

Report of Internship at Anant Infomedia Pvt Ltd

Submitted by

Suraj D. Parab

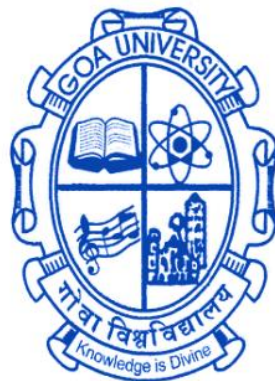
MCA Semester VI

1941

Under the guidance of

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Sr. Project Lead, Anant Infomedia Pvt. Ltd.



GOA BUSINESS SCHOOL

Goa University

Taleigao Plateau Goa– 403206

June 2022

GOA UNIVERSITY

CERTIFICATE OF INTERNSHIP





GOA BUSINESS SCHOOL

Certificate of Evaluation

This is to certify that **Mr. Suraj D. Parab** has been evaluated for the project work titled “**Report of Internship done at Anant Infomedia Pvt Ltd.**” undertaken at **Anant Infomedia Pvt Ltd., Panjim Goa**, in partial fulfilment for the award of the degree in Master of Computer Applications.

Internal Examiner

Examiner

Date:

Place:

Dean, Goa Business School,
Goa University

ACKNOWLEDGEMENT

First and foremost, I would like to thank the Goa Business School, Goa University, for giving me the opportunity to carry out internship and acquire real-world industrial experience. And a special thanks to Prof. Ramdas Karmali and Asst. Prof. Jarret Steven and teaching and non-teaching staff of the Goa Business School.

I would like to thank Anant Infomedia Pvt Ltd for allowing me to do this internship and considering me capable to work on such projects.

I would like to express my gratitude to Mr. Kiran Kulkarni, Director Operations, AIPL, Mr. Narsinh Naik, Project Lead, AIPL for giving me this opportunity to work on these projects and for all the guidance, time, patience, support and encouragement provided to me during the internship.

I am also grateful to the members of my team especially Ms. Pranita Tari (Software Developer) and Mr. Chandrashekhar Devdhar (Team Lead) for all the help and encouragement which helped me in this project.

I would like to express my special gratitude and thanks to Anant Infomedia employees for giving me such attention and time.

I have not mentioned some names of the employees who have helped me during this internship, but the absence of their names does not show the absence of my gratitude for their support.

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DISCLAIMER

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INTRODUCTION

This internship report describes the several tasks/assignments carried out for 6 months, full time Internship period by Mr. Suraj Parab which commenced on the 10th January 2022 at Anant Infomedia Pvt Ltd in accordance with curriculum of the VI semester Industrial Training of the MCA programme, Goa University, Goa.

In the following chapters a small description of the company, the technologies studied, and tools used during the internship, and other mini-tasks I have done during the internship. Finally, my experience with the company during the internship is described.

COMPANY PROFILE

Name of Company	Anant Infomedia Pvt Ltd
Founder of Company	Mr. Sandeep Verenkar
Address of Company	Minum Residency, F-3, 4th, 18th June Rd, Above HDFC Bank, Panaji, Goa 403001
Phone Number	0832-6638126 / 153
Email id	info@anant.co.in
Website	http://www.repforce.in/

Anant infomedia private limited is a product-based company. The company was established in August 2001. It is a premier IT company based in Panjim, Goa. The company has a rich experience, which it has drawn from being in the IT business for over a decade. In the last 9 years Anant Infomedia Pvt. Ltd specializes in pharma-Customer Relationship Management/Sales Force Automation Software, providing end to end solutions such as Software as a service on Web, Mobile and Tablet. AIPL has a team of more than 100+ employees including an office in Mumbai.

AIPL was awarded “BEST IT SOLUTION PARTNER” IN 2011" by Abbott Nutrition.

AIPL specialises in a cloud CRM solution for the Life Sciences Industry called *Repforce*.

Repforce as a Product

RepForce is a Cloud CRM solution for the Life Sciences industry. RepForce offers simple solutions with impeccable service. Repforce solutions have enabled Life Sciences companies to build extraordinary relationships with not only their customers but also their employees and other stakeholders. Today, RepForce enabled over 35000 users across 6 countries to stay ahead of competition with our state-of-the-art CRM software, RepForce.

It is designed keeping in mind the specific needs of the Life Sciences industry. RepForce is India's pioneer and the leading Sales Force Automation (SFA) solution in SaaS model. We provide end-to-end, mobile-friendly, cloud-based sales force automation to empower our customers to work more efficiently, optimize their sales efforts and increase their bottom lines

Key features of RepForce are as follows: -

- Master Profile: Manage master ails like doctors, chemists, stockists, hospitals all in one place.
- Tour Planning: Help your sales team to plan their monthly and yearly tours including workflow and approvals.
- Reports & Dashboards: Monitor your team's daily field work activity through Standard, Monitoring & Admin Reports. Create customized reports. Export reports in PDF or CSV format. Regularly review action points.
- Review Action Module: Enter review points for your team, track progress & compare with previous reviews. Accessible through tablet, mobile app & web.
- E-detailing: Make detailed product information available offline through iPad/Tablet for your customers and report DCR offline.
- Expense & Leave Management: Calculate automatic daily expense based on DCR reporting, Monthly Expense Statement, Workflows & Approvals. Apply, approve and manage leaves based on workflows.
- Inventory Management: Keep track of inflow and outflow of samples and promo goods. Dispatch, assign, reconcile & acknowledge inventory, all from one place.
- Survey Wizard: Conduct surveys to collect feedback on training programs and gauge team satisfaction. Gather feedback from your stakeholders- Doctors, Chemists etc .
- E-learning: Create courses and other training programme, assign employees, manage exam and get feedback.

RepForce CRM MODULES are: -

- Accounts Management- Hospitals, Institutions, Clinics, CnF, Stockist, Chemists
- Contact Management- Doctor Profiling, Chemist Profiling and Interlinking
- Territory Management- Div, Zones, HQ, Territories, Areas, Patches
- Sales Force Reporting – Tour Plans, DCR's, Expenses, Leaves, Sales Data
- Sales Force Communications- I mails, Circulars, SMS's
- Sales Force Learnings - Faq's, Medical Dictionary, E-learning
- Sales Force Dashboards – Standard Reports, Report Generators, Analytics
- Product Management – Samples, Promos, Scientific Literatures
- Targets Management – User wise, Product Group Wise, Territory wise
- User Management – Access Rights, Vacancies, Organograms, Hierarchy

WORK AT ANANT INFOMEDIA PVT LTD

Incentive Module

This allows us to define policy for field force user of 4 levels i.e. Territory, Area, Region and Zone Manager based on the company's circular to calculate the incentive amount applicable for field force user based on the sales by satisfying all the conditions mentioned in the circular. The whole process include participation of 3 categories of user:

1. Audit user: defines the policy and verifies it by downloading the parameter report in excel format. After verification user freezes the policy.
2. MIS user: Processes the freeze policies and downloads the calculation report to verify the calculated amount based on conditions and formulas.
3. Field force user: predicts the applicable amount on sales achievement percentage for applicable policies and view current status of applicable amount for policies.

Basic Functionalities

Use Case Description: Allows Audit user to define policy and freeze, MIS user to process the policy and finally field force user to view his applicable amount for policy and predict the applicable amount for applicable policies based on sales achieved percentage.

Primary Actor: Audit User

Secondary Actor: MIS User

Tertiary Actor: Field Force User

Precondition: Each User has valid login credentials and has logged in to the website.

Trigger: User logs in with credentials and gets redirected to the incentive module.

Basic Flow:

1. This module is applicable only in an online mode in the web application.

Audit User:

2. Log in as Audit user to define the policy.
(Follow the Policy circular to define policy.)

Incentive Configurator:

Policy configure:

3. Hover on the policy configuration menu option on the left side of the screen and select the submenu option policy configure.
(First policy needs to be defined for Territory Profile, then Area Profile, then Region Profile and finally Zone Profile.)
4. Select the parameters such as financial year, division, Profile Type, enter policy name, select incentive type, select policy type, select applicable Achievement (current quarter, current month, current year, next quarter, next month, etc) and enter the percentage and click on submit.
5. In similar manner define policy for rest of the 3 Profiles based on circular.

