

<b>MobileERP CRM Steps</b>	= Marketing	> Networking	> Pre-Sales	> Offer	> Sales	> Support
	> 1	2	3	4	5	6
<b>1. Marketing</b>	= Website+Domain+SE	PPC-Pay Per Click	Bulk Sms/Email/Phone	Advertisements/Banners	Exhibitions / Seminars / Showroom	Tender
<b>2. Networking</b>	= Affiliates	Resellers/Dealers	Branch/SalesForceAuto	Franchise Partners	Network Marketing	Social Networking
<b>3. Pre-Sales</b>	= Leads Recording	Leads Followup	Meetings	Demonstrations	Trial Runs	Customer Visit/Referances
<b>4. Offer</b>	= E-Com Website	Auction Website	Offer/Quotation	LME Based Offers	Bids Preparations	Pricelist/Scheme/Upsell
<b>5. Sales</b>	= Advances Sales	Credit Sales	Subscription/AMC Sales	Retail Outlet Cash Sales	Forecasting Sales	BOT Project Sales
<b>6. Support</b>	= Customer Selfservice	Partner SelfService	1800-Toll Free Support	Online Chat Support	SMS/Mobile Support	Ticket based Support

<b>MobileERP MRP Steps</b>	= Planning	> Purchasing	> Subcontracting	> Manufacturing/Service	> Fulfillment	> Document processing
	> 1	2	3	4	5	6
<b>1. Planning</b>	= Capacity Planning	Production Planning	Subcontractor Planning	Purchase Planning	Manpower Planning	Financial Planning
<b>2. Purchasing</b>	= MRP/ROP/Blanket	Asset Purchase	Imports Purchases	Supermkt/Consumables	Project/Service Based	Subcontract purchase
<b>3. Subcon</b>	= Order w/o Material	Order w/part Material	Order All-Mat/Lab/Mach	Subcon Stores mgmt	Progress Reporting	Subcon billing
<b>4. Mfg/Service</b>	= Shopfloor Management	Machine Loading	Cylinder Filling Mgmt	Project Management	Batch Formulation	Repair/Service Mgmt
<b>5. Fulfillment</b>	= Order based dispatch	JIT Dispatch	Consumption based	Kanban based Dispatch	Project based delivery	Transporter Tracking
<b>6. Processing</b>	= Excise/VAT/GST Doc	Exports Docs	Subcon Documentation	Industry Specific Docs	Packing/Billing	Payment Followup

<b>MobileERP SCM Steps</b>	= Inward/GRN	/ Outward/MRN	/ Quality Management	/ Maintenance Management	/ Stock Management	/ Quality Standards
	> 1	2	3	4	5	6
<b>1. Inward</b>	= Stores/CFA Inward	Warehouse Inward	Consignee Inward	Subcon Inward	Weigh Bridge Inward	Barcode Inward
<b>2. Outward</b>	= Stores/CFA Outward	Warehouse Outward	Consignee Outward	Subcon Outward	Weigh Bridge Outward	Barcode Outward
<b>3. Quality</b>	= Incoming QC	Shopfloor Line QA	Outgoing QC	Subcon QC	Service QC	Asset QC
<b>4. Maintenance</b>	= Plant/Machines	Aircraft/Vehicals	Property	Computers	Utilities/Services	Assets
<b>5. Stock</b>	= Stock Transfer	Stock Reconciliation	Customer Returns	Returns to Suppliers	Salvage	Stockcard / Asset Log
<b>6. Standards</b>	= ISO 9000 / ISO27000	6-Sigma/KPI/BS/80-20	HACCP/GMP	P-CMM/CMMi/Excel Pivot	APICS/COPC/US GAAP/SCH 6	HIPAA / Rosettanet /BI

<b>MobileERP ADMIN Steps</b>	= Human Resource	/ Payroll	/ Financials	/ Taxation	/ Costing	/ Front Office
	> 1	2	3	4	5	6
<b>1. HR</b>	= Recruitment	Joining	Orientation/Training	Discipline/Work/Userrights	Reporting/Appraisal	Reward/Resignation
<b>2. Payroll</b>	= Leave / Leave Encash	Attendance/OT	Payroll/Bonus/ProfTax	Claims/Loans/Welfare	Legal management	PF/Grduity/ESIC
<b>3. Financials</b>	= AR-Receivables	AP-Payables	GL-Ledger Management	Bank Reconciliation	Financial Reporting	Mgmt. Reporting
<b>4. Taxation</b>	= Tax Compliances	Excise	VAT/CST/GST	Service Tax	Form16/Form16A/TDS	Statutory Reporting
<b>5. Costing</b>	= Stock Valuation	Asset Depreciation	Cost Center based	ABC-Activity based cost	Product Est Costing	Estimation/RateAnalysis
<b>6. Front Office</b>	= Visitor Inward/Outward	Document In/Out	Vehical Inward/Outward	Legal management	Library Management	Employee punch mgmt