflowDMC - NEW CAMPAIGN

Product

Manufacturer

Question Template

Start Date

End Date

Is Rule Based Assignment☐

Active☒

Filter Leads

Target ModelContact

Model Nameres.partner

FilterMatch all records
→ 2887 RECORD(S)

Filter Users

Target ModelContact

Model Nameres.partner

FilterMatch all records
→ 2887 RECORD(S)

Leads DetailsUsers Details

Hierarchy Interface

CRM

Pipeline

Customers

User Management

Campaign Management

Reporting

Configuration

Administrator

Team Hierarchy

★ Team Hierarchy ✕

Search...

CREATE

IMPORT

▼ Filters ▼

≡ Group By ▼

★ Favorites ▼

<input type="checkbox"/> Role	Reporting Manager	Unit Name	Code	Active
▼ TELELAB (9)				0
<input type="checkbox"/> TL	UH	TELELAB	TELELAB - TL	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> TSR	TL	TELELAB	TELELAB - TSR	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> UH		TELELAB	TELELAB - UH	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> SA	UH	TELELAB	TELELAB - OFFICE STAFF-SA	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> QA DOC	UH	TELELAB	TELELAB - OFFICE STAFF-QA DOC	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> FPC DE	UH	TELELAB	TELELAB - OFFICE STAFF-FPC DE	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> QC & QA		TELELAB	TELELAB - QAQC	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> QC		TELELAB	TELELAB - QC	<div><div>+</div><div>✓</div></div>
<input type="checkbox"/> FPC/DSC/FSR/VFSR		TELELAB	FDFV	<div><div>+</div><div>✓</div></div>

Technical Stack

- ERP Platform – ODOO version 11
- Backend Database – Post Gre SQL
- Frontend – Advanced Javascript, CSS,
XML
- Scripting – Python ORM

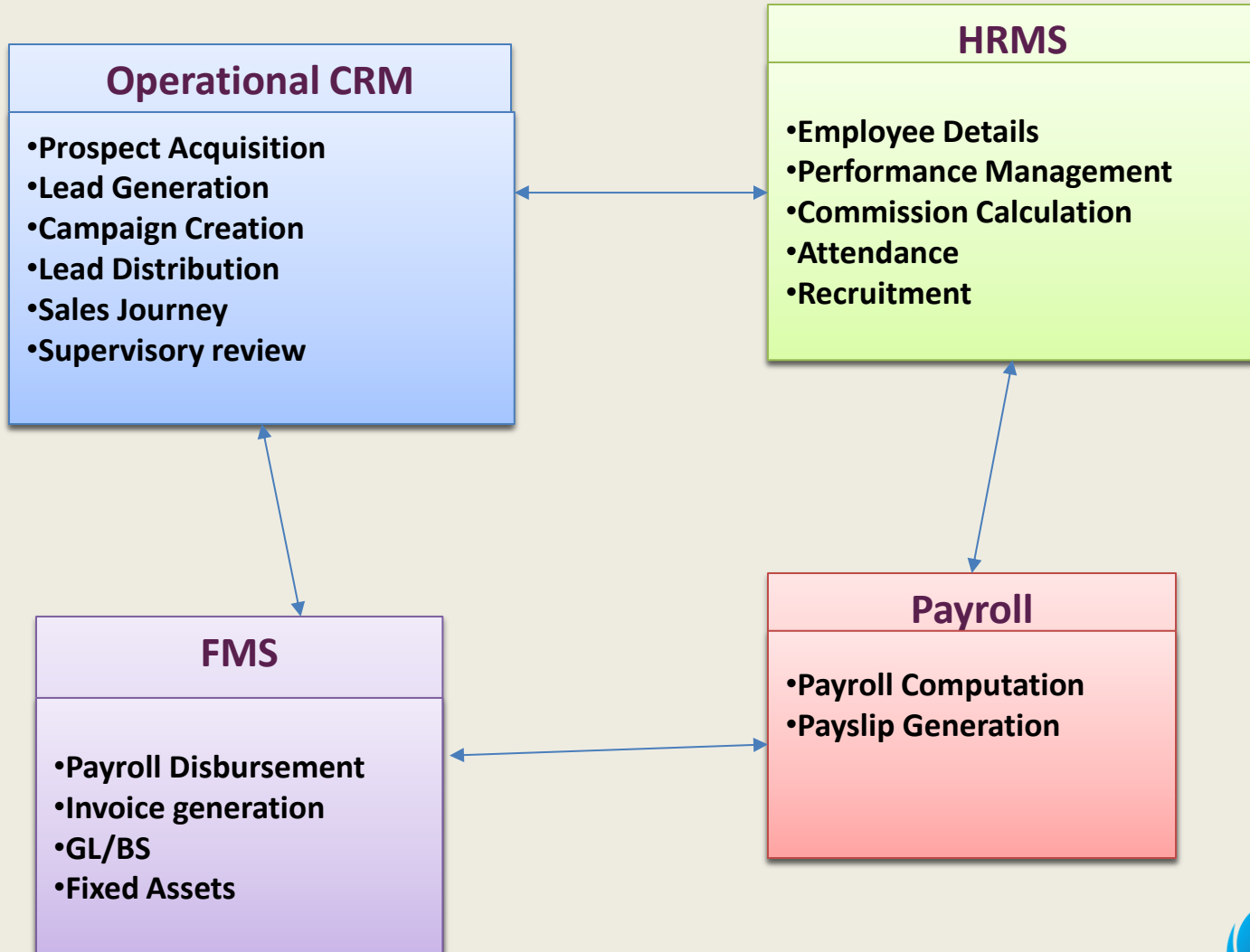
Case Study on Integrated Dialer with Odoo