Group Linkage:

6. Hover on the policy configuration menu option on the left side of the screen and select the submenu option group linkage.
7. Select financial year, division and (3 option available after select of division create, edit and view group) click on submit and select the products that you want include as per the circular. Search options are available.
8. Click on submit.

Incentive Condition Grouping: (If applicable)

9. Hover on the policy configuration menu option on the left side of the screen and select the submenu option incentive condition grouping.
10. Similar to group linkage.

Incentive PCPM Range: (Quarterly policies)(if applicable)

11. Hover on the policy configuration menu option on the left side of the screen and select the submenu option incentive PCPM range.
12. Fill the ranges in the table and submit.

Incentive Date Range: (Early bird policy)

13. Hover on the policy configuration menu option on the left side of the screen and select the submenu option incentive Date range.
14. Fill the date limit for the month and submit.

Slab Configure:

15. Hover on the policy configuration menu option on the left side of the screen and select the submenu option slab configure.
16. Select the parameters and click on proceed
17. Define the headers and submit.
18. Again, select the parameters and fill the table with the required details and click on save icon.

Exclude Profile for respective Policy: (if applicable)

19. Hover on the policy configuration menu option on the left side of the screen and select the submenu option exclude profile for respective policy.
20. Select parameter and click on proceed.
21. Select the profiles that you want to exclude and click on submit.

Reports:

Parameter report:

22. Hover on the reports menu option on the left side of the screen and select the submenu option parameter report.
23. Select financial year, division and policy and click on create xls.
(This is done to verify that policy is defined correctly following all the conditions in the circular)

Process:

Freeze Policy:

24. Hover on the Process menu option on the left side of the screen and select the submenu option freeze policy.
25. Select financial year, division and policy and click on proceed.
(once policy is freezed no one can edit it until it is unfreezed.)

MIS User:

1. Log in as MIS user to process policy.

Process:

26. Hover on the Process menu option on the left side of the screen and select the submenu option Process -TRV/Brand/Bash/Spot Incentive.
27. Select financial year, division, policy, and applicable quarter click on proceed.
(After some time, the status of processing will get displayed)

Reports:

28. Hover on the Report menu option on the left side of the screen and select the submenu option Incentive Report – Profilewise for Trv policies, Incentive Report Profilewise - Earlybird for EB-Trv policies and Incentive Report Profilewise – Brand Performer Campaign policies to download profilewise report of incentive amount calculation and details.
29. Hover on the Report menu option on the left side of the screen and select the submenu option Incentive Report – Employeeeise for Trv policies, Incentive Report Employeeeise - Earlybird for EB-Trv policies and Incentive Report Employeeeise – Brand Performer Campaign policies to download Employeeeise report of incentive amount calculation and details.

Field Force User:

1. Log in as any level Field Force User to view the applicable amount for the applicable policy and to predict the applicable amount for more sales.
(you will get redirected to simulator page).
2. User can simulate the policy to calculate the applicable amount and also use the UI to predict the applicable amount for policy by adjusting achieved percentage.

List of Submodules That I have worked on

1. Policy Configure

This allows us to define policy for filed force user of 4 levels i.e. Territory, Area, Region and Zone Manager based on the company's circular.

Tasks:

- Form to define policy parameters and primary conditions.
- Hiding conditional parameters on load.
- Showing conditional parameters on selection of primary parameters.
- Hiding next month if next quarter is selected.
- Hiding next quarter if next month is selected.
- Clearing all inputs if applicable is unselected.

The screenshot shows a web application interface for 'Welcome Audit'. On the left is a sidebar menu with options: DashBoard, Incentive Configurator, Process, Reports, Info, Upload, Edit Info, and Annexure. The main content area is titled 'Policy Configure [AUDIT]'. It contains several form fields: 'Financial Year' (dropdown), 'Division Name' (dropdown), 'Profile Type' (dropdown), 'Incentive policy name' (text input with a 'Click To Modify Configuration' button), 'Incentive type' (dropdown), and 'Policy Type' (dropdown). There is also a field for 'BDEs in the BDMs team needs to achieve 100% of sales' with a percentage input. A 'Report Applicable' checkbox is checked. At the bottom, there is an 'Applicable To' label.

Current Quarter :		
Value Achievement : Applicable : <input checked="" type="checkbox"/> Value(%) : <input type="text" value="100.00"/>	Value Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>	Quantity Achievement : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>
Quantity Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>		
Next Quarter :		
Value Achievement : Applicable : <input checked="" type="checkbox"/> Value(%) : <input type="text" value="90.00"/>	Value Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>	Quantity Achievement : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>
Quantity Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>		
Next Month :		
Value Achievement : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>	Value Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>	Quantity Achievement : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>
Quantity Growth : Applicable : <input type="checkbox"/> Value(%) : <input type="text"/>		

2. Menu

This allows to access the required submodule.

Tasks:

- Adding new menu
- Removing submenu
- Adding new submenu

Dashboard >

Incentive Configurator >

Policy Configure

Group Linkage

Incentive Condition Grouping

Slab Configure

Slab Configure-PCPM Range

Slab Configure-Ind. User

Exclude Profile For Respective Policy

Incentive Sanction Strength Range

Incentive PCPM Range

Incentive Date Range

Process >

Policy Config

Financial Year:

Profile Type:

Incentive name:

Incentive type:

Report Applicable ☒

Applicable To :
Quarterly :
☒ Apr-Jun(Quarter 1)
☒ Jul-Sep(Quarter 2)

3. Slab Configure

This allows us to define slab for policy based on the circular.

Task:

- Selecting average incentive option.
- Selecting conditional group option to define slab for conditional group.
- Displaying applicable conditional group for specific policy and profile.
- Providing AVG header option in dropdown.
- Displaying selected conditional group name above slab table from database.
- Validation for adding new header

Slab	
Division:	Lifestyle
Incentive Name:	Demo Quarterly policy
Incentive Type:	quarterly
Financial Year:	2021-22
Profile:	Area
Territory Type:	All
Policy type:	TRV

☐ Average Incentive of his Team Member

OR

☒ Applicable for Incentive Conditional Group with Average Incentive of his Team Member

Please configure headers. ?

Select header Add

Submit

4. Exclude Profile for Respective Policy

This allows us to exclude specific profile for specific policy.

Task:

- Created entire ‘**Exclude Profile for Respective Policy**’ form/page (sub module).
- Selecting of profiles
- Searching for profiles
- Submission of selected profiles in database
- Display of excluded profiles on parameter report.

The screenshot shows a web application interface. On the left is a sidebar menu with the following items: Dashboard, Incentive Configurator, Process, Reports, Info, Upload, Edit Info, and Annexure. The main content area is titled 'Welcome Audit' and includes links for 'User Manual', 'Change Password', and 'Logout'. Below this is the title 'Exclude Profile For Respective Policy [AUDIT] ?'. Under the 'Setup' section, there are four dropdown menus: 'Select Financial Year', 'Select Division', 'Select Incentive Policy', and 'Select Profile Type'. A 'Proceed' button is located below these dropdowns. At the bottom, there is a 'Details' section which is currently empty.

DashBoard >

Incentive Configurator >

Process >

Reports >

Info >

Upload >

Edit Info >

Annexure >

Exclude Profile For Respective Policy [AUDIT] ?

