



## Nestlé Sales Mobility

Nestlé Sales Mobility is an Android application which enables Nestlé sales teams to record orders, from different points of sales, offline. Process of Nestlé sales is divided into following three steps:

- 1 Order Booking
- 2 Invoice Generation
- 3 Goods Issue Note

This application is designed to automate Order Booking process of Nestlé sales management system. Orders are recorded offline and later these records are synced back into the central database.

This solution provide following benefits:

- Automation of Order Booking Process
- Offline Storage in Absence of Network
- Lazy Synchronization in-between Central Database and User Database

**Customer**  
Nestlé

**Industry**  
Manufacturing

**Offering**  
Software Product  
Engineering

### About the Client

Nestlé Pakistan is an \$800 Million revenue subsidiary of Nestlé SA, the global food giant. Nestlé Pakistan today is the leading Food & Beverages Company in Pakistan with key focus on Nutrition, Health and Wellness and reaching the remotest of locations throughout Pakistan to serve consumers. Its primary product lines are milk based products, beverages, bottled water and other food products.

## Product Features

### Order Booking

The most important feature of this application is Order Booking. Salesperson, who is an application user, selects the 'route' and 'point of sale'. Then salesperson selects a product and adds its quantity. It is repeated as many times as required. Tax calculation and total value summaries are calculated implicitly and are displayed. When the order is complete it is manually saved by touching 'save' button. An order can be edited any time and even after being saved.

### Promotions

The promotions screen shows which promotions are currently active. One can see details of a promotion as well. There could be multiple types of promotions and these are applied when a product or line item is added in an order.

### Orders History

An order history screen is provided which allows viewing of currently taken orders. It also provides status of order whether it is synchronized back to main database or not. An unsynchronized order can be edited. Synchronization process removes history previous than last fourteen days (by default).

### Sales History

Two screens are provided to view sales history. One provides history grouped by 'Point of Sale' and second provides history grouped by 'Product'. 'Start and end dates' and 'Point of Sales' options to find an order are provided.

### Inventory

A screen is provided to view current inventory. It provides list of products and currently present quantity. An option to view currently present products is provided.

### Synchronization

Synchronization is backbone of the system. Each device is associated to a salesperson and it is synchronized once a day. Two types of data are being synchronized:

#### Meta data

It includes; Salesperson Information, Routes (which are scheduled for the salesperson), Point of Sales Information, Inventory Snapshot, currently Active Products, and currently Active Promotions.

#### Transactional data

It includes; Orders information, Orders Details, History of last Fourteen Days,



Customer Orders	
OB09Thu	MOON BAKERS (SSG)
Select Brand	3 (NIDO 24X400G)
SKU: 3	Qty: Rpl:
<input type="button" value="Add"/>	<input type="button" value="Save"/> <input type="button" value="Reset"/> <input type="checkbox"/> All Prods
Shop Address: MOON MARKET	
WHT: 0.000	Tax: 0.000
Discount: 0.000	Net Sales: 10298.135
<b>Product Name</b>	<b>Qty Repl Price</b>
NIDO 24X400G	12 0 248.75
EVERYDAY PWDR 576X14G	6 0 7.356
MILKPAK SLIM 12X1000 ML	48 0 82.417
NIDO 12X910g	6 0 552.167

Customer Orders	
OB09Thu	MOON BAKERS (SSG)
NIDO POWDER	397 (NIDO 12X910g)
SKU: 397	Qty: Rpl:
<input type="button" value="Add"/>	<input type="button" value="Save"/> <input type="button" value="Reset"/> <input type="checkbox"/> All Prods
Shop Address: MOON MARKET	
WHT: 0.000	Tax: 0.000
Discount: 0.000	Net Sales: 10298.135
<b>Product Name</b>	<b>Qty Repl Price</b>
NIDO 24X400G	12 0 248.75
EVERYDAY PWDR 576X14G	6 0 7.356
MILKPAK SLIM 12X1000 ML	48 0 82.417
NIDO 12X910g	6 0 552.167

