

# **User Manual**

## **Sales Funnel Management System (SFM2.0)**



**Developed By**

**Trisoft Solutions**

#261, NS Complex, Triveni Road,  
Gokula I Stage II Phase  
Bangalore - 560 054. INDIA  
Ph: +91-80-23572418  
E-mail : [trisoft@trisoftsol.com](mailto:trisoft@trisoftsol.com)  
Web: [www.trisoftsol.com](http://www.trisoftsol.com)

# Table of Contents

Synopsis .....	4
Scope .....	4
Flow Chart.....	5
General features.....	6
Master.....	6
Customer Master .....	6
Executive Master .....	7
Dealer Master .....	8
Primary Settings .....	8
Administrator.....	8
New user .....	9
Change Password .....	9
Menu assignment.....	9
Branch Entry.....	11
Enquiry Posting - Add .....	11
Enquiry Posting - Modify .....	11
Offer details Update .....	13
Offer follow up entry .....	14
Order Receipt entry.....	14
Order lost entry .....	15
Enquiry allotment .....	15
Bid Cell Entry.....	16
Enquiry allotment .....	16
HO Entry.....	16
Enquiry review .....	16
Enquiry Posting - Add .....	17
Enquiry Posting - Modify .....	18
Target Setting .....	20
MIS.....	21
Graphical Analysis .....	21

Reports .....	21
Enquiry Status.....	21
Offer report.....	22
Order Receipt Report .....	22
Order Lost Report .....	22
Tools .....	23
Customise .....	23
Calculator .....	23
Calendar .....	23
Contents.....	23
About .....	23
Developer Info: .....	23