Setup

Details

Division:

Lifestyle

Incentive Name:

Demo Quarterly policy

Financial Year:

2021-22

Profile:

Territory

Search Territory Name or Code

S.No.	Territory CODE	Territory NAME	EXCLUDE
1	P140406	ABOHAR	<input type="checkbox"/>
2	P140406	ABOHAR- T (P140406)	<input type="checkbox"/>
3	P140406	ABOHAR- T (P140406)	<input type="checkbox"/>
4	P140406	ABOHAR- T (P140406)	<input type="checkbox"/>
5	P140406	ABOHAR- T (P140406)	<input type="checkbox"/>
6	P140406	ABOHAR- T (P140406)	<input type="checkbox"/>

Submit

5. Validations

Task:

Provided validation wherever input field in the entire module

☐ Average Incentive of his Team Member

OR

☐ Applicable for Incentive Conditional Group with Average Incentive of his Team Member

Please configure headers. ?

Select header

@

Add

Submit

Only alphanumeric, dash, underscore, space and plus are allowed.

6. Displaying conditional groups if empty at the end

Task:

It displays any conditional group that is empty at the end of the list of groups in calculation report.

Image not available.

7. Building logic to dynamically align sub tables in parameter report.

Task:

Aligning the table columns to desired side dynamically.

Image not available.

8. Annexure 1 and 2 Report (old format and new format)

This report displays the HQ wise sales dump and OS data for selected division and selected period of months.

Task:

- Created both annexure 1 and annexure 2 reports ui
- Logic for displaying to and from month
- Created report xls file in html format
- Downloading of created report

The screenshot shows a web application interface for generating reports. On the left is a sidebar menu with the following items: Dashboard, Incentive Configurator, Process, Reports, Info, Upload, Edit Info, and Annexure. The main content area is titled 'Annexure 1 & 2' with a help icon. Below the title is a search bar and four dropdown menus: 'Select Financial Year', 'Select Division', 'Select From Month', and 'Select To Month'. A green button labeled 'Create xls' is positioned below the dropdowns.

Annexure 1:

FileHomeInsertPage LayoutFormulasDataReviewViewHelp

PROTECTED VIEWBe careful—files from the Internet can contain viruses. Unless you help to edit, it's safer to stay in Protected View.

Enable Editing

Comments

Share

AC24147

Annexure 2:

[illegible]

9. Annexure 3 and 4 – (New format)

This report displays the sales data and NHD data for selected division and selected month.

Task:

- Created both annexure 3 and annexure 4 reports ui
- Logic for displaying to and from month
- Created report xls file in html format
- Downloading of created report

Annexure 3:

Sales Data														
Financial Year :		2021-22												
Division :		Lifestyle												
Period :														
CFA CODE	DIVISION CODE	INVOICE NUMBER	INVOICE DATE	FY	Month	Year	Customer Code	Customer description	FREE UNITS	FREE VALUE	NHD ORDER ID	record_type	sku_code	Material Description
GI01	40	7330001080	2021-10-07	2021	202110	2021-22	0010000063		0	0	0	CN	4000000000	CARISOMA COMPOUND TABLE
GI01	40	7330001080	2021-10-07	2021	202110	2021-22	0010000063		0	0	0	CN	4000000000	CARISOMA COMPOUND TABLE
GI01	40	7330001080	2021-10-07	2021	202110	2021-22	0010000063		0	0	0	CN	4000000000	CARISOMA COMPOUND TABLE
MH03	40	7530000726	2021-10-06	2021	202110	2021-22	0010000255		0	0	0	CN	4000000000	CARISOMA COMPOUND TABLE
MH03	40	9230007297	2021-10-12	2021	202110	2021-22	0010000255		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
MH03	40	9230007297	2021-10-12	2021	202110	2021-22	0010000255		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
MH03	40	9230007297	2021-10-12	2021	202110	2021-22	0010000255		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014127	2021-10-22	2021	202110	2021-22	0010000297		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014127	2021-10-22	2021	202110	2021-22	0010000297		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070013886	2021-10-05	2021	202110	2021-22	0010000297		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070013886	2021-10-05	2021	202110	2021-22	0010000297		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014213	2021-10-27	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014213	2021-10-27	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014023	2021-10-13	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014023	2021-10-13	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014112	2021-10-21	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014299	2021-10-29	2021	202110	2021-22	00100003029		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070013999	2021-10-12	2021	202110	2021-22	00100003029		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070013999	2021-10-12	2021	202110	2021-22	00100003029		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014299	2021-10-29	2021	202110	2021-22	00100003029		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
AP01	40	9070014112	2021-10-21	2021	202110	2021-22	00100002839		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
JK01	40	7350000403	2021-10-18	2021	202110	2021-22	00100003216		0	0	0	CN	4000000000	CARISOMA COMPOUND TABLE
WB02	40	9380009105	2021-10-23	2021	202110	2021-22	00100001193		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE
WB02	40	9380009105	2021-10-23	2021	202110	2021-22	00100001193		0	0	0	IN	4000000000	CARISOMA COMPOUND TABLE

Annexure 4:

Division	Month	HQ Code	HQ Name	Region	NHD ORDER ID	Invoice Number	Order Date	Doctor id	Doctor Name	Customer Code	Is Entero	Customer Name	Retailer Id
LS	202110	2030			ZNHD	9300012387				9300012387			
LS	202110	2030			ZNHD	9300012387				9300012387			
LS	202110	2030			ZNHD	9300012542				9300012542			
LS	202110	2030			ZNHD	9300012542				9300012542			
LS	202110	2030			ZNHD	9300012347				9300012347			
LS	202110	2030			ZNHD	9300012347				9300012347			
LS	202110	2140			ZNHD	0933000613				0933000613			
LS	202110	2140			ZNHD	0933000613				0933000613			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1460			ZNHD	9170010793				9170010793			
LS	202110	1540			ZNHD	9320010017				9320010017			
LS	202110	1540			ZNHD	9320010017				9320010017			
LS	202110	2020			ZNHD	9200010966				9200010966			
LS	202110	2020			ZNHD	9200010966				9200010966			
LS	202110	2020			ZNHD	9200010966				9200010966			

10. New Approach to generate and download Reports

Task:

- Created new UI for some of the reports to download.
- Created the entire reports with new logic.
- Using PHPEXcel library.
- Below are all the reports that are created.

a) Parameter report

This displays all the details of defined policy for applicable profiles.

Sr No	Sa Prod Code	Description	Converter	Upper Limit %	Growth Exclude
1	4300000128	ARTHLAST TAB 30MG 3*10'S SALES	1	No Limit	
2	4300000115	ARTHLAGE TAB 10'S SALES	1	No Limit	
3	4000000000	CARISOMA COMPOUND TABLET 10'S SALE	1	No Limit	
4	4300000868	CELERACT ADVANCE TABLETS 30'S SALES	1	No Limit	
5	4300000000	CELERACT TABLET 30'S SALES	1	No Limit	
6	4000000056	DEFZA 1 TAB. 6'S (SALE)	1	No Limit	

b) Calculation reports – TRV/BRAND/EB-TRV/BRAND-PC

This displays the data of all the profiles with eligible incentive amount for the specific policy satisfying conditions.

Second sheet in this report shows the group conditions
If applicable.

b) List of policies

This displays all the policies defined for the specific division or all division base on selection along with sorted policy types.

[illegible]

c) Sales view

This Displays the details of sales of products in each territory for the entire year.

Sales data for each month is shown in units and value.