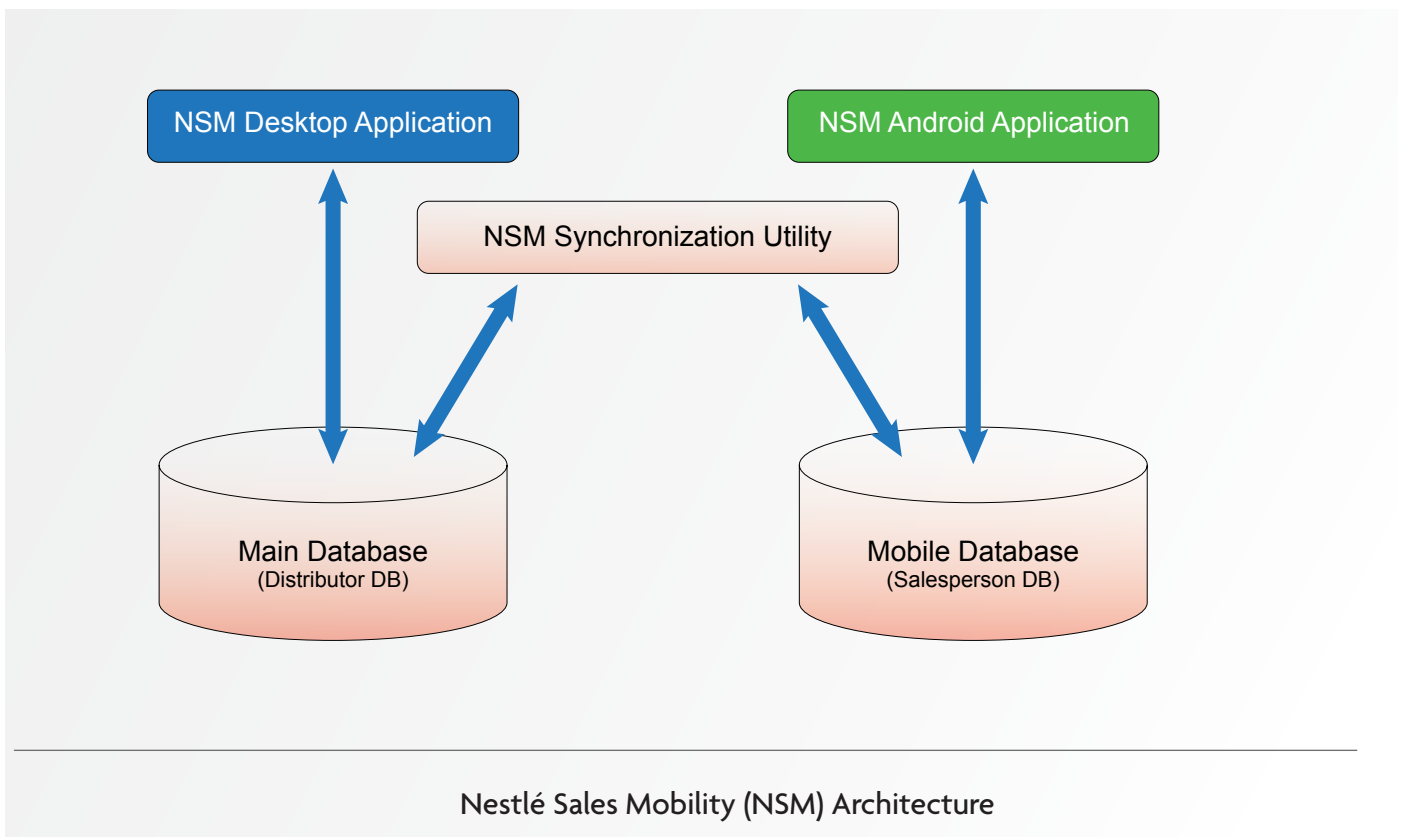
Shop Product History	
Start Date: <input checked="" type="checkbox"/> 6/2/2014	<input type="button" value="Pick Start Date"/>
End Date: <input checked="" type="checkbox"/> 6/2/2014	<input type="button" value="Pick End Date"/>
Shop: <input type="text" value="Select"/>	<input type="button" value="Search"/>
Amount: 13071.47	Discount: 0.00
Tax: 0.00	Total: 13071.47
<b>Product Name</b>	<b>Quantity Product Code</b>
NIDO 24X400G	12 11430248
EVERYDAY PWDR 576X14G	6 12177030
MILKPAK SLIM 12X1000 ML	48 12148629
NIDO 12X910g	11 12194571

Inventory	
<input checked="" type="checkbox"/> Complete Inventory:	
<b>Product Name</b>	<b>Gms/Ltr Qty</b>
AL 110 12X400G	400 141
BERRYLICIOUS NECTAR 12 x 1000 ml	1000 1000
CER 3 FRUIT 320X25G PROBIO	25 8866
CER 3FRUIT PB 24X350G	350 3057
CER 3FRUIT PB 48X175G	175 0
CER BAN PB 48X175G	175 0
CER HONEY PB 48X175G	175 25
CER ORG APL PB 48X175G	175 2562
CER RICE 320X25G PROBIO	25 498
CER RICE PB 48X175G	175 2118
CER SBRY APL PEAR PB 48X175G	175 4141
CER WHEAT 320X25G PROBIO	25 342
CER WHEAT PB 24X350G	350 1452
CER WHEAT PB 48X175G	175 1022
CERELAC BL Ygt AppPearBan 48x175g	175 1639
CERELAC BL Ygt Mango Org 48x175g	175 334
CORN FLAKES 18X150g N2	150 0
CORN FLAKES 18X275g N2	275 11
EVERYDAY 12X1KG	1000 3374
EVERYDAY 24X400G	400 4891

## Application Architecture

The Application NSM Android Application is native Android application. NSM Desktop Application and Synchronization Utility are built in .NET framework. Main Database is a MS SQL Server. Mobile database is built in a SQLite database.

For synchronization a utility is made which has different synchronization options like Fresh sync, Assign device to a salesperson, Normal synchronization (described above).



## Software Product Engineering

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Techlogix provides technology development teams that can address the full product lifecycle including conceptualization, detailing of functional specifications, user experience design, software development, testing and verification, release management, product maintenance and support activities. Our SPE practice covers engagements ranging from complete platform development to specific module development to targeted enhancements on existing products. Developing complex, high performance web scale platforms with multiple front ends including mobile and HTML is a particular focus area.

## Contact

For more information, contact [info@techlogix.com](mailto:info@techlogix.com)

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## About Techlogix

Techlogix is an IT Services, Consulting and Business Solutions company that helps its global clientele achieve enterprise transformation by harmonizing people, process, and technology. Techlogix builds high performance solutions using practice-specific delivery methodologies that utilize its globally distributed development teams. Our people combine the spirit of engineering excellence with a strong commitment to end-to-end customer experience. Techlogix employs approximately 300 people in 5 delivery centers worldwide as of January 1, 2014.

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