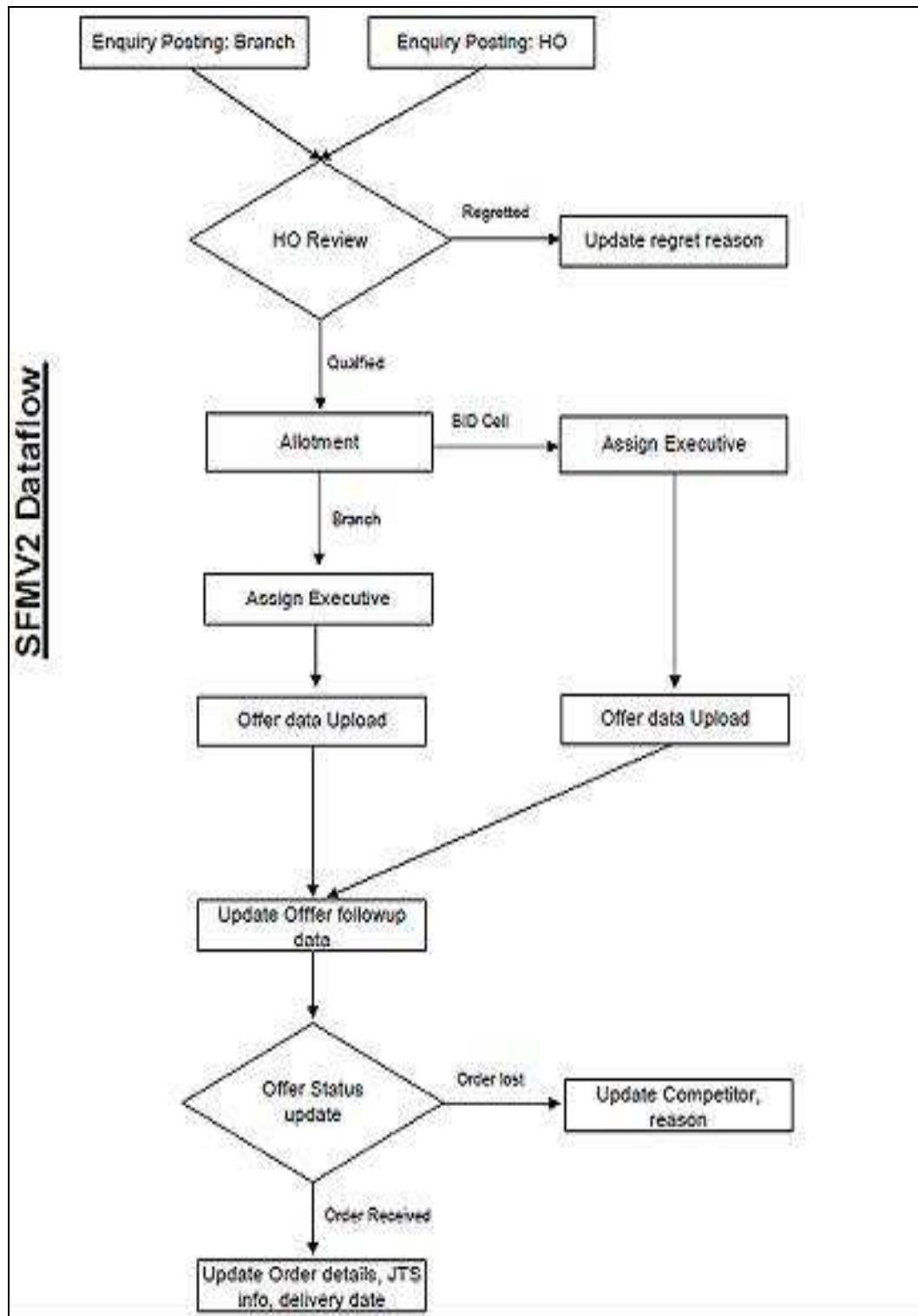
## **Synopsis**

It is an electronic system for registering all the enquiries generated and monitoring /reviewing / tracking till its closure. An enquiry will stand closed once order received or order lost. Either of the entries to be logged against each enquiry. Order receipt entry should mandatorily have JTS No.

## **Scope**

The system is conceived with an assumption that all locations are connected through VPN/Internet and executives/commercial managers will have access for updating and viewing the relevant information in the client server application. The database will reside in server at CACS.

## Flow Chart



## General features.

1. Data entry screens ensure that mandatory information are fed before clicking Save button. Save button will be enabled for clicking only after user gives all the mandatory information
2. To come out of the screen, click 'Back' button or press 'Esc' key.
3. If the list contains more information than its height, a scroll bar will appear automatically.
4. For adding new details, provide necessary information and click 'Add' Button.
5. For modifying an existing record, select the required record and make the changes. Finally click 'Modify' button to save the information.
6. Deletion of records: For this, click the required record in the details list. Now press delete key. However there will not be delete facility for critical data.
7. Certain information are shown with green background. These are not editable and provided for the sake of information only.
8. Advanced search: Search option is available for all columns of the list. For this, user has to click the header of the required column. Then filter the list by typing few characters of the required record. Also it need not be first characters.

To open the application, double click "SFM V2" icon. You need to enter correct username and password to get into the application. The username/password details will be intimated separately.

## Master

Master Entries will capture the basic inputs such as Customer, Dealer, Executive and other primary inputs. The details captured here will be picked up in transactions.

### Customer Master

The customer details such as Name, address, PIN, Phone, Email, Segment, Category, Type, Status will be captured. Enter the detail and click on 'Add' button to create a new customer.

**SFMV2 - [Customer]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Name:  Phone:

Address:  Email:

Segment:  Category:

Code:  (Auto) Type:  Status:

Rate contract:  Add

Code	Name	Address 1	Address 2	Address 3	PIN	Phone	Email	Rate Contr
40002	4JEnterprises	# 25/26 Jalaguru ...	Gangamma Temple	Jalahalli ,Bangalore	560013	91-8884254679	4jenterprises@g...	N
70001	7 Star Cold Stora...	Off. B- 139,	Subzi Mandi, Aza...	Delhi	110033	09899836777	kds7771alitt@gmail...	N
A0173	A B Mauri India P...	Chandmari More, ...	Kalyani	Nadia	741234	03325891684	dineshkumar@ab...	N
A0317	A B Mauri India P...	D7/2A, Lote MIDC	Taluka Khed, Dist...	Maharashtra	415722	02356272222	mma.bakshi@ab...	N
A0001	A B Mauri Pvt Ltd	No-2/15,Ganapat...	Teynampet	Chennai	600018	044-24320321_03...	yet to be modified	N
A0208	A C Gallery	XII - 694-14, Fortu...	Poothole Road, T...	Kerala	000000	0487- 2361949		N
A0197	A C Gallery, Trichur	Kerala			000000			N

## Executive Master

The executives details such as Name, Designation, Email address, mobile number and location can be updated here. Option provided to set status "In Service" or "Dropped".