AS													
Sr No													
Financial Year : 2021-22													
Division :													
Budget as on : Primary Sales Q3 Fyear 2021-22													
Sr No	Division Code	Zone Code	Region Code	Area_code	Territory Code	Territory Name	Product Code	Product Name	Apr Units	Apr Value	May Units	May Value	Jun Units
33	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000022	LUBRIJOINT 500 T	0	0	0	0	0
34	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000024	LUBRIJOINT ACTR	0	0	0	0	0
35	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000025	LUBRIJOINT OD T	0	0	0	0	0
36	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000027	OXQC 200 TABLET	0	0	0	0	0
37	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000028	OXQC 300 TABLET	0	0	0	0	0
38	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000029	OXQC 400 TABLET	0	0	0	0	0
39	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000048	OPARA TABLETS 1	0	0	0	0	0
40	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000054	DEFZA 6 TABLETS	0	0	0	0	0
41	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000057	DEFZA 24 TAB. 6'S	0	0	0	0	0
42	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000058	DEFZA 30 TAB. 6'S	0	0	0	0	0
43	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000074	SAZO 1000 TABLET	0	0	0	0	0
44	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000075	SENSIVAL TABLET	0	0	0	0	0
45	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000076	SAZO 500 TABLET	0	0	0	0	0
46	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000251	SAZO 500 TABLET	0	0	0	0	0
47	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000252	DEFZA 18MG TABI	0	0	0	0	0
48	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000293	LUBRIJOINT PRO	0	0	0	0	0
49	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4000000434	TOFZA 5MG TAB	0	0	0	0	0
50	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000000	CELERACT TABLET	0	0	0	0	0
51	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000006	THIOX OD 8MG C/	0	0	0	0	0
52	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000030	MEXT 10MG TAB	0	0	0	0	0
53	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000032	MEXT 15MG TAB	0	0	0	0	0
54	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000036	MEXT 7.5MG TAB	0	0	0	0	0
55	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000048	THIOX GEL 30GM	0	0	0	0	0
56	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000056	LEFUMA 10 TAB 1	0	0	0	0	0
57	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000058	LEFUMA 20 TAB 1	0	0	0	0	0
58	LSSMKOLK01		LSRMGUWA01	LSDMSILC01	1010	AGARTALA	4300000064	MEXT 3.56 TAB 1	0	0	0	0	0

d) Budget view

This displays the required target to be achieved by MR.

Sr No														
A	B	C	D	E	F	G	H	I	J	K	L	M	N	
1	Financial Year :	2021-22												
2	Division :													
3	Budget as on :	Budget for Q3 FY2021-22 (Actual Incentive)												
4														
5	Sr No	Zone Code	Region Code	Area_code	Territory Code	Territory Name	Product Code	Product Name	Apr Units	Apr Value	May Units	May Value	Jun Units	Jun Value
6	32	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000022	LUBRIJOINT 500 T	42	9220.68	42	9220.68	43	9440.00
7	33	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000023	LUBRIJOINT 750 T	5	1254.4	6	1505.28	6	1505.28
8	34	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000024	LUBRIJOINT ACTR	47	19923.301	48	20347.199	48	20347.199
9	35	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000025	LUBRIJOINT OD T	458	121347.102	463	122671.852	469	124261.00
10	36	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000027	OXQC 200 TABLET	615	26149.801	622	25447.439	629	26745.00
11	37	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000028	OXQC 300 TABLET	123	9012.21	125	9158.75	126	9232.00
12	38	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000029	OXQC 400 TABLET	159	13631.07	161	13802.53	163	13973.00
13	39	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000054	DEFZA 6 TABLETS	1241	103871.703	1256	105127.203	1271	106382.00
14	40	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000057	DEFZA 24 TAB. 6'S	100	16235.00	101	16397.35	102	16559.00
15	41	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000058	DEFZA 30 TAB. 6'S	133	31720.50	135	32197.50	136	32197.50
16	42	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000074	SAZO 1000 TABLET	904	110414.562	915	111758.102	926	113101.00
17	43	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000075	SENSIVAL TABLET	409	10638.09	414	10768.14	419	10898.00
18	44	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000076	SAZO 500 TABLET	2876	123294.117	2910	124751.703	2945	126252.00
19	45	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000293	LUBRIJOINT PRO	59	23136.26	59	23136.26	60	2352.00
20	46	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4000000434	TOFZA 5MG TAB	80	28800.00	81	29160.00	82	29160.00
21	47	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000006	THIOX OD 8MG C/	218	22227.279	221	22533.16	223	22737.00
22	48	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000030	MEXT 10MG TAB	77	6588.89	78	6674.46	79	6760.00
23	49	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000032	MEXT 15MG TAB	75	15788.25	76	15998.76	77	16205.00
24	50	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000036	MEXT 7.5MG TAB	166	13553.9	168	13717.2	170	13880.00
25	51	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000048	THIOX GEL 30GM	334	40894.961	338	41384.719	342	41874.00
26	52	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000056	LEFUMA 10 TAB 1	10	698.8	11	768.68	11	768.68
27	53	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000058	LEFUMA 20 TAB 1	10	1384.6	11	1523.06	11	1523.06
28	54	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000061	MEXT 7.5F TAB 24	482	20422.34	488	20676.561	493	20888.00
29	55	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000067	WAL D3 CAPSULE	200	15488.00	202	15642.88	204	15797.00
30	56	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000069	GEMBONE CAPSU	175	22016.75	177	22268.369	179	22515.00
31	57	LSSMKOLK01	LSRMGUWA01	LSDMISILC01	1010	AGARTALA	4300000075	CELEBRAL D TAB 1	335	34675.6	337	34846.58	340	35100.00

e) Profile structure

This displays list of territories under area and areas under region and regions under each zone for selected division.

Profile Structure for Q3 2021-22 - Employeewise									
Financial Year : 2021-22					Division :				
Ind	Emp Code	Emp Name	Code	Name	SS	PSrs SS	Territory type		
Territory	210695	DAYANANDA C	2220	DAVANGERE	1	1	all		
Territory	210984	SHIJU T	3900	Mangaluru	1	1	all		
Territory	210676	HEMANTHA M R	4080	Mysuru	2	2	all		
Territory	211085	SHIVAKUMAR B	4080	Mysuru	2	2	all		
Area	209812	YOGESH V	LSDMMYSO01	Mysuru Area HQ	1	4	all		
Territory	211084	AMIT KURADE	1640	BELGAUM	1	1	all		
Territory	210863	HANUMESHI	1650	BELLARY	1	1	all		
Territory	210617	MOHAMMED MANIYAR	1850	Vijayapura	1	1	all		
Territory	400195	Mahantesh	2950	Hubballi POOL	1	1	all		
Area	211122	MANJUNATH	LSDMHUBL01	Hubballi AREA HQ	1	4	all		
Territory	210508	RITESH BHARTI	1460	Bengaluru POOL I	6	6	all		
Territory	209751	GUNDAPPA	1460	Bengaluru POOL I	6	6	all		
Territory	210692	PRAVEEN N C	1460	Bengaluru POOL I	6	6	all		
Territory	209767	NAGENDRA	1460	Bengaluru POOL I	6	6	all		
Territory	209966	RAMESHA	1460	Bengaluru POOL I	6	6	all		
Territory	210496	AZEEZ	1460	Bengaluru POOL I	6	6	all		
Area	210691	DHRUVA	LSDMBANG01	Bengaluru AREA H	1	6	all		
Region	210638	HEMANTH	LSRMBANG01	Bengaluru STATE	1	14	all		
Territory	207659	Nijas	3680	KOLLAM	1	1	all		
Territory	400241	MUKESH M	5150	THIRUVALLA	1	1	all		
Territory	200450	L	5280	Thiruvananthapur.	3	3	all		
Territory	210697	KIRAN	5280	Thiruvananthapur.	3	3	all		
Territory	210879	KRISHNA S	5280	Thiruvananthapur.	3	3	all		
Area	200333	Xavier	LSDMTRIV01	Thiruvananthapur.	1	5	all		
Territory	209037	ARIF A	4300	PALAKKAD	1	1	all		
Territory	201124	C	4470	THUDUATI	1	1	all		

f) Products view

This displays the list of all the products with details.

