

MobileERP ONE PAGE M B A - MobileERP Software components, modules and architecture

MobileERP CRM Steps	= Source	Generate	Option 1	/	Option 2	/	Option 3	/	Option 4	/	Option 5	/	Option 6	/	DailyReporting Work
1. Marketing	= MarketingBudget	Campaigns	Website+Domain		SE+PPC-Pay Per Click		Bulk Sms/Email/Phone		Advertisements/Banners		Exhibitions / Seminars / Showroom		Tender		CamapignWorkdone Followup
2. Networking	= Territory	PartnerProgram	Affiliates		Resellers/Dealers		Branch/SalesForceAuto		Franchise Partners		Network Marketing		Social Networking		Salesmen Targets Followup
3. Pre-Sales	= InfoRequest	Leads	Leaflets		CaseStudies / Help / FAQ		Meetings		Demonstrations		Trial Runs		Customer Visit/Referances		Pre-sales Followup
4. Offer	= CustomerRFQ	Inquiry/Quotation	E-Com Website		Auction Website		Offer/Quotation		LME Based Offers		Bids Preparations		Pricelist/Scheme/Upsell/Crossell		Quotation Followup
5. Sales	= Customer	SalesOrder	Advances Sales		Credit Sales		Subscription/AMC Sales		Retail Outlet Cash Sales		Forecasting Sales		BOT Project Sales		DespatchAdvise Followup
6. Support	= ServiceRequest	ServiceOrder	Customer Selfservice		Partner SelfService		1800-Toll Free Support		Online Chat Support		SMS/Mobile Support		Ticket based Support		ServiceWorkDone Followup

MobileERP MRP Steps	= Source	Generate	Option 1	/	Option 2	/	Option 3	/	Option 4	/	Option 5	/	Option 6	/	DailyReporting Work
1. Planning	= Forecast	Planning	Capacity Planning		Production Planning		Subcontractor Planning		Purchase Planning		Project/Manpower Planning		Financial Planning		Planningdone Followup
2. Purchasing	= Planning	Indenting/PO	MRP/ROP/Blanket		Asset Purchase		Imports Purchases		Supermkt/Consumables		Project/Service Based		Subcontract purchase		Purchase Billing
3. Subcon	= Planning	Jobworkorder	Order w/o Material		Order w/part Material		Order All-Mat/Lab/Mach		Order Labour Services only		Transport order		InProcess Subcontracting		Subcon Billing
4. Mfg/Service	= Planning	Workorder	Shopfloor Management		Machine Loading/Log		Cylinder Filling Mgmt		Project Management		Batch Formulation		Repair/Service Mgmt		Shopfloor Tracking / DPR
5. Fulfillment	= SalesOrder	Dispatch	Order based dispatch		JIT Dispatch		Consumption based		Kanban based Dispatch		Project based delivery		Transporter based delivery		Transporter Tracking
6. Processing	= Dispatch	SalesInvoice	Excise/VAT/GST Doc		Exports Docs		Subcon Documentation		Industry Specific Docs		Packing/Billing		Payments Received		Payments Followup

MobileERP SCM Steps	= Source	Generate	Option 1	/	Option 2	/	Option 3	/	Option 4	/	Option 5	/	Option 6	>	DailyReporting Work
1. Inward	= PurchaseOrder	GRN	Stores Inward		Warehouse Inward		Sp Inward (Diesel / Cylinder)		Consignee/Subcon/CFA Inward		Workcenter (Barcode) Inward		BulkMaterial (WeighBridge) Inward		Delayed Material Delivery
2. Outward	= Job/WorkOrder	MIN	Stores Outward		Warehouse Outward		Sp Outward (Diesel / Cylinder)		Consignee/Subcon/CFA Outward		Workcenter (Barcode) Outward		BulkMaterial (WeighBridge) Outward		Delayed Material Issued
3. Quality	= GRN/WO/MoveLot	QC	Incoming QC		Outgoing QC		Sp or Service QC		Subcon QC		Shopfloor Line QA		Weight QC		NCR Closure
4. Maintenance	= Maintenance Sch	MaintenanceLog	Plant/Machines		Aircraft/Vehicals		Property		Computers		Utilities/Services		Assets		Breakdown History
5. Stock	= Stock Movement	Store Transactions	Stock Transfer		Stock Reconciliation		Customer Returns		Returns to Suppliers		Salvage		Asset Transfer Log		Material Shortages
6. Standards	= Standards	Documentation	ISO 9000 / ISO27000		6-Sigma/KPI/BS/80-20		HACCP/GMP/FMEA		P-CMM/CMMI/Excel Pivot		APICS/COPC/US GAAP/SCH 6		HIPAA / Rosettanet / BI		Measurement & Analysis

