



Report of Internship done at Anant Infomedia Pvt Ltd

SHREEVESH PRADEEP NAIK

2257

Report of Internship done at Anant Infomedia Pvt Ltd

An Internship Report for

Course code and Course Title: CSA-652 & Industry Internship / Software Project Development

Credits: 16

Submitted in partial fulfilment of Master's Degree in Computer Application

by

SHREEVESH PRADEEP NAIK

Seat Number: 2257

ABC ID: 802-179-311-422

PRN: 201908981

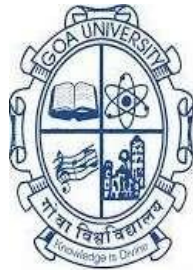
Under the Mentorship of

Ms. SAHISTA KHAN

The Discipline of Computer Science and technology,

Goa business School,

Goa University



Goa University

Date: JUNE 2024

Examined by:

Seal of the School/Dept

DECLARATION BY STUDENT

I hereby affirm that the information presented in this Internship report titled **“Report of Internship at Anant Infomedia Pvt Ltd”** is the result of my investigation carried out by me in the Masters of Computer Application at Anant Infomedia Pvt Ltd Goa, under the mentorship of Ms. Sahista Khan, and the same has not been submitted elsewhere for the award of a degree or diploma by me. Further, I understand that Goa University or its authorities will not be responsible for the correctness of observations / experimental or other findings given the internship report/work.

I hereby authorise the University/college authorities to upload this dissertation on the dissertation repository or anywhere else as the UGC regulations demand and make it available to any one as needed.

Mr. Shreevesh Pradeep Naik

2257

Master of Computer Application
Goa Business School

Date:

Place: Goa University

COMPLETION CERTIFICATE

This is to certify that the Internship report, “**Report of Internship at Anant Infomedia Pvt Ltd**” is a bonafide work carried out by **Mr. Shreevesh Pradeep Naik** under my mentorship in partial fulfilment of the requirements for the award of the degree of Master of Computer Application in the Discipline of Computer Science and Technology at the Goa Business School, Goa University.

Signature and Name of Mentor

Date:

Signature of Dean of School/HoD

School/Department Stamp

Date:

Place: Goa University

OFFER LETTER



www.anant.co.in

ANANT INFOMEDIA PVT. LTD.

Dated: 05-06-2024

To,

Shreevesh Pradeep Naik

PR No: 201908981

H.No. 226,

Surchem Bhat, Cumbarjua,

Marcela, Tiswadi Goa – 403107

Subject: Internship appointment letter

Dear Shreevesh Pradeep Naik,

This is in response to your application for Internship program at Anant Infomedia private limited. We would like to extend our heartiest congratulation on your selection for internship program with Anant Infomedia private limited based at F3 Minum residency, 4th Floor 18 June Road Above HDFC bank Panaji Goa 403001. Your internship duration will be for six months starting from **04th January 2024**. During the internship program with Anant Infomedia private limited stipend of 10,000/- (Ten Thousand Only) per month will be paid to you.

After successfully completing internship program with Anant Infomedia, if found suitable Anant Infomedia will offer a regular employment to you.

Once again congratulation on your selection and all the best for your future endeavors.

Authorized Signatory

A handwritten signature in blue ink, which appears to read "Thaisen", is written over a circular blue stamp. The stamp contains the text "ANANT INFOMEDIA PVT. LTD." around the perimeter.

(Thaisen Khan)

Sr. Manager Admin & Finance.

Registered Office : F3, Minum Residency, Above HDFC Bank, 18th June Road, Panaji, Goa - 403 001
Correspondence Address : F3, Minum Residency, Above HDFC Bank, 18th June Road, Panaji, Goa - 403 001
E-mail: spv@anant.co.in | Visit us at www.anant.co.in

INTERNSHIP COMPLETION CERTIFICATE



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TO WHOM IT MAY CONCERN

This is to certify that **Mr. Shreevesh Pradeep Naik, S/O Pradeep Pandurang Naik**, a student of MCA (Master in Computer Application) Goa University, Taleigao Plateau Goa- 403206 holding **PR No: 201908981** has successfully completed a five months internship at **Anant Infomedia Private Limited** from **04th January 2024 to 06th June 2024**. During this period, he was found to be punctual, hardworking and inquisitive and has demonstrated exceptional dedication, skill and professionalism.

Kindly note that due to our non disclosure agreement with our clients, we are strictly prohibited from revealing any client details on the projects he has worked on.

We wish him all the best in all his future endeavors.

For, Anant Infomedia Private Limited.