Features of Dialer system

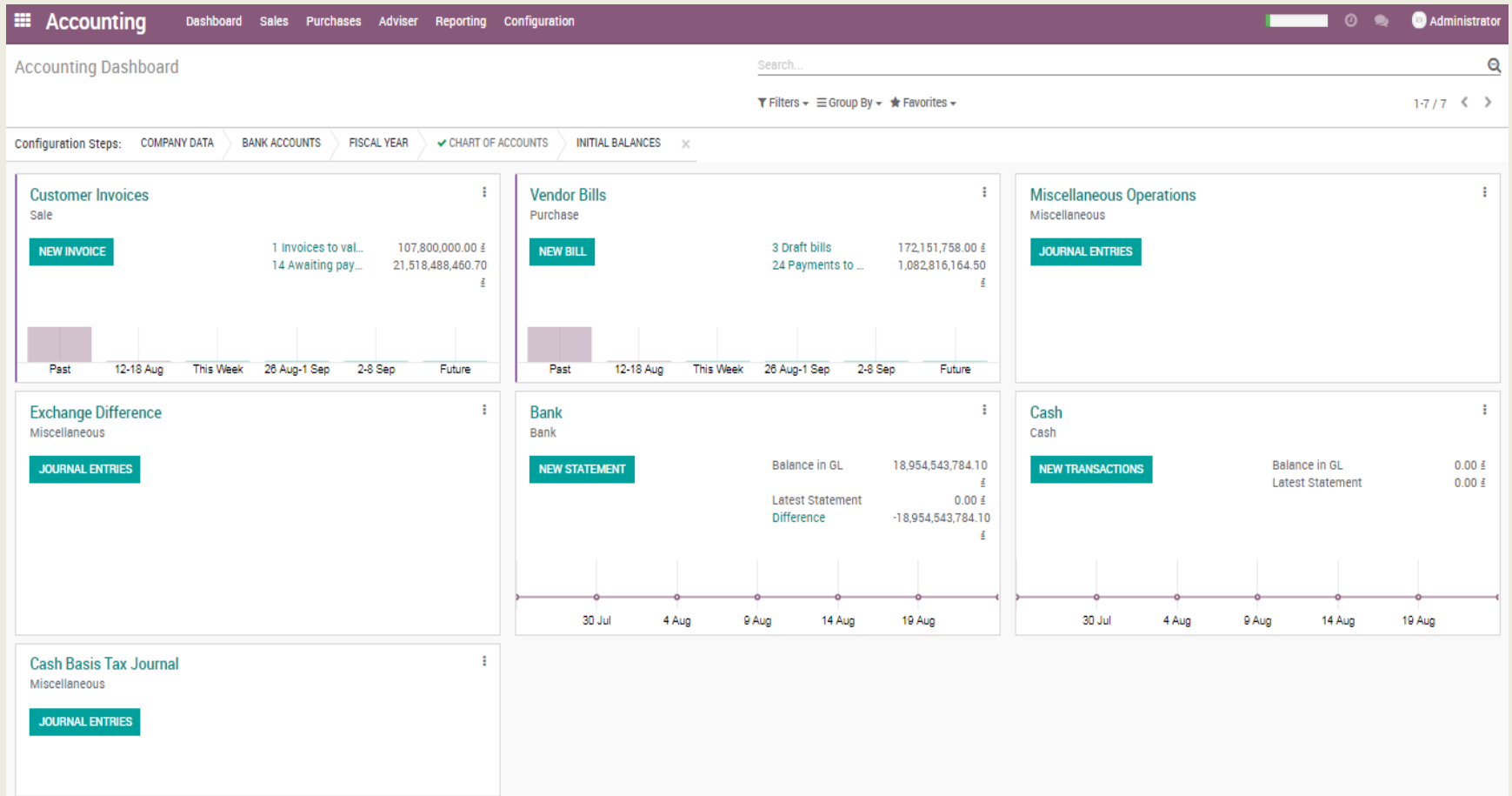
- Inbound calls
- Outbound Calls
- Call Barging
- Whispering
- Snooping
- Call Recording
- Voice Blaster