Financial Year : 2021-22									
Division : Lifestyle									
Sr. no.	Product code	SAP product code	Product name	Pack size	Range code	Category			
1	4000000000	4000000000	CARISOMA COMPOUND TABLET 10'S SALE		CARISOMA				
2	4000000022	4000000022	LUBRIJOINT 500 TABLET 60'S SALE		LUBRIJOINT				
3	4000000023	4000000023	LUBRIJOINT 750 TABLET 60'S SALE		LUBRIJOINT				
4	4000000024	4000000024	LUBRIJOINT ACTIVE TABLET 30'S SALE		LUBRIJOINT				
5	4000000025	4000000025	LUBRIJOINT OD TABLET 30'S SALE		LUBRIJOINT				
6	4000000027	4000000027	OXCO 200 TABLET 10'S SALE		OXCO				
7	4000000028	4000000028	OXCO 300 TABLET 10'S SALE		OXCO				
8	4000000029	4000000029	OXCO 400 TABLET 10'S SALE		OXCO				
9	4000000048	4000000048	OPARA TABLETS 10'S		OPARA				
10	4000000054	4000000054	DEFZA 6 TABLETS 10'S (SALE)		DEFZA				
11	4000000056	4000000056	DEFZA 1 TAB. 6'S (SALE)		DEFZA				
12	4000000057	4000000057	DEFZA 24 TAB. 6'S (SALE)		DEFZA				
13	4000000058	4000000058	DEFZA 30 TAB. 6'S (SALE)		DEFZA				
14	4000000074	4000000074	SAZO 1000 TABLET 15'S (NEW)		SAZO				
15	4000000075	4000000075	SENSIVAL TABLET 25 MG 10'S		SENSIVAL				
16	4000000076	4000000076	SAZO 500 TABLET 15'S (NEW)		SAZO				
17	4000000218	4000000218	SAZO 1000 MG TABLETS 15'S -SALE		SAZO				
18	4000000220	4000000220	SAZO 500 MG TABLETS 15'S -SALE		SAZO				
19	4000000249	4000000249	SAZO 500 MG TABLETS 10'S		SAZO				
20	4000000250	4000000250	SAZO 1000 TABLETS 10'S		SAZO				
21	4000000251	4000000251	SAZO 500 TABLETS 15'S		SAZO				
22	4000000252	4000000252	DEFZA 18MG TABLET (10'S) SALE		DEFZA				
23	4000000261	4000000261	OPARA SEMI 10'S (SALE)		OPARA				
24	4000000293	4000000293	LUBRIJOINT PRO TABLET 30'S (SALE)		LUBRIJOINT				
25	4000000434	4000000434	TOFZA 5MG TAB		TOFZA				
26	4300000000	4300000000	CELERACT TABLET 30'S SALES		CELERACT				
27	4300000006	4300000006	THIOX OD 8MG CAPSULE 5'S SALES		THIOX-OD				
28	4300000030	4300000030	MEVET 100 MG TAB 10'S SALE		MEVET				

11. Upload

a) Upload Sales

Task:

- Script is a file that contain the list of queries that need to be executed on call.
- Making upload csv file format matching with the required one – validation
- Updating scripts (list of queries)

b) Upload budget

Task:

- Script is a file that contain the list of queries that need to be executed on call.
- Making upload csv file format matching with the required one – validation
- Updating scripts (list of queries)

c) Upload products

Task:

- Script is a file that contain the list of queries that need to be executed on call.
- Making upload csv file format matching with the required one – validation
- Updating scripts (list of queries)

12. Scripts updating

Task:

- Script is a file that contain the list of queries that need to be executed on call.
- Updating and running and verifying processing scripts for incentive calculation.
- writing new script for yearly policy.

13. Redirection of link for generated reports using BI Tool

- This allows the logged in user to view the reports and dashboards that are shared to the specific user.
- In simple words the user that has the access to view can only view the reports through incentive module that are created using BI Tool.

Task:

- Generated redirection link for mis user to view all the reports and dashboards

Welcome Mis

Hello, Mis

 [BI Report](#)

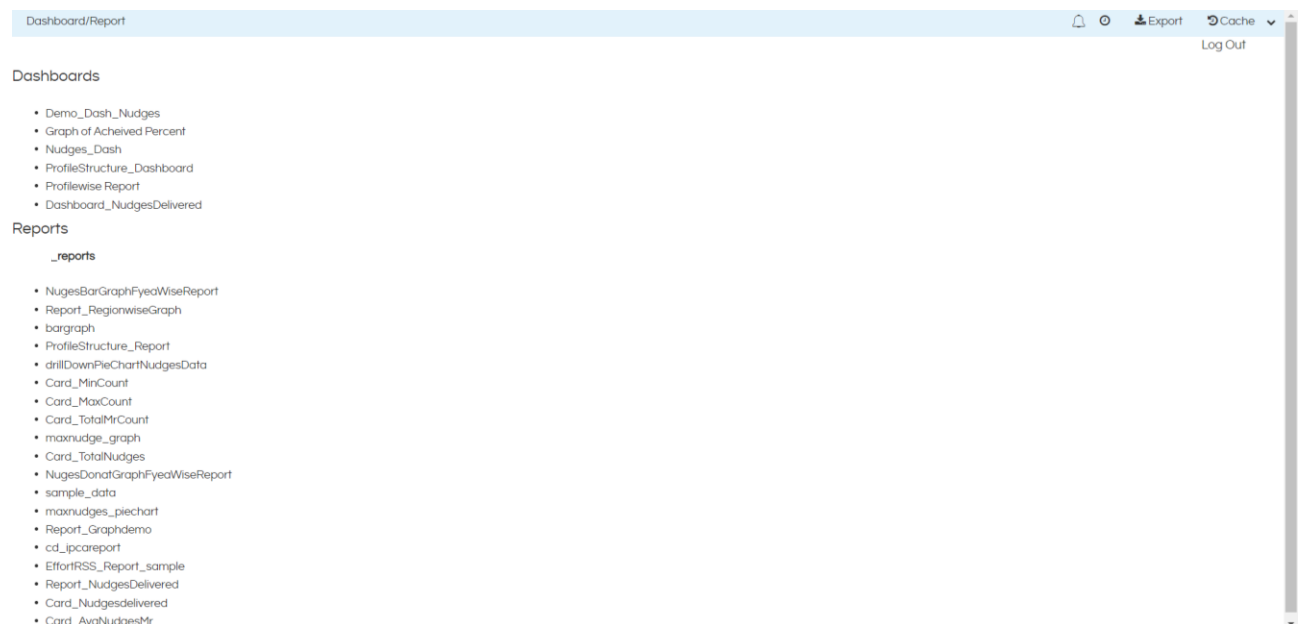
 [User Manual](#)

 [Change Password](#)

 [Logout](#)



Landing Page:



14. Generation of Reports using Bi tool

This tool allows to generate reports using data from database.

Also allows to create dashboards that are responsive to the user inputs.

Task:

- Create Datasource – connecting the database to the BI Tool
- Create Metadata – creating the list of tables from database that are required to create report and dashboard
- Creating Report
- Creating Dashboard

Report :

Excel

10

Ind	CODE	NAME	SS	Pers	Eligible	No. of bra	Must brand	Territory ty	Incentive ...	Total incen	Brand-Q2 ...	Brand-Q2 ...	Brand-Q2 ...	Brand-Q2 ...	Brand
Territory	P270101	RAIPUR	3	3	Eligible	0	0	non-metro	0	0	48,016	2,596,960	157,782.75	9,783,406.78	
Territory	5040101	HARDA	1	1	Not Eligible	0	0	all	0	0	12,763	343,166	3,081.5	131,738.04	
Territory	5140101	AHMEDABAD	6	6	Not Eligible	0	0	all	0	0	40,862	974,231	24,588	826,430.79	
Territory	5180101	JAIPUR	5	5	Not Eligible	0	0	all	0	0	26,362	797,493	14,578.75	501,305.49	
Territory	5040101	HARDA	1	1	Eligible	3	0	non-metro	35,395	35,395	11,443	412,294	25,768	700,899.69	
Territory	5570101	JODHPUR	4	4	Not Eligible	0	0	all	0	0	40,199	1,075,258	27,712.75	829,390.56	
Territory	5630101	SURAT	5	5	Not Eligible	0	0	all	0	0	22,005	720,136	1,819	92,186.18	
Zone		AHMEDABAD	1	108	Eligible	0	0	all	0	0	872,529	26,354,557	578,347.5	20,197,577.02	
Territory	J020101	INDORE	3	3	Not Eligible	0	0	all	0	0	8,609	631,720	7,896	576,063.16	
Territory	J110101	AHMEDABAD	5	5	Not Eligible	0	0	all	0	0	8,635	721,325	7,060	487,003.07	