A blue circular stamp of Anant Infomedia Private Limited with a handwritten signature in blue ink over it.

Authorized Signature

Registered Office : F3, Minum Residency, Above HDFC Bank, 18th June Road, Panaji, Goa - 403 001
Correspondence Address : F3, Minum Residency, Above HDFC Bank, 18th June Road, Panaji, Goa - 403 001
E-mail: spv@anant.co.in | Visit us at www.anant.co.in

ACKNOWLEDGEMENT

I am privileged to have completed my internship at Anant Infomedia Pvt Ltd. This experience provided me with a fantastic opportunity for learning, professional development, and growth.

I extend my heartfelt gratitude to Mrs. Jyoti Pawar (Dean, Goa Business School, Goa University), Mr. Ramdas Karmali (Professor and TPO, MCA, Goa Business School, Goa University), Mr. Ramrao Wagh (Program Director, MCA, Goa Business School, Goa University), Mr. Hanumant Redkar (Assistant Professor, MCA, Goa Business School, Goa University), and all the faculty of MCA, Goa University for their constant encouragement and support during my project work.

I would like to thank Mr. Kiran Kulkarni (Director of Operations, AIPL), Mr. Thaisen Khan (Sr. Manager Admin & Finance), and Mr. Savio Baretto (Project Lead) for extending this opportunity to work on significant projects. Their guidance, patience, and encouragement were instrumental throughout my internship.

I express my sincere gratitude to my guide and mentor, Ms. Sahista Khan (Team Lead), and my team members, especially Mr. Claygen Abreu (Software Developer), whose assistance and encouragement greatly facilitated my progress on the project.

I would like to thank my family and friends for the love, support and encouragement they provided me during this internship cannot be forgotten.

Special appreciation goes to the entire team at Anant Infomedia for their attentiveness and support, enabling me to fulfil my responsibilities promptly and effectively.

Mr. SHREEVESH PRADEEP NAIK

EXECUTIVE SUMMARY

This report gives an overview of my internship at Anant Infomedia Pvt. Ltd., focusing on key projects, challenges, and lessons learned. The internship provided a broad understanding of the software development process, including analysis, coding, testing, and deployment.

During the internship, I worked on several projects like developing automailers, dynamic report generation, and database management. Notable projects, such as the Doctor Performance Summary automailer and the Input Planned Data automailer, showed my ability to create automated reporting systems using HTML, CSS, PHP, and MySQL.

A major challenge was adjusting to the new work environment and moving from academic life to a professional setting. It was challenging to understand and work with existing code, add new features, and ensure they worked with modern technologies. Additionally, working in a virtual environment had communication barriers, which we overcame using digital tools and clear communication channels.

The internship also involved learning corporate practices like writing professional emails, being punctual, and regular reporting. These experiences helped me develop professionalism, time management skills, and an understanding of company protocols.

Through dedication and hard work, I overcame these challenges and gained valuable insights into the software industry. This experience improved my technical skills and my ability to work effectively in a professional environment.

In conclusion, the internship at Anant Infomedia Pvt. Ltd. was a great learning opportunity, providing practical experience and significantly contributing to my professional growth. I am thankful for the guidance and support from my mentors and team members, which made the internship productive and enriching.

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CHAPTER 1: ORGANISATION/COMPANY

1.1 Bird-eye-view

1.1.1 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 that was established in August 2001. Headquartered in Panjim, Goa, it stands as a premier IT firm with a rich history of over a decade in the industry. Over the last seven years, Anant Infomedia Pvt. Ltd has specialized in Pharma-Customer Relationship Management (CRM) and Sales Force Automation Software.

Dedicated to providing end-to-end solutions, the company offers Software as a Service (SaaS) on various platforms including web, mobile, and tablet. With a team of more than 80 employees, Anant Infomedia Pvt. Ltd operates not only from its base in Goa but also has a presence in Mumbai, catering to a diverse clientele and delivering innovative solutions tailored to their needs.

In 2011, AIPL was honored with the "BEST IT SOLUTION PARTNER" award by Abbott Nutrition. Specializing in cloud CRM solutions for the Life Sciences Industry, AIPL's flagship product, RepForce, has garnered widespread acclaim.

1.2 Products/services

1.2.1 Introduction



The company's flagship product, “**RepForce**”, is a Cloud CRM solution tailored specifically for the Life Sciences industry. With a focus on simplicity and impeccable service, RepForce empowers Life Sciences companies to build extraordinary relationships with their customers, employees, and stakeholders. Serving over 35,000 users across six countries, RepForce is India's leading Sales Force Automation (SFA) solution in the Software as a Service (SaaS) model.

