INTERNSHIP REPORT

MRUDUL SHIRODKAR

1955

Anant Infomedia Pvt Ltd   **Goa University**

Report of Internship

At

Anant Infomedia Pvt Ltd

Submitted by

Mrudul Ravlu Shirodkar
MCA Semester VI
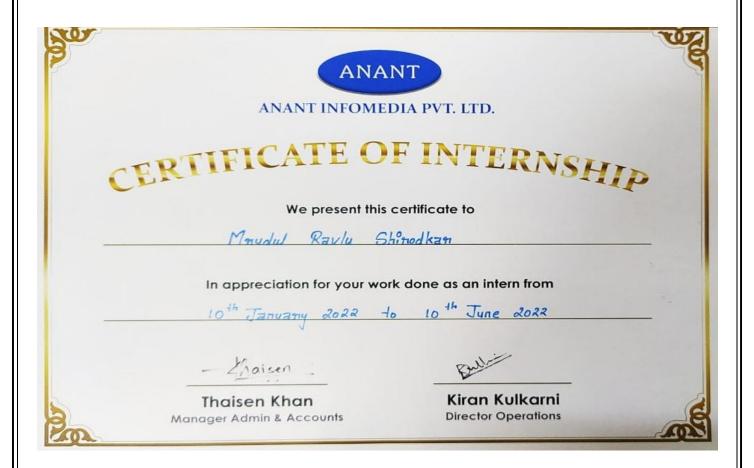**1955**

Under the guidance of

Ulita Barretto
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GOA BUSINESS SCHOOL
Goa University
Taleigao Plateau Goa– 403206
June 2022

GOA UNIVERSITY

Internship Certificate

GOA UNIVERSITY

GOA BUSINESS SCHOOL

Certificate of Evaluation

This is to certify that **Mr. Mrudul R. Shirodkar** 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 fulfillment for the award of the degree in Master of Computer Applications.

_____   _____

  Examiner 1   Examiner 2

Date:

Place: _____

                                 Dean, Goa Business School,
                                     Goa University

ACKNOWLEDGEMENT

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DISCLAIMER

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INTRODUCTION

This report is a short description of my full-time work-from home internship at Anant Infomedia Pvt Ltd, Panjim.

I joined as an Intern at Anant Infomedia Pvt Ltd on 10th January 2022 and have been here since then. This report contains necessary information about the organization, the tasks/assignments and project I worked on in this internship period.

In the chapters that will follow, I will talk about the company, the work here, the culture, etc. Then, I shall elaborate on the projects I worked on, a brief information about the projects, the modules I built and the tasks I completed in those modules.

This report highlights my learning experience and my contributions to the organization as an intern. This will describe the knowledge that I gained by successfully completing the tasks that were assigned to me.
I'll also be talking about the tools and technologies that were used followed by my internship timeline.

I shall conclude by sharing my experience and how it has helped me to grow, both, on the personal and professional front.

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 on 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. It the last 7 years Anant InfomediaPvt. Ltd specializes in pharma-Customer Relationship Management/Sales Force Automation Software, providing end to end solutions such as Software as a serviceon Web, Mobile and Tablet.AIPL has a team of more than 80+ employees including an office in Mumbai.

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

AIPL specializes 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
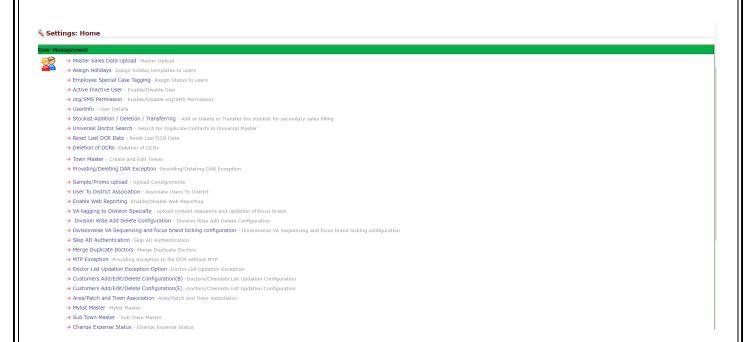
WORK AT ANANT INFOMEDIA PVT LTD

1) Fixing the links in settings module

Access route

Login - > Settings

Purpose and Scope

- **This links are used to enter details and search user informations.**
- **Some of the links were not working and were showing blank pages,so the purpose of this requirement was to find the bugs in the code and make the links enable.**