<

1

2

>

Dashboard for NUDGE REPORT

FINANCIAL_YEAR: .OF_ DIVISION: .OF_ MONTH: .OF_ [Submit](#)

NUDGES DELIVERED

1448

AVG NUDGES / MR

1

TOTAL MR	TOTAL NUDGES
1448	1,448
MIN NUDGES	MAX NUDGES
56	475

ZONEWISE MAX NUDGES

Zone	MAX_CNT
MRD_ZONE1	135
MRD_ZONE2	148
MRD_ZONE3	148
MRD_ZONE4	98
MRD_ZONE5	79
MRD_ZONE6	127
MRD_ZONE7	126
MRD_ZONE8	132
MRD_ZONE9	132

TOTAL NUDGE COUNT

Category	Count
2V compliance	475.0
3V compliance	408.0
Activity Alert	132.0
Call Average AEM	99.0
Call Average MRD	206.0
Core Doctor Coverage	132.0
Missed Doctors	132.0

15. User Manual for Incentive Module

- The user Manual contains the instructions to define the policy using the available features and the detailed information about the module.

16. User Manual for Budget Module

- The user Manual contains the instructions to define the budget.
- Also, the details of how the module works.
- Along with the information budget verification at different levels.
- Link :

<https://drive.google.com/file/d/1JIM8MSeVHmrOS0e9RNtJLdzMU40fEDa/view?usp=sharing>

17. User Manual for Bi Tool

- The user manual contains the instructions to use the available bi tool to create a simple report and dashboard.
- Also, provides the basic information of available features that are necessary.
- Link:

<https://drive.google.com/file/d/1-kCbW-XGJKgOS-5UX0jRLri0LRq8ypT/view?usp=sharing>

SOFTWARE/TOOLS & TECHNOLOGIES

HTML 5

HTML5 is a markup language used for structuring and presenting content on the World Wide Web. It is the fifth and current version of the HTML standard. It was published in October 2014 by the World Wide Web Consortium (W3C) to improve the language with support for the latest multimedia, while keeping it easily readable by humans and consistently understood by computers and devices such as web browsers etc.

CSS 3

Cascading Style Sheets (CSS) is a style sheet language used for describing the presentation of a document written in a markup language. Along with HTML and Javascript, CSS is a cornerstone technology used by most websites to create visually

engaging web pages, user interfaces for web applications, and user interfaces for many mobile applications. CSS is designed to enable the separation of presentation and content, including layout, colours and fonts.

Bootstrap

Bootstrap is a free and open-source CSS framework directed at responsive, mobilefirst front-end web development. It is a framework to help you design websites faster and easier. It includes HTML and CSS based design templates for typography, forms, buttons, tables, navigation, modals, image carousels, etc. It also gives you support for JavaScript plugins. Advantages of Bootstrap are Easy to use, Responsive features, Mobile-first approach and Browser Compatibility.

Javascript

Javascript is a high-level, dynamic untyped and interpreted programming language. Along side HTML and CSS, it is one of the three core technologies of world wide web content production. The majority of the websites employ it and it is supported by all modern Web browsers without plugins. Javascript is prototype based with first class function, making it a multi-paradigm language, supporting object oriented, imperative and functional programming styles. It has an API for working with text, arrays, dates and regular expressions, but does not include any I/O, such as networking, storage or graphics facilities, replying for these upon the host environment in which it is embedded.

Ajax

Ajax is a set of web development techniques using many web technologies on the client side to create asynchronous web applications. With Ajax, web applications can send and retrieve data from a server asynchronously (in the background) without interfering with the display and behaviour of the existing page. By decoupling the data interchange layer from the presentation layer, Ajax allows web pages and, by extension, web applications, to change content dynamically without the need to reload the entire page.

MySQL

MySQL is the most popular Open Source Relational SQL Database Management System. MySQL is one of the best RDBMS being used for developing various webbased software applications. It is a very powerful program in its own right. It handles a large subset of the functionality of the most expensive and powerful databasepackages. MySQL uses a standard form of the well-known SQL data language. MySQL works on many operating systems and with many languages including Php, PERL, C, C++, JAVA etc.

Jquery

Jquery is a fast, small, and feature-rich JavaScript library. It makes things like HTML document traversal and manipulation, event handling, animation, and Ajax much simpler with an easy-to-use API that works across a multitude of browsers. With a combination of versatility and extensibility, jQuery has changed the way that millions of people write JavaScript.

The jQuery library contains the following features:

- HTML/DOM manipulation
- CSS manipulation
- HTML event methods

Php

PHP is a recursive acronym for "PHP: Hypertext Preprocessor". The PHP Hypertext Preprocessor (PHP) is a programming language that allows web developers to create dynamic content that interacts with databases. PHP is basically used for developing web based software applications. It is a server side scripting language that is embedded in HTML. It is used to manage dynamic content, databases, session tracking, even build entire e-commerce sites. It is integrated with a number of popular databases, including MySQL, PostgreSQL, Oracle, Sybase, Informix, and Microsoft SQL Server. PHP is pleasingly zippy in its execution, especially when compiled as an Apache module on the Unix side. The MySQL server, once started, executes even very complex queries with huge result sets in record-setting time. It supports a large number of major protocols such as POP3, IMAP, and LDAP. PHP4 added support for Java and distributed object architectures (COM and CORBA), making n-tier development a possibility for the first time. performs system functions, i.e. from files on a system

it can create, open, read, write, and close them. Using PHP, you can restrict users to access some pages of your website. It can encrypt data.

Laravel

Laravel is an open-source PHP framework, which is robust and easy to understand. It follows a model-view-controller design pattern. Laravel reuses the existing components of different frameworks which helps in creating a web application. The web application thus designed is more structured and pragmatic.

Laravel offers a rich set of functionalities which incorporates the basic features of PHP frameworks like CodeIgniter, Yii and other programming languages like Ruby on Rails. Laravel has a very rich set of features which will boost the speed of web development.

Laravel offers you the following advantages, when you are designing a web application based on it –

- The web application becomes more scalable, owing to the Laravel framework.
- Considerable time is saved in designing the web application, since Laravel reuses the components from other framework in developing web application.
- It includes namespaces and interfaces, thus helps to organize and manage resources.

Git

Git is a free and open source distributed version control system designed to handle everything from small to very large projects with speed and efficiency.

Git is easy to learn and has a tiny footprint with lightning fast performance. It outclasses SCM tools like Subversion, CVS, Perforce, and ClearCase with

features like cheap local branching, convenient staging areas, and multiple workflows.

Putty

PuTTY is a free implementation of SSH (and telnet) for PCs running Microsoft Windows (it also includes an xterm terminal emulator). You will find PuTTY useful if you want to access an account on a Unix or other multi-user system from a PC (for example your own or one in an internet cafe). In the case of the University of Sussex, this would include users of the central ITS Unix system and of the Unix systems provided by some other schools and units. The central ITS Unix system supports the use of SSH clients. Users of other systems should ask their system administrator if SSH is supported.

PuTTY is an alternative to telnet clients. Its primary advantage is that SSH provides a secure, encrypted connection to the remote system. It's also small and self-contained and can be carried around on a floppy disk. This makes it ideal for accessing Sussex systems securely from other locations on the public Internet.