Crafted to meet the unique requirements of the Life Sciences sector, RepForce is India's foremost Sales Force Automation (SFA) solution in the SaaS model. It offers a comprehensive, mobile-friendly, cloud-based sales force automation platform, enabling customers to enhance efficiency, optimize sales efforts, and bolster bottom lines.

1.2.2 Key Features of RepForce:

1. Master Profile: Centralize management of key entities like doctors, chemists, stockists, and hospitals.
2. Tour Planning: Assist sales teams in planning monthly and yearly tours, including workflow and approvals.

3. Reports & Dashboards: Monitor daily fieldwork activities, generate custom reports, and export them in PDF or CSV format.
4. Review Action Module: Track team progress, compare with previous reviews, and access via tablet, mobile app, or web.
5. E-detailing: Deliver offline product information via iPad/Tablet and report Daily Call Reports (DCRs) offline.
6. Expense & Leave Management: Automate expense calculations, manage monthly expense statements, workflows, approvals, and leave applications.
7. Inventory Management: Track sample and promo goods inventory, manage dispatches, assignments, reconciliations, and acknowledgments.
8. Survey Wizard: Conduct surveys to gather feedback on training programs and stakeholder satisfaction.
9. E-learning: Create and manage courses, assign employees, conduct exams, and collect feedback.

1.2.3 RepForce CRM Modules:

- Accounts Management: Hospitals, Institutions, Clinics, CnF, Stockist, Chemists
- Contact Management: Doctor Profiling, Chemist Profiling, and Interlinking
- Territory Management: Divisions, Zones, HQ, Territories, Areas, Patches
- Sales Force Reporting: Tour Plans, DCRs, Expenses, Leaves, Sales Data
- Sales Force Communications: Emails, Circulars, SMSs
- Sales Force Learnings: FAQs, Medical Dictionary, E-learning
- Sales Force Dashboards: Standard Reports, Report Generators, Analytics
- Product Management: Samples, Promos, Scientific Literature
- Targets Management: User-wise, Product Group Wise, Territory-wise

- User Management: Access Rights, Vacancies, Organograms, Hierarchy

1.3 Designation and roles:

Designation: Web Development Intern

Roles as an Intern:

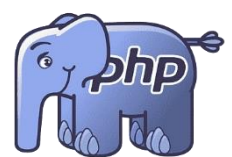
- Analyse: Conduct thorough analysis of code to ensure a clear understanding of the workings and necessary changes at hand.
- Coding: Write and implement code for given web development tasks, ensuring functionality, efficiency, and maintainability.
- Reviews: Participate in code and functionality reviews to receive feedback, ensuring code quality and correctness.
- SRS Creation: Develop Software Requirements Specifications (SRS) documents to detail the functional and technical requirements of projects.
- Testing: Perform testing of web applications to identify and fix bugs, ensuring the software meets the required standards and functions correctly.
- UAT: Giving User Acceptance Testing (UAT) to validate the functionality and confirm that the system meets the client's needs.
- Demo: Present project demos to clients, showcasing the progress and features of the developed applications.

CHAPTER 2: TASK(S) HANDLED

2.1 Technologies used

2.1.2 Languages and Databases

- **HTML:** HyperText Markup Language is the standard language for creating web pages. It provides the structure of a webpage, allowing the inclusion of text, images, links, and other elements.
- **CSS:** Cascading Style Sheets describe the presentation of a document written in HTML. It controls the layout, colors, fonts, and overall visual style of web pages.
- **JavaScript:** A versatile programming language that runs on the client side, enabling interactive and dynamic web content. It enhances user experience by allowing for real-time updates and complex interactions.
- **jQuery:** A lightweight, "write less, do more" JavaScript library. It simplifies HTML document traversal, event handling, and animation, making it easier to create dynamic and responsive web pages.
- **PHP:** A popular server-side scripting language designed for web development. It powers dynamic content on web pages by interacting with databases and handling server-side tasks.
- **Bootstrap:** Bootstrap is a free and open-source tool collection for creating responsive websites and web applications. It is the most popular HTML, CSS, and JavaScript framework for developing responsive, mobile-first websites.



- **AJAX:** Asynchronous JavaScript and XML is a technique for creating faster and more interactive web applications. It allows web pages to update asynchronously by exchanging small amounts of data with the server behind the scenes.
- **MSQL:** A widely-used relational database management system. It efficiently stores, manages, and retrieves data for applications, supporting features like data integrity, security, and scalability.