🔍 **Settings: Home**

User Management

- → Master Sales Data Upload- Master Upload
- → Assign Holidays- Assign holiday templates to users
- → Employee Special Case Tagging- Assign Status to users
- → Active Inactive User - Enable/Disable User
- → org/SMS Permission - Enable/Disable org/SMS Permission
- → UserInfo - User Details
- → Stockist Addition / Deletion / Transferring - Add or Delete or Transfer the stockist for secondary sales filling
- → Universal Doctor Search - Search for Duplicate Contacts in Universal Master
- → Reset Last DCR Date - Reset Last DCR Date
- → Deletion of DCRs -Deletion of DCRs
- → Town Master - Create and Edit Towns
- → Providing/Deleting DAR Exception -Providing/Deleting DAR Exception

- → Sample/Promo upload - Upload Consignments
- → User To District Association - Associate Users To District
- → Enable Web Reporting -Enable/Disable Web Reporting
- → VA tagging to Division Specialty - upload content sequence and updation of focus brand
- → Division Wise Add Delete Configuration - Division Wise Add Delete Configuration
- → Divisionwise VA Sequencing and focus brand locking configuration - Divisionwise VA Sequencing and focus brand locking configuration
- → Skip AD Authentication -Skip AD Authentication
- → Merge Duplicate Doctors -Merge Duplicate Doctors
- → MTP Exception -Providing exception to file DCR without MTP
- → Doctor List Updation Exception Option -Doctor List Updation Exception
- → Customers Add/Edit/Delete Configuration(B) -Doctors/Chemists List Updation Configuration
- → Customers Add/Edit/Delete Configuration(E) -Doctors/Chemists List Updation Configuration
- → Area/Patch and Town Association -Area/Patch and Town Association
- → Mylist Master -Mylist Master
- → Sub Town Master - Sub Town Master
- → Change Expense Status - Change Expense Status

2)Prescription Detail Report

To generate CSV file with addition of Profile column.

Access route

Login - > Reports - > Prescription Detail Report

Purpose and Scope

The purpose of this requirement is to provide an interface to the sales admin to generate a CSV file for a specific division user.

Functionality Details

With this functionality the salesadmin will be able to generate CSV file.
The user first have to select the division -- profile -- territory -- year -- month.

Search criteria:-

The search form contains the following fields:

(All the following fields will be mandatory to generate the report output)

a) *Division: This field will be a single select drop-down loading applicable divisions in the system. Division name needs to be selected from the provided options.

b) *Profile: This is a single select drop-down field loading all the profiles. For Sales Admin user the division drop-down needs to be pre-selected .

c) *Territory: After selecting a profile, all the users and their territory according to the profile selected will be displayed in this single select drop-down menu. It will be mandatory field for all the users.

d) *Month: This field is a single select option field selecting the month.

e) *Year: This field will be a single select drop-down field loading current and previous years.

<u>with the search parameters additional 2 buttons will be provided:</u>

Along with the search parameters additional 2 button will be provided :
   a) Create CSV: A button to generate the report output in csv. This button will validate, and on successful validation it will generate a report output in an csv format (.csv extension) for the selected search parameters.

   b) Back: To navigate to the report listing. The button will redirect to thestandard report list.

Validations on Generate:

➢ All the fields will be compulsory and will display an alert if any of the fields are not selected for any use

Report Output:-

The output file contains details inside it as follows:

Division: It displays the name of the division selected by user or the logged in user.

Territory Name: It displays the territory of the user for whom report is generated.

Profile: It displays the profile of the user .

Employee Code: It displays the Employee code.

Employee Name: It displays the Name of the employee

Doctor Name: It displays the Name of the Doctor

Qualification: Qualification of the doctor

Speciality: Speciality of the doctor

HQ: Head Quaters which he belongs to

Focus Brand: Brand name prescribed

Overview of the module:

PRESCRIPTION DETAIL REPORT

~ Search Criteria:

*indicates required field

*Division: BF ONE METABOLICS	*Profile: Cluster Group	*Territory
* Year: 2021	* Month: FEBRUARY	