FileZilla

FileZilla is a free software, cross-platform FTP application, consisting of FileZilla Client and FileZilla Server. Client binaries are available for Windows, Linux, and mac OS, server binaries are available for Windows only. Both server and client support FTP and FTPS (FTP over SSL/TLS), while the client can in addition connect to SFTP servers. Some features of FileZilla are :

- Transfer files using FTP and encrypted FTP such as FTPS (server and client)
- and SFTP.
- Support IPv6 which is the latest version of internet protocol

- Supports resume which means the file transfer process can be paused and
- continued
- Drag and drop to download and upload.
- Configurable transfer speed limits to limit the speed transferring the files,
- which helps reducing error of transferring
- Filename filters, users can filter only specific files that have the conditions
- they want.

Navicat

Navicat is a series of graphical database management and development software produced by Premium Soft Cyber Tech Ltd for MySQL, MariaDB, MongoDB, Oracle, SQLite and Microsoft SQL Server. It has an Explorer-like graphical user interface and supports multiple database connections for local and remote databases. Its design is made to meet the needs of a variety of audiences, from database administrators and programmers to various businesses/companies that serve clients and share information with partners.

Some features of Navicat are:-

- code snippet
- visual query-builder
- import and export and backup of data
- report builder
- data modeling
- task scheduling and wizards tool
- data and structure migration and synchronization

INTERNSHIP TIMELINE

From 11 January – 31 January

Date	Details of Task
11-01-2022	SFA Training Explanation of Macleods : Home and My Account module
11-01-2022	Learning Bootstrap
12-01-2022	10:00 am meeting session - brief about the new project
12-01-2022	Establishment of connection on localhost and live site
12-01-2022	go through the mr documentation of the incentive policies
12-01-2022	5:00pm SFA Training customer and tourplan modules explanation
13-01-2022	11:00 am expalaination by pranita on two modules - incentive condition grouping and incentive pcm range
13-01-2022	4: 00 pm meeting session - explanation about policy understanding for one quater
13-01-2022	5:00pm - 6 :00 pm SFA Training- Explanation on DCR and Expense Modules
13-01-2022	mean time undersatnding about ui and working of wallacincentive website
14-01-2022	12:00 pm meeting session - demo by me on 4 modules
14-01-2022	1:30:00 pm expalaination by pranita on two modules - slab , report and calculation
14-01-2022	5:30pm - 6 :30 pm SFA Training - Explanation on secondary sales and leave module
14-01-2022	mean time undersatnding about ui and working of incentive website
15-01-2022	undersatnding about ui and working of incentive website and understanding of policy
17-01-2022	10:00 am meeting session - explanation on brand incentive
17-01-2022	3 :00 pm SFA Training - Explanation on organogram

17-01-2022	4:30 pm explanation by pranita on defining brand policy
17-01-2022	mean time defined four policies
18-01-2022	10:00 am meeting session - demo of brand policy
18-01-2022	change logo and color
18-01-2022	3:00 pm SFA training - Revision
18-01-2022	Remove default entry of 0 to 100 % in report
19-01-2022	understanding code
20-01-2022	working on removing PCPM Range
21-01-2022	understanding navigation composer code
21-01-2022	understanding policy configuration form
21-01-2022	learning laravel
22-01-2022	change icons - circle to different symbol
22-01-2022	change header names in simulator
22-01-2022	understanding simulator and different files
24-01-2022	Gone through code and functions of Simulator
24-01-2022	Learning Laravel
25-01-2022	Understanding all functions in simulatorController file
25-01-2022	understanding ui and data for area,region and zone manager in simulator
25-01-2022	understanding coding part for area, region and zone manger in simulator
27-01-2022	creation of new project - incentive
27-01-2022	change in query for deleted conditional group
27-01-2022	mean time disscussion with pranita on queries/difficulties
28-01-2022	12:00 pm meeting session - update on logo change and change in query for deleted conditional group

28-01-2022	creation of arrows instead of circles for sub headers
28-01-2022	creation ppt from pdf documentation for presentation
28-01-2022	Understanding slab configuration code
28-01-2022	committed all changes on gitlab
29-01-2022	understanding and defining quaterwise policy
29-01-2022	understanding early bird incentive
29-01-2022	understanding product incentive
31-01-2022	changing color and logo of incentive to new client
31-01-2022	changing user credentaials in database for client
31-01-2022	q3 and q4 error in parameter report
31-01-2022	error while logging in for mr user - triggered error not implemented

From 01 February – 28 February

01-02-2022	changin color and logo of new client to old
01-02-2022	q3 and q4 error in database for slb details
02-02-2022	q3 and q4 error in database for slb details
03-02-2022	q3 and q4 error in database for slb details
04-02-2022	q3 and q4 error in database for slb details
04-02-2022	logo background to white
05-02-2022	hide and unhide next quarter
05-02-2022	committed changes
07-02-2022	validation for description in pmpm range
07-02-2022	validation for rest of the inputfields
08-02-2022	validation for description in pmpm range
08-02-2022	validation for ,slab configure - headers,sanction strength range
08-02-2022	validation for edit slab-headers,
09-02-2022	validation for description in pmpm range
09-02-2022	validation for ,slab configure - headers,sanction strength range
09-02-2022	validation for edit slab-headers,
10-02-2022	exclude profile
10-02-2022	validation for description in sanction strength range

11-02-2022	exclude profile for respective profile
12-02-2022	generating ui for annexure
12-02-2022	validation for months in annexure
15-02-2022	validation for months in annexure
15-02-2022	generate query to fetch annexure1 data
15-02-2022	generation of parameter report
16-02-2022	generate query to fetch annexure2 data
16-02-2022	generation of parameter report annexure1
16-02-2022	generation of ui for annexure 2
17-02-2022	generation of parameter report annexure1
17-02-2022	generation of parameter report annexure2
18-02-2022	handling alignment and formatting
21-02-2022	display processing files for selected policy
21-02-2022	display months in proper order for selected policy
22-02-2022	display processing files for selected policy
22-02-2022	validation for 3 tables sales,bud,ter
22-02-2022	display months on processeing ui as per selction
23-02-2022	6 : 30 pm meeting session - demo of website flow

23-02-2022	validation for 3 tables sales,bud,ter
23-02-2022	display months on processeing ui as per selction
23-02-2022	understanding website flow and claculation report
24-02-2022	12:00 pm meeting session - demo of all validations in website
24-02-2022	study of all validations in website
24-02-2022	removal of validation of pcpm range for slab for territory level
24-02-2022	display months on processeing ui as per selction
25-02-2022	alignment and number format of all 4 annexures
25-02-2022	alignment in parameter report
25-02-2022	manual claculation and understanding of profile structure report
28-02-2022	zone manager colour change
28-02-2022	displaying excluded terroteries
28-02-2022	hide and unhide skip nxt qtr,month
28-02-2022	simulator task

From 01 March – 31 March

01-03-2022	parameter report dynamic alignment
02-03-2022	parameter report dynamic alignment
02-03-2022	research on global function available for alignment
02-03-2022	understanding NPMPT
02-03-2022	Taking access of emcure index.php folder
03-03-2022	taking code from sfa module and understanding
03-03-2022	understanding NPMPT
03-03-2022	Taking access of emcure index.php folder
03-03-2022	Early bird employee wise report
04-03-2022	Early bird employee wise and profilewise report
04-03-2022	incentive employee wise and profilewise report
04-03-2022	in lakhs and rupees for 4 reports
05-03-2022	upload os ui creation
05-03-2022	editing code for rest of the upload
05-03-2022	creation of client site
07-03-2022	upload files controller and ui editing and xls editing
07-03-2022	creating new path for process files
07-03-2022	understanding databse for creation of new paths for process files
07-03-2022	discussion with chandrashekhar inbetween
08-03-2022	creating new path for process files
08-03-2022	changes in filelist and folder tables in databse
08-03-2022	discussion with chandrashekhar inbetween
08-03-2022	testing process files
09-03-2021	hide unhide next month and nxt qtr
09-03-2021	Creating filelist and folder table for client