Case Study On FMS, HRMS

ERP – System Level



Accounting Dashboard



Invoice Example

Accounting

DashboardSalesPurchasesAdviserReportingConfiguration

Administrator

Vendor Bills / BILL/2018/0007

EDITCREATE

PrintAction

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ASK FOR A CREDIT NOTE

DRAFTOPENPAID

Bill

BILL/2018/0007

Vendor

Công Ty TNHH MTV Dịch Vụ Du Lịch Dầu Khí

Bill Date

05/30/2018

Vendor Reference

Due Date

05/30/2018

Bill

Other Info

Product	Description	Asset Category	Account	Quantity	Unit Price	Taxes	Amount
DC DataCard	DC DataCard		6277 External services	1.000	1,995,366.00	10% VAT @ Input vat 13311	1,995,366.00 đ

Tax Description	Tax Account	Amount
10% VAT @ Input vat 13311	6277 External services	199,536.60 đ

Untaxed Amount:

1,995,366.00 đ

Tax:

199,536.60 đ

Total:

2,194,902.60 đ

Paid on 05/30/2018

2,194,902.60 đ

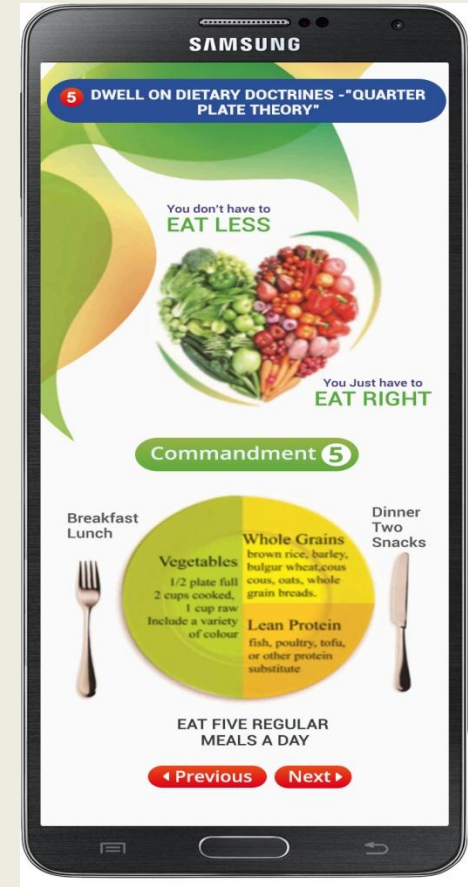
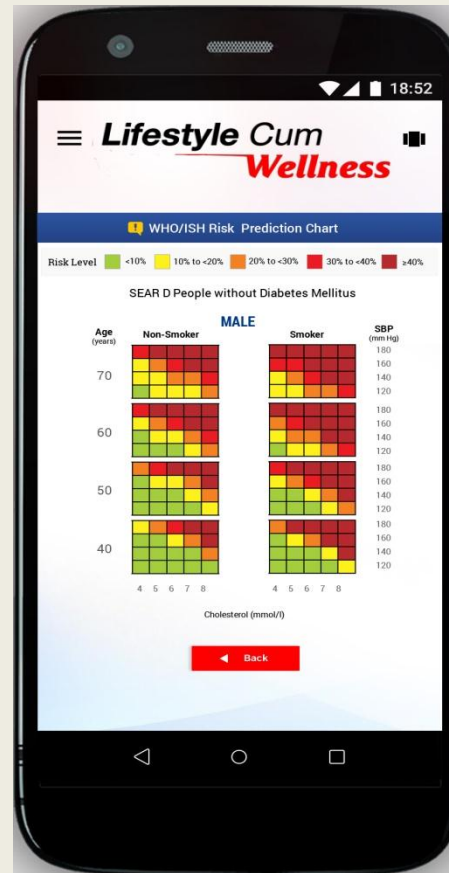
Mobile applications