**SFMV2 - [Executive Master]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Name:  Designation:

E-Mail:  Mobile No:

In Service:  Location:  Modify

Name	Designation	Email-id	Mobile No	Location	In Service
Ajay	Sr.Engineer	ajay@rinac.com	9845234209	Bid Cell	Y
Akash Singh	Executive	akash@rinac.com	9212224054	New Delhi	Y
Bijo Joseph	Branch Manager	bijojoseph@rinac.com	9445009612	Chennai	Y
<b>Chirag Kashyap</b>	<b>Dealer Sales</b>	<b>chirag@rinac.com</b>	<b>9821999235</b>	<b>Mumbai</b>	<b>Y</b>
Dipendu Debnath	Manager	dipendu@rinac.com	9903889879	Kolkata	Y
Gaurav Kumar Singh	Engineer	gauravsingh@rinac.c...		Bid Cell	Y

## Dealer Master

The Dealer details such as Name, contact, Email address, mobile number and location can be updated here. Option provided to set status "In Service" or "Dropped".

**SFMV2 - [Dealer Master]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Name:  Contact:

Email:  Mobile No:

In Service:  Location:

Name	Contact	Email-id	Mobile No	Location	In Service
Dealer	9883838	deal@deal.in	8838938	Bid Cell	Y

## Primary Settings

The master list of type of company, competitors, lost reason, receipt mode, Regret reason and segment can be updated.

**SFMV2 - [Comp Type]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Re

Version

Comp Type

Comp Type  
Competitor  
Lost Reason  
Mode Of Receipt  
Regret Reason  
Segment

Co-op Society	
Government	
Limited	
Multinationals(Ltd/Pvt Ltd)	
Partnership Firm	
Private Limited	
Proprietorship	
PSU/Semi Government	

## Administrator



Screens in Administrator are for admin functions. This menu will be available only if the user login as 'admin'

## New user

Administrator can add new users in this screen

The 'New user' form is displayed on a light yellow background. It contains the following fields and controls:

- User Name**: A text input field.
- Name**: A text input field with a teal background and a blue button with a double arrow icon to its right.
- Full Name**: A text input field.
- Password**: A text input field.
- Confirm Password**: A text input field.
- User is**: A dropdown menu currently showing 'Administrator'.
- Buttons**: 'Save' and 'Back' buttons at the bottom.

## Change Password

Administrator can reset the password in this screen

The 'Change Password' form is displayed on a light yellow background. It contains the following fields and controls:

- User Name**: A dropdown menu currently showing 'admin'.
- Name**: A text input field with a teal background and a blue button with a double arrow icon to its right.
- Full Name**: A text input field currently showing 'PK Ranjith'.
- Password**: A text input field with a small 'x' icon on the left.
- Confirm Password**: A text input field with a small 'x' icon on the left.
- User is**: A dropdown menu currently showing 'Administrator'.
- Buttons**: 'Delete', 'Save', and 'Back' buttons at the bottom.

## Menu assignment

Administrator can do the menu assignment for all users. New users will not be able to use the application until administrator assigns menu for the user

**SFMV2 - [Menu Assignment]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

**User**

admin  
ashok

**Menu Item**

Category	Menu Item
<input checked="" type="checkbox"/> Bid Cell Entry	Enquiry Allotment
<input checked="" type="checkbox"/> Bid Cell Entry	Offer Data Update
<input checked="" type="checkbox"/> Branch Entry	Enquiry Allotment
<input checked="" type="checkbox"/> Branch Entry	Enquiry Posting - Add
<input checked="" type="checkbox"/> Branch Entry	Enquiry Posting - Modify
<input checked="" type="checkbox"/> Branch Entry	Offer Data Update
<input checked="" type="checkbox"/> Branch Entry	Offer Followup
<input checked="" type="checkbox"/> Branch Entry	Order Lost Entry
<input checked="" type="checkbox"/> Branch Entry	Order Receipt Entry
<input checked="" type="checkbox"/> HO Entry	Enquiry Posting - Add
<input checked="" type="checkbox"/> HO Entry	Enquiry Posting - Modify
<input checked="" type="checkbox"/> HO Entry	Enquiry Review
<input checked="" type="checkbox"/> HO Entry	Target Setting
<input checked="" type="checkbox"/> Master	Customer Master
<input checked="" type="checkbox"/> Master	Dealer Master
<input checked="" type="checkbox"/> Master	Executive Master
<input checked="" type="checkbox"/> Master	Primary Settings
<input checked="" type="checkbox"/> MIS	Graphical Analysis
<input checked="" type="checkbox"/> Report	Enquiry Report
<input checked="" type="checkbox"/> Report	Offer Report
<input checked="" type="checkbox"/> Report	Order Lost