2.1.2 Tools

- **FileZilla:** A free and open-source FTP client used for transferring files between a local computer and a remote server. It simplifies tasks like uploading, downloading, and managing website files.
- **Navicat:** A robust database management tool that offers a graphical interface for MySQL databases. It supports tasks such as running queries, managing database objects, and importing/exporting data.
- **Postman:** An API development and testing tool that allows developers to send requests to APIs, inspect responses, and automate testing. It streamlines the process of debugging and developing APIs.



2.2 Projects

2.2.1 Automailers

i) Zsm automailer, Patient details automailer & Doctor performance summary

This Doctor performance summary automailer was designed to generate a daily report for Zonal Sales Managers (ZSMs) providing user-wise and zone-wise summaries of doctor performance based on the previous day's reports by Field Sales Officers (FSOs).

The report is organized with DSM-wise subtotals and zone-wise totals, followed by the total doctors. The email containing this summary is sent daily to ZSMs of the respective zones, with the National Sales Manager (NSM) in CC. The data is generated up to one day prior to the current date and updated daily.

Similarly, the Patient Details automailer was designed to generate reports of patients' visits to doctors, and the ZSM automailer was designed to generate reports of the FSOs' daily reporting data. All the required validations were added.

Implementation Process:

Data Queries: Created SQL queries to extract performance data.

Mail Body Design: Designed HTML and CSS templates for the email.

Automation Script: Developed a script to run queries, integrate data into the email template, and send the emails based on requirement when the script is scheduled.

ii) Input Planned dump data xl automailer

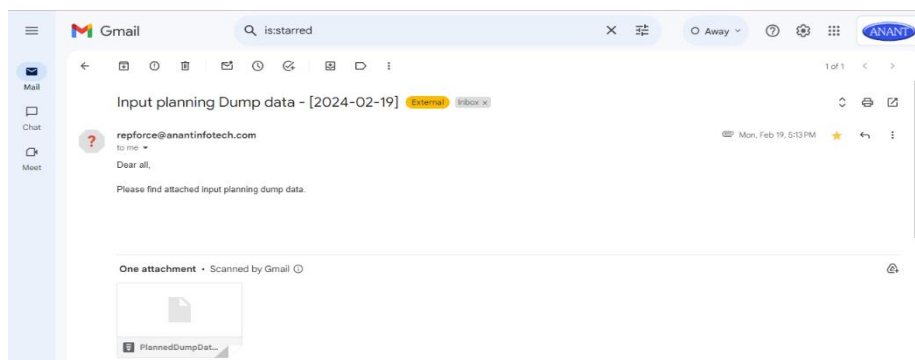
This Input planned data xl automailer was designed to generate a daily report for users with division-wise input planned data once the input planning process is completed each month.

The report consolidates input planned data for all divisions into a single file, generated

monthly following input planning activities by the Head Office (HO). It is shared exclusively with HO on a monthly basis as an attachment. The data shared corresponds to the opening of the input tagging window; for instance, if the window is open for the next month, the planning data will be extracted from the current month and shared accordingly. All the required validations were added.

Implementation Process:

- **Data Queries:** Created SQL queries to extract performance data.
- **Mail Body Design:** Designed and generated the data into excel file.
- **Automation Script:** Developed a script to run queries, integrate data into the email template and attach file, and send the emails based on requirement when the script is scheduled.



A. Gmail showing zipped xl delivered using automailer

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Division	Zone	DSM	Territory Code	Territory Name	Month	Year	Empcode	Empname	Activity	Input Name	Sbucode	Doctor Name	Specialty	TargetTag

B. Header of the input planned data xl

ORTHO-HUCKNOW-ZM - Doctor Performance Summary Report -[2024-01-22] Inbox

From: repforce@anantinfot... **Date:** 22 Jan

To: [REDACTED]

Subject: Doctor Performance Summary Report

Below is the division wise Doctor Performance Visit Summary Report.