Lifestyle & Wellness

System Features

- Enable users to determine the risk level as per WHO / ISH charts.
- Provide guidance based on the risk category.
- In case of Low risk category, the Ten Commandments for having a healthy heart will be shown.
- For Medium & High risk categories, users will be advised to consult a doctor.
- Chat screen will also be provided for communicating with CSI & addressing queries.

Mobile Screen Images



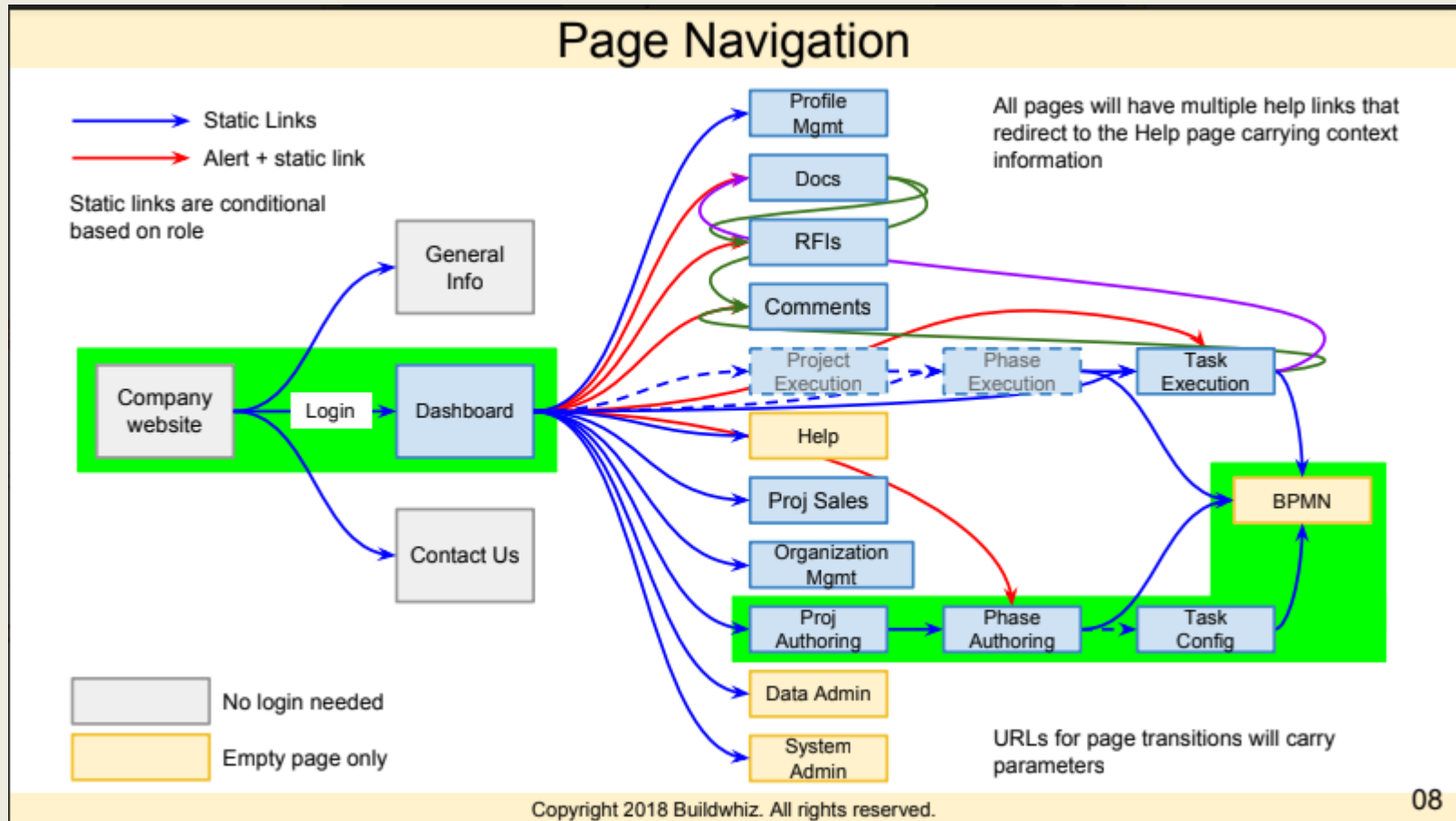
Tech Stack – Lifestyle & Wellness App

- Front end : Ionic Framework
- Middleware : Java Spring
- Database : SQL Lite

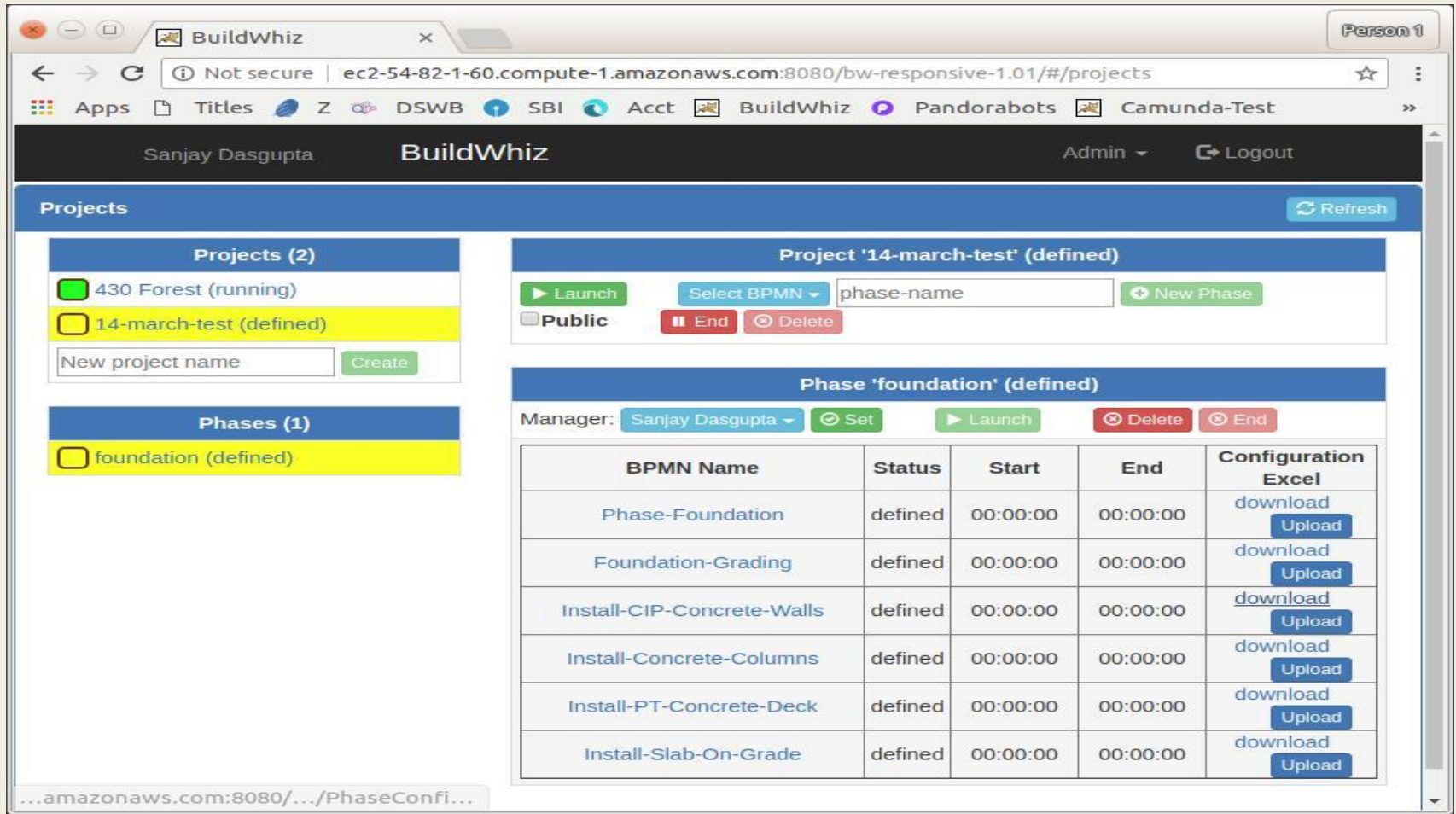
Case Study on Web apps

Buildwhiz - BPMN

System Features



Projects Screen



The screenshot shows the BuildWhiz web application interface. The browser window has a single tab titled 'BuildWhiz'. The address bar shows the URL 'ec2-54-82-1-60.compute-1.amazonaws.com:8080/bw-responsive-1.01/#/projects'. The top navigation bar includes the user name 'Sanjay Dasgupta', the application name 'BuildWhiz', and links for 'Admin' and 'Logout'. The main content area is titled 'Projects' and features a 'Refresh' button. On the left, there are two sections: 'Projects (2)' and 'Phases (1)'. The 'Projects (2)' section lists two projects: '430 Forest (running)' and '14-march-test (defined)'. The 'Phases (1)' section lists one phase: 'foundation (defined)'. The '14-march-test (defined)' project is selected, and its details are shown on the right. This includes a 'Launch' button, a 'Select BPMN' dropdown menu, a 'phase-name' input field, a 'New Phase' button, and a 'Public' checkbox. Below this, there is a section for the 'Phase 'foundation' (defined)' with a 'Manager' dropdown set to 'Sanjay Dasgupta' and buttons for 'Set', 'Launch', 'Delete', and 'End'. A table lists the BPMN names, their status, start and end times, and configuration Excel files. The table has columns for 'BPMN Name', 'Status', 'Start', 'End', and 'Configuration Excel'. The rows list various foundation-related tasks, all with a status of 'defined' and start/end times of '00:00:00'. Each row has a 'download' link and an 'Upload' button.

Projects (2)

- 430 Forest (running)
- 14-march-test (defined)

New project name

Phases (1)

- foundation (defined)

Project '14-march-test' (defined)