☐ All

Save Back

## **Branch Entry**

### **Enquiry Posting - Add**

The New enquiries can be posted here. The Inputs are Executive, Customer, Contact person, Date, Receipt mode, Group (CS/ECS) and location. A running serial number will be automatically generated for the selected Group. Now click on "save" to update the information

The screenshot displays the 'SFV2 - [Enquiry]' application window. The menu bar includes 'Master', 'Administrator', 'Branch Entry', 'Bid Cell Entry', 'HO Entry', 'MIS', 'Report', 'Tools', 'Help', and 'Exit'. Below the menu is a toolbar with an 'Exit' button. The main area is titled 'Enquiry No' with the value 'ECS/0002/12-13'. The 'Basic Data' tab is active, showing various input fields:

- Executive:** Akash Singh
- Customer:** 4JEnterprises
- Address:** # 25/26 Jalaguru Nilayam, Gangamma Temple, Jalahalli, Bangalore
- Contact Person & Designation:** Mr. Krishna
- Scope:** Cold Room
- Receipt Mode:** Dealer
- Dealer:** Dealer
- Date:** 27/Mar/2013
- Group:** ECS
- Location:** Bid Cell

A 'Save & proceed' button is located at the bottom right of the form.

### **Enquiry Posting - Modify**

The posted enquiry can be modified and updated with the additional information such as room details, file upload and completion confirmation.

**Room Details:** Name of the room and specification for the standard parameters can be updated here.

[illegible]

**File attach:** Document related to the enquiry can be attached here.

Attach

Clicking the button will navigate to browser and from there user can upload any type of documents.

**Completion:** Once the enquiry is complete in all aspects, user need to tick this option and update it. So that the enquiry will treated as freezed.

The screenshot shows the 'SFMV2 - [Enquiry]' window. The menu bar includes Master, Administrator, Branch Entry, Bid Cell Entry, HO Entry, MIS, Report, Tools, Help, and Exit. Below the menu is a toolbar with icons for various functions. The main area has a 'Year' dropdown set to '2012-2013' and an 'Enquiry No' dropdown set to 'CS/0004/12-13'. There are four tabs: 'Basic Data', 'Input Spec', 'Upload File', and 'Completion'. The 'Completion' tab is active, showing a checkbox labeled 'This Enquiry is complete in all respects. The data can be used for Screening at HO' and a 'Submit' button.

## Offer details Update

The Offers details can be uploaded, modified and revised in this screen. The information available are executive, location, offer no, revision, offer date, offer value, offer comments

The screenshot shows the 'SFMV2 - [Offer Details Entry]' window. The menu bar is the same as the previous screen. The main area contains several fields for offer details:
 

- Select Customer:** A dropdown menu showing 'Customer new'.
- Enq No:** A dropdown menu showing 'ECS/0001/12-13'.
- Customer:** A text area containing 'Customer new', 'add1', 'add2', and 'add3'.
- Enquiry Date:** A dropdown menu showing '26/Mar/2013'.
- Group:** A dropdown menu showing 'ECS'.
- Offer No:** A text field containing 'OF00012'.
- Rev:** A dropdown menu showing '0'.
- Offer Date:** A dropdown menu showing '26/Mar/2013'.
- Offer Value:** A text field containing '200000'.
- Executive:** A dropdown menu showing 'Akash Singh'.
- Location:** A dropdown menu showing 'Chennai'.
- Offer comments:** A text area containing 'test Entry'.
- Expected finalisation date:** A dropdown menu showing '26/Mar/2013'.