Doctor Performance Status								
Zone Name	DSM Name	Territory Name	Name of The FSO	# Dr. No Change	Total # Dr. Downgraded	Total # Dr. Upgraded	Total Fee in last visit (Current visit (Last Month))	Total Fee in last visit (Last Month)
LUCKNOW-ZM	[REDACTED]	MUZAFFARNAGAR-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	MEERUT-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	MORADABAD-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	BAREILLY-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	DEHRADUN-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	BUNORE-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	[REDACTED]	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	GAZIABAD-POST-3	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	HATHRAS-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	AGRA-POST-1	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	GAZIABAD-POST-1	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	AGRA-POST-2	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	JHANSI-ST	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	GAZIABAD-POST-2	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	[REDACTED]	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	KANPUR-POST-3	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	GORHA-ST	[REDACTED]	11	2	0	11	11
LUCKNOW-ZM	[REDACTED]	LUCKNOW-POST-1	[REDACTED]	9	2	0	36	34
LUCKNOW-ZM	[REDACTED]	KANPUR-POST-1	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	LUCKNOW-POST-2	[REDACTED]	8	1	1	34	24
LUCKNOW-ZM	[REDACTED]	LUCKNOW-POST-3	[REDACTED]	0	0	0	0	0
LUCKNOW-ZM	[REDACTED]	[REDACTED]	[REDACTED]	28	5	1	81	69
LUCKNOW-ZM Total				28	5	1	81	69

Reply Reply all Forward

D. Doctor performance automailer showing doctor status details

2.2.2 Reports

i) Induction form

The induction form is designed for FSOs, and for managers to submit for their respective FSOs. This mandatory form contains basic questions that require yes or no answers, along with reasons for any negative responses. The form must be submitted only once.

Additionally, reports will be available for FSOs, managers, and sales administrators to extract the submitted induction form data. The FSO report will include data submitted by the FSOs themselves, while the managers' report will contain data they submitted for their FSOs. Sales administrators will have the provision to download reports that include data submitted by both the FSOs and their managers. All the required validations were added.

Implementation Process:

I worked on the Induction report generation part of this development.

Made frontend with different filters for downloading reports and added code to generate reports links in csv format.

ii) Fso effectiveness score

This feature was developed to enable DSMs to score FSOs by displaying an FSO-wise form with multiple-choice questions in a popup while filing the DCR. Upon submission, an automailer is triggered to the FSO, with the DSM and ZSM in CC, detailing the score and areas for improvement based on the selected answers. All the required validations were added.

Implementation Process:

A link was created to display the form in a popup.

The form was designed within the popup, with questions being dynamically populated.

Upon submission, the answers were stored, and an automailer was developed to send the score and feedback via gmail.

ANANT

Help Desk- 0832 6638172/0832 6638173 [03-06-2024 09:09]

Home Customers TourPlans DAR Expense Communication Activity Leave Performance S.Sales StckDisc Reports TRACER Unnati

Quick create XSL SMS SALARY INPUT FSO O.E SCORE CARD DASHBOARD SECONDARY FLASH DATA SALES DATA UPLOAD USER MANUAL SPEED DASHBOARDS

INDUCTION REPORT

Search Criteria:

*Indicates required field

*Division: *Role: *User Name:

*Year: 2024 *Month: *Report type: ☐ Manager wise ☐ Fso wise

Generate CSV Back

Server response time: 2.860835 seconds.

A. Search filter for induction form report

ANANT

Help Desk- 0832 6638172/0832 6638173 [03-06-2024 09:11]

Home Customers TourPlans DAR Expense Communication Activity Leave Performance S.Sales StckDisc Reports TRACER Unnati

Quick create XSL SMS SALARY INPUT FSO O.E SCORE CARD DASHBOARD SECONDARY FLASH DATA SALES DATA UPLOAD USER MANUAL SPEED DASHBOARDS

INDUCTION REPORT

Search Criteria:

*Indicates required field

*Division: *Role: *User Name:

*Year: 2024 *Month: FEBRUARY *Report type: ☐ Manager wise ☐ Fso wise

Generate CSV Back

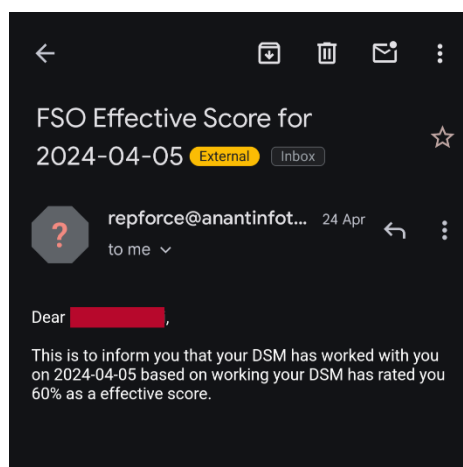
Click here to download csv : [Induction_Report_2024_05_03_091112.csv](#)

Server response time: 5.191106 seconds.