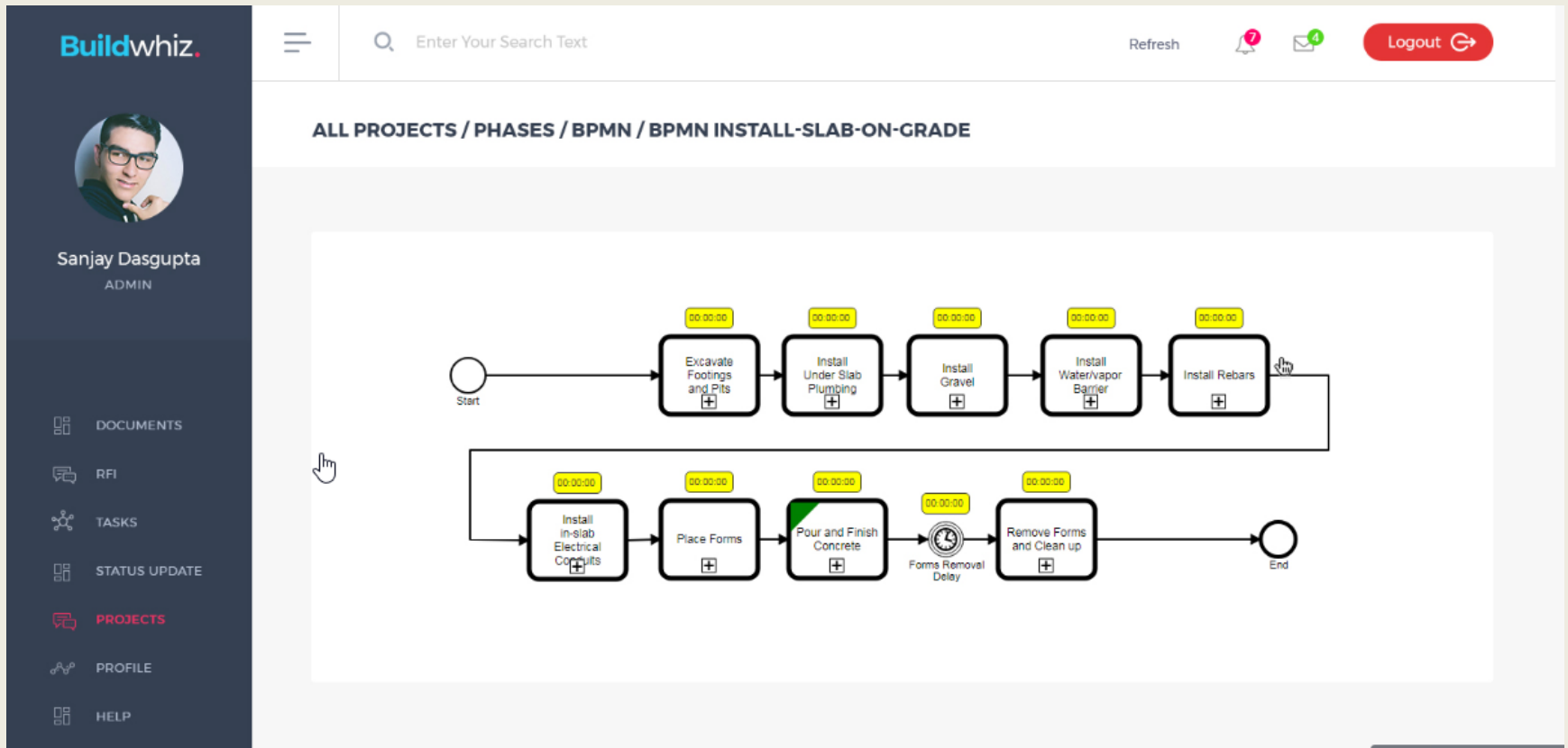
☐ Public

Phase 'foundation' (defined)

Manager:

BPMN Name	Status	Start	End	Configuration Excel
Phase-Foundation	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>
Foundation-Grading	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>
Install-CIP-Concrete-Walls	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>
Install-Concrete-Columns	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>
Install-PT-Concrete-Deck	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>
Install-Slab-On-Grade	defined	00:00:00	00:00:00	download <input type="button" value="Upload"/>

Projects / Phases



Tech Stack - Buildwhiz

- Front end : Angular JS 5.0
- Tools : InVision
- Middleware : Java Spring
- Database : Mongo Db

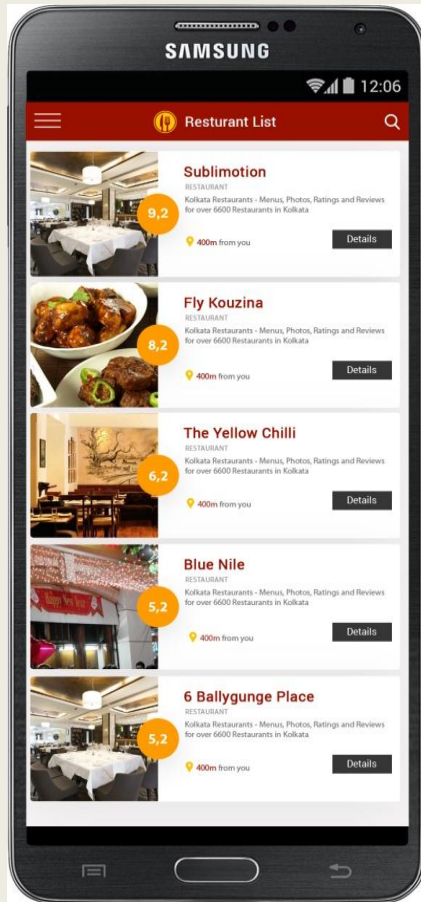
Mobile Apps

BFIT Café Network

Scope of Work & Objective

- Have a network of restaurants that agree to have a list of items that meet the BFIT criteria; the menu items can be customized as per each restaurant's cuisine type so that it's easy for restaurants to adopt the BFIT menu. Each restaurant should offer at least a few BFIT items so that there is enough interest for customers.
- Market the restaurants and the menu items on different Facebook groups including the BFIT Facebook group.
- Enable users to find restaurants close to them that participate in the BFIT Café network. The users can also rate each item/restaurant and provide reviews.
- Organize events to highlight the benefits of WPB diet and provide a forum to introduce the local participating restaurants. Offer some food items to the participants during events.
- Build the awareness that plant based food with low or no Salt, Oil & Sugar (SOS) can be delicious.