Create CSV   Back

1	Detail REPORT												
2													
3	BF ONE ME	Report For: Radhakrishr	Reports To:		Kumar P M	Month:11	Year:2021						
4													
5	SLM	FLM	DIVISION N	BIOCON ENGAGEMENT	TERRITORY NAME	PROFILE	EMPLOYEECODE	EMPLOYEENAME	DOCTOR NAME	QUALIFICATION	SPECIALITY	REGION	HQ	FOCUS BRAND
6	Gladson Th	Kumar P M	BF ONE ME	Speaker|Top Kol	IN-MANJ-MR-01	Medical Repres	10000326	Radhakrishnan K	Jose V J	MBBS	Consultant Physician		MANJERI	ACTIBLOK
7													
8													
9													

3) <u>My List Report</u>

Addition of profile field in the search criteria

Access route

Login -> Reports -> Standard reports -> My List Report

Purpose and Scope

Purpose of this requirement is to generate CSV file with addition of profile field in the search criteria

Functionality Details

The front end contains the following -
- Division - A dropdown of all the division present in the database and it is asingle select dropdown

- Profile - This will be a single select drop down field loading all the profiles available for the division of Logged in User. For admin user the division drop-down needs to be pre-selected and the roles will be all the roles of the selected division. It is a mandatory field for admin.

- Role - This will be a single select drop down field loading all the roles available for the division of Logged in User. For admin user the division drop-down needs to be pre-selected and the roles will be all the roles of the selected division. It is a mandatory field for admin.

- Territory - This will be a single drop down field loading all the territories available for the the selected role.

- Username - After selecting a role, all the users and their territory according to the roleselected will be displayed in this single-select drop down menu. It will bemandatory field for all users.

- Year - Shows the financial year from 2017 till current year

Along with the search parameters additional 2 button will be provided :

a) Create CSV: A button to generate the report output in csv. This button will validate, and on successful validation it will generate a report output in an csv format (.csv extension) for the selected search parameters.

b) Back: To navigate to the report listing. The button will redirect to the standard report list.

Overview of the module:

4)Endeavour Prescriber Survey

Making Type field Dynamic for Endeavour and Metabolics division

Access route

Login -> Reports -> Standard report -> Endeavour Prescriber Survey

Functionality Details

The front end contains the following -

- Division - A dropdown of all the division present in the database and it is asingle select dropdown

- Role - This will be a single select drop down field loading all the roles available for the division of Logged in User. For admin user the division drop-down needs to be pre-selected and the roles will be all the roles of the selected division. It is a mandatory field for admin.

- Username - After selecting a role, all the users and their territory according to the roleselected will be displayed in this single-select drop down menu. It will be mandatory field for all users.

- Year - Shows the financial year from 2017 till current year

- Month - Shows all the months

- Type - This field will show the options according to the divisions selected
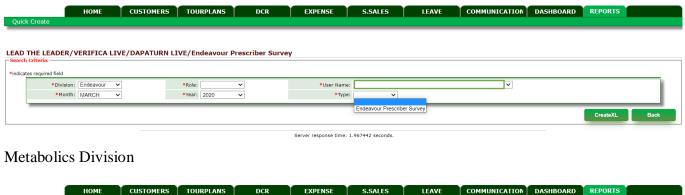
Along with the search parameters additional 2 button will be provided :

- Create CSV: A button to generate the report output in csv. This button will validate, and on successful validation it will generate a report output in an csv format (.csv extension) for the selected search parameters.

- Back: To navigate to the report listing. The button will redirect to the standard report list.

- In this module the type field is dynamic.
- Based on the division selected by the user it displays the options.
- If the user selects Endeavour division then type field will show only a single option i.e Endeavour Prescriber Survey
- If the user selects Metabolis division the type field will display 3 options namely Lead the leaderboard,Verifica live and Daparturn Live.

Overview of the module:

Endeavour Division

Metabolics Division

5)<u>Organogram Module Report</u>

To manage the position of the employee and to add a new employee

Purpose and Scope

To manage the the position of the employee and to create new position for new employee
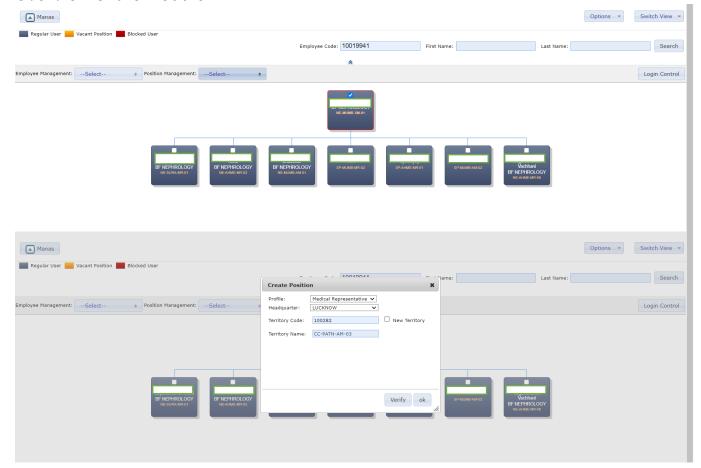
Below are the fields which shown to the user:

● Profile : displays different profiles
● Headquarter: Display number of headquarters for the user
● Territory code : Generates unique territory code
● Territory name: Shows the territory name in a specific pattern

Functionality Details

-The user will first click on the position management button.
-The user will be provided with two options in a dropdown either to create or edit.
-If the user clicks on the create option a form will pop up containing 4 fields i.e profile,headquarter,territory code and territory name with one radio button(new territory)
-The territory name is auto generated once the user fills the other details.
- If the user clicks on the new territory radio button new territory code will be generated.

Overview of the module:

Validations:

- Territory name should be generated in specific format for eg *CC-MADU-AM-01*
- All fields are mandatory
- Territory code should be unique

6)Doctor Tracker Report

Loading campaign field automatically after selecting all the mandatory fields

Access route

Login -> Reports -> CampaignDoctorwise visit report

Purpose and Scope

Purpose of this requirement is to dynamically load campaign field and to generate CSV file(not my part)

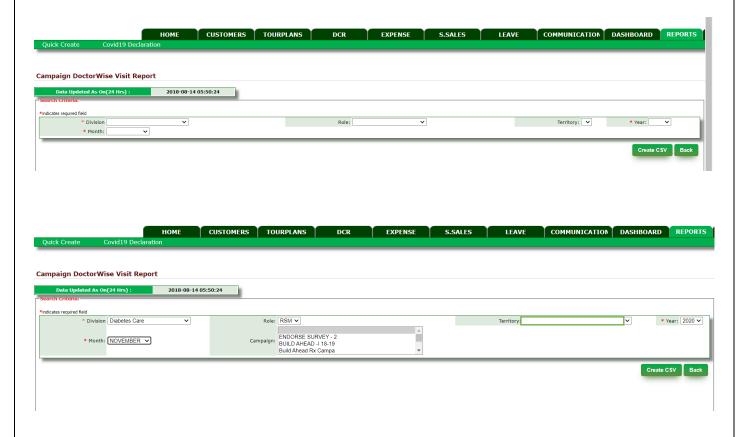*Functionality Details*

The front end contains the following -
- Division - A dropdown of all the division present in the database and it is asingle select dropdown

- Role - This will be a single select drop down field loading all the roles(lowerlevels) available for the division of Logged in User. For admin user the division drop-down needs to be pre-selected and the roles will be all the roles of the selected division. It is a mandatory field for admin.

- Territory - This will be a single drop down field loading all the territories available for the the selected role.

- Year - Shows the financial year from 2017 till current year

- Month - Shows all the months

- Campaign - Shows the campaign for slelcted financial year

Along with the search parameters additional 2 button will be provided :
- Create CSV: A button to generate the report output in csv. This button will validate, and on successful validation it will generate a report output in an csv format (.csv extension) for the selected search parameters.

- Back: To navigate to the report listing. The button will redirect to the standard report list.
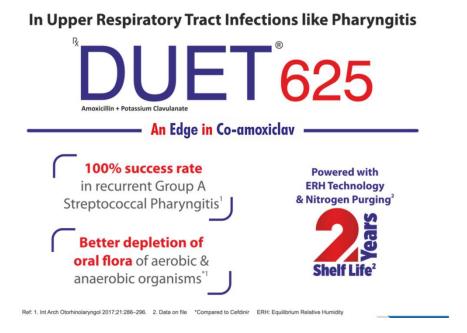
- In this module the campaign field will be hidden and will be displayed only after selecting all the mandatory fields in the form.
- It will display all the available campaign for the selected financial year.
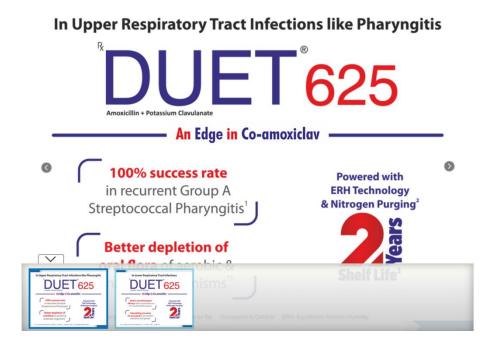
Overview of the module:

7)Content Changes

- It is basically making some changes to the the UI functonality.
- Nearly 800 content Changes were done .