B. Link generated for report download

	A	B	C	D	E	F	G	H	I
1	Division	Employeecode	Empname	Section	Question	Answer	Remark	Submitted_on	Submitted_by

C. Headers of induction report file



D. Email sent with scores to fso

2.2.3 Feature Developments

i) Brand Availability

This feature was developed for FSOs to submit details about stock availability of brands while filing doctor DCRs. The feature was implemented on two platforms: web and webview. The frontend for report generation was also created, along with a cron script to dump CSV data at the preferred location. In this feature, brands were displayed, and users could submit details about the stock by clicking on them. All the required validations were added.

Implementation Process:

The feature was integrated into the doctor DCR filing process, and the data was stored.

A similar feature was created for the web portal.

The frontend for report generation was developed.

A cron script was written to dump CSV files every month with the stock availability details.

ii) Input Planned

This feature was developed for FSOs to submit details about inputs planned versus inputs delivered while filing chemist DCRs. The feature was implemented on two platforms: web and webview. In this development, all the planned inputs were shown, and users could select an input and enter the delivered quantity. All the required validations were added.

Implementation Process:

The feature was integrated into the doctor DCR filing process, and the data was stored.

A similar feature was created for the web portal.

*Stock available : ☒ Yes ☐ No

Brands :

SKU Name	Stock Availability
Bonspark Nasal Spray 3.7 ml	<input type="text"/>
BON D LIGHT 10'S IN	<input type="text"/>
Bon DK 60K 4's Capsules	<input type="text"/>
Bondk shot 5 ml	<input type="text"/>
BONSPARK INJECTION 750 MCG / 3.0 ML	<input type="text"/>
BONSPARK PEN 1'S	<input type="text"/>
BON-K2 TABLETS 10'S	<input type="text"/>
Bon K2 HD Tablets 10's IN	<input type="text"/>
BON NXT Tabs 15's	<input type="text"/>

Add

B. Popup to and stock availability

*Stock available : ☒ Yes ☐ No

Brands :

BON	COLLASMART
DUBINOR	EBOV
Ebov MR	ESQZ
LIZOLID	SENSUR
STILOZ	ULTRAHEAL

A. Section to select brand for stock availability

*Stock available : ☒ Yes ☐ No

Brands :

BON (1)

D. Brand when stock is added

Visited With: No One

Input Given : No

Order Received : NO

Stock Availability : Yes

Stock Available List :

SKU Name	Stock Availability
Bonspark Nasal Spray 3.7 ml	6-10

Submit

C. Preview page showing added details

Inputs Delivered

Not Given	BON K2 PS
ESQZ PS	Enter quantity
	EBOV PG PS

NEXT

H. Section to add inputs quantity

Inputs Delivered

Not Given	BON K2 PS
ESQZ PS	EBOV PG PS

NEXT

G. After adding inputs quantity

Ebov MR ESQZ

Call Duration: Act

Doctor Status: Prescriber

Brand Detailed: BON

Visited With: No One

Inputs Delivered:

Input Name	Input Quantity
BON K2 PS	1

RX Brand :

Brand Name	Brand Value
BON	1-5

Submit

F. Preview showing added inputs quantity

Home Customers TourPlans DAR Expense Communication Leave Activity Performance S.Sales Reports TRACER

Quick create: DASHBOARD FSO APP Download link IBIS Login ADP (Access Pay Slip)

Your Data will be Saved in 1:24

Field Work Date: 2024-05-24

Keyword: Description
Prescriber Consider the doctor as Prescriber only if he writing more then Rs. 2500/-
Act Short Call
Impact Long Call

Doctor Visit:

Sr No.	Contact Name	Visited With	Doctor Status	Call Duration	Detailing	Inputs delivered	Sampling	Promo	Others
1						--Select-- 0			Select

Add More Doctors

E. Input delivered in web portal

2.2.4 Others tasks

- Doc Visit Trend Report: I made all the queries dynamic based on selections and added new fields to the report.
- Brand Detailed Report: This report was developed to generate data on user visits versus planned visits, and it was downloadable in a CSV zipped format.
- Brand Matrix Dump Data: I wrote a script to fetch data from different tables and dump it into a temporary table.
- Calendar Changes: Added a calendar datepicker for improved date selection.
- SFC Changes: Activated links for SFC and updated the code to correctly retrieve data for newly added categories.
- DCR Validations: Added validations to block DCR submissions after 7 pm on the same day.
- Sample Quantity Validations: Implemented checks to ensure sample quantity limits were adhered to when submitting quantities, applicable to both web and Android platforms.
- Search Filter Changes: Enhanced the search filter functionality to show data on keypad using Select2.
- UI Changes: Updated the loader, icons, and button positioning, and added functionality to get the count of selected options for total counts.