MobileERP ADMIN Steps	= Source	Generate	Option 1	/	Option 2	/	Option 3	/	Option 4	/	Option 5	/	Option 6	>	DailyReporting Work
1. HR	= Manpower needs	Employee	Recruitment	>	Joining	>	Orientation/Training	>	Discipline/Work/Userrights	>	Appraisal - Self/360deg/BS/SkillMat	>	Reward/Resignation		Manpower shortages
2. Payroll	= Employee	Payroll	Leave / Leave Encash	>	Shift	>	Attendance/OT	>	Claims/Loans/Welfare	>	Payroll/Bonus/ProfTax	>	PF/Graduity/ESIC		Daily Latecomers/OnLeave/Absent
3. Financials	= Sales/Purchase	Voucher	AR-Receivables	/	AP-Payables	/	GL-Ledger Management	/	Bank Reconciliation	/	Financial Reporting	/	Mgmt. Reporting		Daily Bank Balances
4. Taxation	= Tax Compliances	Statutory Reporting	Local/Professional Tax	/	Excise	/	VAT/CST/GST	/	Service Tax	/	Form16/Form16A/TDS	/	PF/Graduity/ESIC		Daily Tax Compliance Failure
5. Costing	= Sales/Purchase	Costing	Stock Valuation	/	Asset Depreciation	/	Cost Center based	/	ABC-Activity based cost	/	Product Est Costing	/	Estimation/RateAnalysis		Costing Delivery Failures
6. Front Office	= Reception Log	Visitor Card	Visitor Inward/Outward	/	Document In/Out	/	Vehical Inward/Outward	/	Legal management	/	Library Management	/	Employee punch mgmt		Front Office recording failures

> ↓ Means Flows / means Either OR

MOBILEERP IMPLEMENTATION WORK TASK LIST

MobileERP Startup Steps	Modules	Components	CRM	MRP	SCM	HRM	FRM	ORM	Work
1	Data Collection	Masters	Customer	Item	Supplier	Employee	Accounts	Assets	Collection->Formatting->Migrate
2	Data Collection	Trees	SalesOrgTree	BOM Tree	SupplyChain	OrganizationChart	AccountsTree	AssetTree	Collection->Formatting->Migrate
3	Data Collection	Structures	Pricelist	Process	Stores	Pay/Leave	TaxStructure	Depreciation	Collection->Formatting->Migrate
4	Data Entry	Transactions	Quotation	Planning	Indent/PR	Recruitment/Exit	Cost Center	AssetLog	Trial Run->Demo->MOM->Customization
5	Data Entry	Transactions	Sales Order	ProductionOrder	PO/GRN/MI	Attendance	Voucher	Asset Sale	Trial Run->Demo->MOM->Customization
6	Data Entry	Transactions	Sales Invoice	ShopfloorControl	Purchase Invoice	Payslip	Posting SI/PI	Asset Purch	Trial Run->Demo->MOM->Customization
7	Data Entry	Voucher	Sales Voucher	Stock Voucher	Purchase Voucher	Expense Voucher	GL/Contra	Asset Voucher	Trial Run->Demo->MOM->Customization
8	Print	Reports	Customer History sheet	Route Sheet/WO	Stock Card	Musteroll/Payslip	BL/PL/Statement	SLM/WDV	Trial Run->Demo->MOM->Customization
Indian Statutory	Print	Excise	PLA Register	RG 23 D	RG 23 A I & III	Form 27	Excise Computation	RG 23 C	Form 2 / CT3
Indian Statutory	Print	VAT	Sales Register	Stock Register	Purchase Reg	Professional Tax	VAT Computation	Asset Register	201 A,B,C
Indian Statutory	Print	Service Tax	Sales Register		Purchase Reg	Contract Reg	ST Computation		ST3