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, mobile-first 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.

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 web-based 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 database packages. 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.

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 FTPand 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 <u>database management</u> and development software produced by Premium Soft Cyber Tech Ltd for <u>MySQL</u>, <u>MariaDB</u>, MongoDB, Oracle, SQLite and <u>Microsoft SQL Server</u>. It has an Explorer-like graphical user interface and supports multiple <u>database connections</u> 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

- January

Day	Task
10th	Company Introduction and Self Introduction Session
11-13-14-17-18	AIPL SFA Training Session
11-12th	-Navicat connection and performing some queries in user table -Establishing FileZilla connections -Gone through My Account module to perform some changes
13-14th	-Removing unwanted headers from customers for different Profiles -Checking the links in the setting menu and finding the bugs in the links
15th	SRS on Retailers ,Retailer Approval, MTP And STP
17-21st	-Worked on front end: Sample and promo data upload -Understanding File Upload in php -Creating a simple file upload php page
22 - 31st	-Generating CSV file with addition of Profile column in report module -Validating Division,profile and role fields in prescription detail report module

- February

Day	Task
3-5th	-Enabling profile field only after selecting division filed -Adding profile field in My List Report -Unit Testing On Prescription Detail Report & MyList Report
7th	- Addition of Endeavour Prescriber Survey module in Reports and making some changes.

Day	Task
8-9th	-Making listing dynamic for Endeaviur Prescriber Survey -Adding Lead The Leader field dynamically for different user
10-12th	-Adding Endeavour filed in the division drop down -Making type field dynamic -validating
15th	-Analysing Organogram module
16-17th	-Tracking pages and analysing the addition of new territory -Making changes in addition of new territory -checking for validation of Create_position_form
18-26th	-Search for regular expression -Checking regular expression on php online code editor and testing -Tracking the error in the code -Implementing regular expression in the code
28-4th March	-Auto generating territory name according to the pattern -Analysing the code of create_position_form -Auto generating territory name on the selection of New Territory check box

- March

Day	Task
4-5th	-Doctor Tracker Report . Tracking Pages -Making changes in Front End
7-9th	-Loading campaign on the selection of division and financial year -Making changes in the front end
10-11th	-Adding a new case in combo utils -Displaying only single division in the division field -Tracking user difine functions
12-15th	-Generating CSV after selecting financial year -Loading campaign that belongs to selected financial year

16-17th	-Working on Organogram module for minor changes -working on incrementing territory name code
21st	-Ticket Id:0093410 - Downloading reports
22-31st	-Working on Organogram module for minor changes -working on incrementing territory name code

- April

Day	Task
1st	Content Changes Videos
4-7th	w3school reference (self study)
8-12th	-Understanding the changes to be made -Starting with first content -Cross checking the changes
13-30th	-Working on content changes

- May

Day	Task
1-31st	-Working on content changes

OVERALL EXPERIENCE AT AIPL

From My Six months Internship Period, till now I have completed Five months it has been a work from home experience which was 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. It was my first 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. The work environment is so casual & friendly that it feels so comfortable. I made many new friends here 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. 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

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, It was a great learning experience and I consider myself honored for being a part of Anant Infomedia Pvt. Ltd.

TERMINOLOGIES

- DCR : Daily Call Reporting
- SA : Sales Admin

  [SALESADMIN :- the user that heads all the division and the division admins controlling them.]

- HO – Head Office
- VP – Vice President
- AM – Area Manager
- RSM – Regional Sales Manager
- SM – Sales Manager
- ZSM – Zonal Sales Manager
- DGM – District General manager
- GM – General Manager
- ME/MR – Medical Executive/ Medical Representative

REFERENCES

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 https://stackoverflow.com/

https://www.tutorialspoint.com/

https://www.youtube.com/

https://getbootstrap.com/

https://www.php.net/manual