Please Enter Your Travel Details For 2024-01-09 Below

Training Allowance Applicable : 90.00

Select User

From Town	To Town	Kms	Fare	One/Two Way	
Actual Ticket Reimbursement (Train / Bus)					
Description :		Amount :		Add	
<div style="border: 1px solid black; padding: 2px 10px; display: inline-block;">SUBMIT</div>					

A. SFC changes enables select user block

B. Validation added for sample quantity

FSO Survey

*1. For how long have you been using the updated visual aids on Ipads
☐ <1 month ☐ 1-2 months ☐ 2-3 months ☐ >3 months

*2. Please rate the extent to which you like the new modifications(fonts, designs, concepts) implemented in visual aids on ipads?
☐ Extremely Dislike ☐ Dislike ☐ Neither ☐ Little Different ☐ Very Different

*3. Please rate on how different the updated visual aid seems to you as compare to earlier version of visual aid
☐ Exactly the same ☐ Somewhat same ☐ Neither ☐ Little Different ☐ Very Different

*4. How would you rate your overall experience in detailing using the modified visual aids?
☐ Extremely Dissatisfied ☐ Dissatisfied ☐ Neither ☐ Satisfied ☐ Extremely Satisfied

*5. How beneficial is it for you to improve your brand detailing/communication with the doctor?
☐ Not at all beneficial ☐ Not beneficial ☐ Neither ☐ Beneficial ☐ Extremely Beneficial

*6. How would you rate the UNIQUENESS of the updated visual aid?
☐ Extremely common ☐ Common ☐ Neither ☐ Unique ☐ Extremely Unique

*7. How important is each of the following factors in the visual aids to improve the overall quality/effectiveness of your interaction with the doctor
 * Short and crisp content on the slide
☐ Extremely Important ☐ Important ☐ Moderate ☐ Not Important ☐ Not at all Important

C. FSO survey form

148.251.133.82 says
DCR Deviation request cannot be sent after 06:00 PM.

My Account Message To Anant Integrate Helpdesk Logout

Home Customers TourPlan

Quick create DASHBOARD FSO APP Download Link IBIS Login ADP (Access pay slip)

Daily Activity Reporting for date : 2024-05-04

As Per TourPlan-FieldWork New FieldWork Administration

Select Patch

Assolna
Lonavala
Mumbai
test
testbrick
test_patch

Select Contacts

☐ select all

☐ Non Prescriber Red
☐ Non Prescriber Orange
☐ Non Prescriber Yellow
☐ Prescriber 1 BPD
☐ Prescriber 2 BPD
☐ Deviation Submitted
☐ Deviation Rejected
☐ Deviation Approved

Sr no.	Contact Name	Speciality	Class	Patch	Type
1		Other	C	test	Doctor
2		Ortho	C	test	Doctor

D. Validation added for DCR

Gforce-M_FSO

DCR

2024-05-17

EXPENSE

ASCORIL + EXPECTORANT 60 ML PS has exceeded the limit for [redacted] in the current financial year

OK

Gforce-M_FSO

DCR

2024-05-16

EXPENSE

You are allowed to add max 12 of this sample ASCORIL + EXPECTORANT 60 ML PS to the doctor [redacted]

OK

Gforce-M_FSO

DCR

2024-05-06

EXPENSE

Doctor [redacted] has crossed defined value.Hence the doctor consent letter with pan-card is required to give further sample/ input to the doctor.

OK

E. Validation added for sample quantity android

2.3 Internship timeline

2.3.1 January 2024

Week 1 (5th - 6th):

- Attended SFA training meet online
- Created understanding documentation on SFA
- Wrote a script to create a table and dump data financial year wise

Week 2 (8th -13th):

- updated the script to handle duplicate data
- updated a script to generate data based on users designation
- added a new category in frontend of standard report and logic to get data based on that selected category

Week 3 (15th - 20th):

- created script to generate induction report
- created frontend to download report
- created migration document

Week 4 (22nd - 26th):

- created an automailer and srs and migration document for it
- fixed bug in travel plan
- bug fixing in induction form

Week 4 (29th -31st):

- activating sfc link and removing validation of km from sfc

February 2024**Week 1 (1st -2nd):**

- doing sfc changes for dsm
- smoke testing of sfc development

Week 2 (5th - 10th):

- added validation for dcr submission on web and WebView
- added validations for dcr approval
- created automailer for zsm and nsm
- changed calendar to datepicker in appraisal form

Week 3 (12th -17th):

- worked on input data automailer and xl attachment
- created form for fso survey
- added validation for fso survey and created srs
- added validation and updated srs for camp data report