09-03-2021	discussion with chandrashekhar inbetween
09-03-2021	testing process files
09-03-2021	creating 5 brand policies
10-03-2021	difining 5 policies for brand
10-03-2021	process and generate report
10-03-2021	testing process files
10-03-2021	Checking processed policies
10-03-2021	deleting ftp unwanted files for processing
11-03-2021	remove dummy
11-03-2021	add summary as 1 for defalut 100% pcpm
11-03-2021	next year copy policy validation
11-03-2021	New employee report
11-03-2021	aligning new employee report
12-03-2021	creation of new scripts for annual policy
12-03-2021	error for running scripts for yearly bonanza for script 1
14-03-2021	error for running scripts for yearly bonanza for script 1
14-03-2021	generation of ui for new option yearly and quarterwise
14-03-2021	changes in databse
14-03-2021	error for running scripts for yearly bonanza for script 2
15-03-2021	parameter report changes of yearly policy
15-03-2021	adjust width of menu for incentive conditional grouping
15-03-2021	dropdown for applicable to in incentive for yearly policy as q1,q2,q3,q4 applicable for any 2 quarters
16-03-2021	changing client ui color
16-03-2021	changes in parameter report
16-03-2021	generation of with and without outstanding
16-03-2021	creating documentation based on client for demo

17-03-2021	Showing header data which is empty in the for conditional grp excel sheet
17-03-2021	creat view for profile wise report
19-03-2021	Showing header data which is empty in the for conditional grp excel sheet
19-03-2021	processing without outstanding
21-03-2021	Showing header data which is empty in the for conditional grp excel sheet
21-03-2021	query for yearly bonanza
22-03-2021	dynamic query for yearly bonanza
23-03-2021	dynamic query for yearly bonanza
24-03-2021	dynamic query for yearly bonanza
25-03-2021	displaying output of dynamic query for yearly bonanza on processing
25-03-2021	creating new module for testing quesry output
25-03-2021	Half Day Leave
28-03-2021	displaying output of dynamic query for yearly bonanza on processing
28-03-2021	creating entire script for condition grouping
28-03-2021	validating script output
29-03-2021	displaying output of next month
29-03-2021	issue of applicable qtr for conditional group
29-03-2021	validating script output
29-03-2021	issue of incentive type and policy type in configuration
30-03-2021	validating script output and chages in script
30-03-2021	displaying correct output for script
30-03-2021	2 - also check contional grouping for "applicable to" field

31-03-2021	validating script output and chages in script
31-03-2021	remove delete option for incentive pcpm range
31-03-2021	hide current qtr nxt qtr on load of policy configuration
31-03-2021	solution for slab range to be considered for main policy or for conditional group

From 01 April – 30 April

01-04-2022	implementation of ui for new solution
01-04-2022	obtaining query output for ui
01-04-2022	dump of emcure
04-04-2022	implementation of ui for new solution with database connection full working
04-04-2022	updating parameter report
05-04-2022	define policies
05-04-2022	issue fixation regarding dropdown for defining header
05-04-2022	displaying applicable cond grp for slab in ui
05-04-2022	displaying one avg value option in ui
05-04-2022	hiding applicable group chk box on selection of header
06-04-2022	define policies
06-04-2022	some development changes for defining slab for grp
07-04-2022	demo of trv and early bird
07-04-2022	list policies editing/sorting
08-04-2022	demo of brand policy
08-04-2022	new report RND and implementation
09-04-2022	logic changes in new slab changes
09-04-2022	new report RND and implementation
11-04-2022	new report RND and implementation
12-04-2022	new report RND and implementation
13-04-2022	new report RND and implementation
14-04-2022	new report RND and implementation

15-04-2022	parameter report required changes based on new approach
16-04-2022	parameter report code optimization
16-04-2022	Some development changes
18-04-2022	parameter report code optimization
18-04-2022	annexure report 1and2 in new format
19-04-2022	annexure report 1and2 in new format
19-04-2022	annexure report 3and4 in new format
20-04-2022	incentive calculation report using new format for trv brand brand-pc
20-04-2022	upload sales script script ui and script changes and validation
21-04-2022	incentive calculation report using new format for trv brand brand-pc
21-04-2022	incentive calculation report using new format for trv brand brand-pc
22-04-2022	Employee-wise report TRV
25-04-2022	Incentive User Manual
26-04-2022	Calculation and Employee-wise report Early bird
26-04-2022	Calculation report Early bird
27-04-2022	Employee-wise report Early bird
28-04-2022	Incentive User Manual
28-04-2022	Budget module meet

29-04-2022	Budget module user manual
30-04-2022	Budget module user manual

From 01 May – 31 May

02-05-2022	
03-05-2022	
04-05-2022	10:00 am meeting session
05-05-2022	1:30 pm meeting session
06-05-2022	4:00 pm meeting session
07-05-2022	6:30 pm meeting session
09-05-2022	1. user manual for BI Tool
10-05-2022	2. user manual for budget module
11-05-2022	3. meeting with harish for review module
12-05-2022	4. data verification
13-05-2022	5. upload script updation
	6. data upload through ui - sales,budget,product
	7. territory structure changes - script updation
	8. parameter report changes
	9. policy configuration changes
	10. policy creation and proccessing
	11. verifying calculation report
	10:00 am meeting session
14-05-2022	1:30 pm meeting session
16-05-2022	4:00 pm meeting session
17-05-2022	6:30 pm meeting session
18-05-2022	1. Definig policies
19-05-2022	2. Verifying all the features in incentive
	3. Script changes
	4. Report changes
	5. Demo to the client
20-05-2022	6. Creating remaining reports in new xls format
23-05-2022	10:00 am meeting session
24-05-2022	1:30 pm meeting session
25-05-2022	4:00 pm meeting session
26-05-2022	6:30 pm meeting session
27-05-2022	1. Providing create view for listing policy
	2. Started working on BI Tool
	3. Creating report using bi tool
	4. Creating ui for dashboard
	5. Creating graph in bi tool

30-05-2022	10:00 am meeting session
	1:30 pm meeting session
	4:00 pm meeting session
	6:30 pm meeting session
	3. Creating report using bi tool
31-05-2022	5. Creating graph in bi tool

OVERALL EXPERIENCE AT AIPL

My Internship Period of Six months have been amazing which taught me a lot about Information Technology industry. Last five months in this Company has been truly an amazing and great experience to work in such a well maintained, disciplined and reputed workspace. This was my step into Corporate Life. It was a completely new environment where I first encountered the transaction between student life and industry life with new roles and responsibilities. Initially it was hard in adapting to a very new place but slowly I got settled very well. The work environment is so casual & friendly that it feels so comfortable. I'm very much thankful to my mentor and team lead who have helped me with many technology related doubts as well as industrial doubts.

I was always curious about how the actual project development takes place which I got to experience here. Also learnt that learning and keeping ourselves up-to-date with new technologies is as important as working on any technology. As my internship draws to a close and I reflect back on all I have learned, I realize what an excellent experience this has been. I gathered much knowledge in the classroom, but a hands-on approach has been invaluable. It has served as a beneficial ending to my formal education.

In my opinion, the best way to learn is by doing. I am truly grateful for this opportunity. I know this will help when looking for jobs and needing references. We all know that practical experience is the best, and internships give students that hands-on experience they need. I feel that quality internships are essential to develop key skills that you can't get in a classroom. Skills such as multitasking, task management, communicating, learning to deal with diversity, and dealing with deadlines are different when you are working for someone else. It is amazing to see how people from different regions stay as one family and work together.

Appreciation is what it takes for keeping us motivated and I was constantly being appreciated for completing the task which was assigned to me.

The biggest skill that was enhanced during the internship was the ability to adapt and learn. This internship has given me insights into the software world and how things actually work in the industry. The internship has been very technical and has improved my technical knowledge tremendously. I got a chance to communicate with professionals who motivated me to achieve a better understanding and knowledge of the domain, technology as well as industry related environment. To conclude, this internship has inspired me to pursue a career in the field of software development technology and to excel in it. It was a great learning experience and I consider myself honored for being a part of Anant Infomedia Pvt. Ltd.

REFERENCES

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