BFIT Screen Images



Tech Stack - BFIT Café

- Front end : Android Studio/ IOS XCode
- Middleware : Java Spring
- Database : SQL Lite / Post Gre

Case Study -Web Applications

Supply Chain Spend Analytics

Keystone – Spend Analytics System

- The portal provides deep dive views into the supply chain spend data, in order to provide management actionable insights into :
 - Total Spend Inflation
 - Unit Rate Inflation
 - New Item / Supplier Inflation
 - Increased Volume Inflation

Total Spend Inflation Graph Screen



				# of Occurrences		
Review Period Spend (A)	Baseline Period Spend (B)	Spend Inflation (A-B)	Increased Unit Rate	Unique Supplier-Item Combinations		
				Review Period	Net Change From Baseline period	New Supplier-Items in Review Period
\$399,247,352.5800	\$875,934,644.4400	\$-476,687,291.8600	65256	488	-143	95
				Increased Volume		
				2588		
				Control Tower		

Keystone – Control Tower

- The Portal has a *Control Tower* feature
- ✓ Control Tower brings out the individual occurrences of spend inflation
- ✓ User can come to the Control Tower directly from the Home page or by drilling down from Spend Inflation Analytics
- ✓ Control Tower will be typically used to view and act on spend inflation items that are Unaddressed or WIP (Default). However, the user can choose to see Addressed inflation items as well.
- ✓ All inflation items are unaddressed to start with. User can act to make them WIP or Addressed.

Control Tower – Unit Rate Increase



Spend Inflation Analytics

Control Tower - Unit Rate Increase

Review Period: JAN 2018 to DEC 2018 Baseline Period: JAN 2017 to DEC 2017

show: 5 entries

Advanced Search



SUPPLIER NUMBER	SUPPLIER NAME	INVOICE NO	INVOICE DATE	# of INVOICE LINES	# of ITEMS IN RED ALERT	TOTAL INFLATION
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Page: 1 / 1

Total Record(s): 0

Total Unapproved Inflation:

[First](#)

[Previous](#)

[1](#)

[Next](#)

[Last](#)

show: 5 entries

Advanced Search



SUPPLIER NUMBER	SUPPLIER NAME	INVOICE NO	INVOICE LINE	INVOICE DATE	SUPPLIER CATEGORY	SPEND INFLATION	APPROVAL STATUS	FLAGGED DATE	ASSIGNED TO	STATUS	ACTION
1412	LINDE LLC	56722482	1	2017-07-18	INDUSTRIAL GASES	\$795.5000	PAID	2018-07-17	Tim Stockton	APPROVED	VIEW
7010	INTERNATIONAL PAPER	7383120263	1	2017-10-03	PACKAGING	\$34.2000	PAID	2018-07-10	Grace Drouet	APPROVED	VIEW
7010	INTERNATIONAL PAPER	7383120263	2	2017-10-03	PACKAGING	\$34.2000	PAID	2018-07-10	Grace Drouet	APPROVED	VIEW
7010	INTERNATIONAL PAPER	7383120263	3	2017-10-03	PACKAGING	\$34.2000	PAID	2018-07-10	Grace Drouet	APPROVED	VIEW

Keystone – 3rd Party Funding Analysis

- Suppliers use bill discounting by approved 3rd party financiers - to increase profitability by optimizing discounting / Working Capital cycle
- Portal provides insights into :
 - ☐ Quantum of 3rd Party Funding
 - ☐ Search by Supplier Name & ID & Category ID
 - ☐ Obtains detailed drill down up to invoice row item level, including approval status.

3rd Party Funding Analysis



Spend Inflation Analytics

3rd Party Funding Analysis

Review Period: JAN 2018 to DEC 2018

+ Width

- Width



Tech Stack - Spend Analytics

- Front end : HTML V, CSS, Angular JS 5.0
- Middleware : Java Spring
- Database : Post Gre

Master Data Management

Problem Statement

- Lead Inventory (LI) of customer data has continuous data feed.
- Source of data is multiple and growing with inputs from data users.
- Most updates are done manually and has led to redundant and unauthenticated data.

Customer Requirement

- Maintain customer data in a standardized way with flexibility and incremental updates which will be referred to as Customer Information Folder (CIF).
- Data from Lead Inventory will follow several reconciliation steps to move to CIF.
- There is a parallel storage of customer information in a data warehouse.
- A periodical comparison and reconciliation of both data is needed to minimize gap.
- Data in CIF is required to be profiled to uniquely identify customers.
- Database needs to be defined and has to be scalable with rules for access.

Tech Stack - Master Data Management

- Data Integration Tool
 - Talend
- Backend
 - Oracle
- Future input capture
 - HTML V,CSS,XML
- Scripting
 - Advanced Java

Thank You