Week 4 (19th -24th):

- created smoke test for fso survey form
- created responsive form for doctor detail and added modal to it

Week 5 (26th- 29th):

- designed and created form for MEA
- added validations
- created frontend to download report based on submitted data
- created srs and did testing

March 2024**Week 1 (1st -8th)**

- added new field in darwin api execution
- getting employee code and passing into api
- blocking dcr after effective date is set
- added validation for zsm expense and tested it

Week 2 (11th-16th)

- checked test cases for promotion of user and dsm
- created UAT and srs and migration document

Week 3 (18th - 23rd)

- adding stock available field in dcr module in WebView
- adding validation and getting options for stock
- creating preview and working on sync data

Week 4 (26th - 30th)

- created frontend for report generation of stock available
- created srs, smoke test and did uat changes

April 2024**Week 1 (1st - 6th)**

- adding field in from for new joinee
- added validations for fields
- worked on srs of employee master api

Week 2 (8th - 12th)

- script to dump data of stock availability
- added new field in today's reporting feedback
- created form popup and fetched questions and answers

Week 3 (15th - 20th)

- worked on getting average of selected answers and sending mails based on score
- created srs and uat for fso effective score

Week 4 (22th -30th)

- worked on detail view to display score
- made changes discussed during uat
- worked on validation and save code on web and android

May 2024

Week 1 (2nd-4th)

- created srs for input planned for WebView
- worked on web and android validations

Week 2 (6th- 11th)

- worked on web changes for input planned
- added validation and field for input planned
- worked on smoke test document for system development
- worked on changes discussed in review meet
- gave demo of 194R changes

Week 3 (13th - 18th)

- worked add and delete on edit mode of input planned
- created srs for input planned web
- did changes discussed in demo for 194R

Week 4 (20th - 25th)

- worked on web changes of brand availability
- Added the column for stock details
- worked on Report changes- removed financial year filter, added date filter
- added validations for date and made query dynamic based on dates selected
- worked on report output based on dynamic data
- updated srs for reports changes

Week 5 (27th - 31st)

- did fixes in report changes
- created ui for getting data from api and displaying it

2.4 Terminologies

- SFA: Sales Force Automation
- DCR: Daily Call Reporting
- SA: Sales Admin - The user that heads all the divisions 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

CHAPTER 3: LEARNING

- **Company Operations:** Understanding how the company operates, including the collaboration between different departments and the overall workflow, provided insight into the organization's structure and how each individual contributes to shared objectives.
- **Coding Practices:** I learned how to write clean and efficient code. These practices make it easier to read, understand, and update the code.
- **Beyond Coding:** Recognizing that a company's operations extend beyond coding involves project planning, teamwork, and effective communication with clients, all of which are crucial for the successful execution of projects.
- **Email Communication:** Improving proficiency in crafting professional emails ensures clarity and conciseness, fostering effective communication with colleagues and clients, thereby strengthening professional relationships.
- **Creating Automailers:** I learned how to send automated emails.
- **Generating CSV Files:** Mastering the creation of CSV files using PHP involves extracting data from databases and formatting it accurately, facilitating data analysis and reporting tasks.
- **Database Management:** Gaining knowledge of database management includes understanding the creation and maintenance of tables within the database, which is fundamental for organizing and accessing data efficiently.

CHAPTER 4: CHALLENGES

- During my internship, I faced initial struggles adjusting to a new work environment and handling new responsibilities.
- Dealing with existing code and functions was hard. I had to understand how everything was set up, add new features, and make sure they worked well with modern tech standards.
- Working together online had its problems too, like trouble communicating and not being able to meet face-to-face. We had to rely on digital tools, set clear ways to talk, and stay connected as a team even though we weren't in the same place.
- Getting used to how things worked in a corporate setting was another challenge. Writing professional emails, being punctual, and sending daily reports were new for me. Learning to be professional, manage time well, and follow company rules was important.
- Following the company's rules and ways of doing things was tricky, especially at the start. I had to understand and follow the right steps, follow industry rules, and fit into the company's way of doing things to keep things running smoothly.
- But, by staying committed and focused, I saw these challenges as chances to learn and grow. Talking to guide and working on projects taught me a lot about the software industry and made me better at what I do. Even though there were tough times, each challenge helped me grow personally and professionally.
- Overall, my time at Anant Infomedia Pvt. Ltd was an amazing learning journey. I'm grateful for the chance to work with a great team and for all the skills and knowledge I gained during my internship.

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Appendix I: Photos while you are at work