 At the bottom, there are radio buttons for 'Modify' (selected) and 'Revise', and three buttons: 'Attach', 'Save', and 'Back'.

File attachment can also be updated for each revision.

## Offer follow up entry

The follow up details of the offers can be updated here.

**SFMV2 - [Offer Followup Entry]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

**Version**

Select Customer: A N Traders(JAL) Offer No: OF NO

Customer: A N Traders(JAL)  
Rampaa Centre Point  
Model Town Market  
Jalandarnagar

Offer No: OF NO  
Offer Date: 23/Mar/2013  
Offer Value: 1003  
Expected finalisation: 23/Mar/2013

Executive: Wilson Geroge  
Location: Kolkata  
Offer comments: pc revision 3 mod rev 4

**Followup Details**

Followup Details	Date
ACTION	21-Mar-13
ACTION 2	21-Mar-13
ACTION 3	21-Mar-13 9:34:10 ...
ACTION 4	21-Mar-13 9:34:34 ...
ACTION 5	24-Mar-13 8:27:21 ...
test	26-Mar-13 6:56:30 ...

[Worksheet](#) [Back](#)

## Order Receipt entry

The receipt of order can be updated here. Input are JTS No, customer PO, Del date, order value can be updated.

**SFMV2 - [JTS Order Update]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

**Version**

Customer: 1 Customer new  
add1  
add2  
add3

JTS No: Jts  
Customer PO: cust po  
Del date as/PO: del

Offer: OF00012  
Offer Date: 26-Mar-2013 Offer Value: 200,000  
Location: Chennai

PO Date: 27/Mar/2013  
Order Val-Basic: 1000  
Type: Supply

Order Val-Total: 333  
Billing By: Branch

[Add](#)

JTS No	Val	PO No	PO Date	Del Date as/PO

**SFMV2** Order Details will be saved. Are you sure?  
[Yes](#) [No](#)

## Order lost entry

The lost entry can be updated here. Lost to, Reason, Lost value can be updated here.

**SFMV2 - [Order Lost Entry]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

**Customer**  
 A N Traders(JAL)  
 Rampaa Centre Point  
 Model Town Market  
 Jalandarnagar

**Offer**  
 OF NO

**Lost To**  
 -  
 ACME  
 Adiarrest  
 BEARDSSELL  
 BLUE STAR  
 CALIFORNIA HUMIFRESH  
 CARRIER  
 CARYAIRE  
 CELCIUS  
 CLESTRA  
 FABTECH  
 FMC  
 FOSTER  
 FRICK  
 GM PARTITION  
 ICLEAN  
 ICOM  
 IZOPOLI

**Reason**  
☐ -  
☐ High Price  
☐ Quality constraints  
☐ Delivery constraints  
☐ High volume to handle  
☐ Prejudice / Biased  
☐ Beyond our scope  
☒ Inadequate follow up  
☐ Import constraints  
☒ Export constraints  
☐ Foreign Trade Policy constraints  
☐ FOREX rate fluctuation  
☐ Risk of payment  
☐ Logistics constraints  
☐ New Market  
☐ Perfect Substitute

**Comment**  
 COM

**Lost Value**  
 3000

## Enquiry allotment

The qualified enquiries can be allotted to executives.

**SFMV2 - [Enquiry Review]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

User	Computer	Date/Time	Desc
admin	ACER	27-Mar-13 10:38:26 PM	CS/0010/12-13 0 Posted on A B Mauri India Pvt Ltd

## Bid Cell Entry

### Enquiry allotment

The enquiries can be reviewed in this screen.

SFMV2 - [Enquiry Review]				
	Master	Administrator	Branch Entry	Bid Cell Entry
				HO Entry
				MIS
				Report
				Tools
				Help
				Exit
				Version
User	Computer	Date/Time	Desc	
admin	ACER	27-Mar-13 10:38:26 PM	CS/0010/12-13 0 Posted on A B Mauri India Pvt Ltd	

## HO Entry

### Enquiry review

Enquiries can be reviewed at HO level here.

SFMV2 - [Enquiry Review]				
	Master	Administrator	Branch Entry	Bid Cell Entry
				HO Entry
				MIS
				Report
				Tools
				Help
				Exit
				Version
User	Computer	Date/Time	Desc	
admin	ACER	27-Mar-13 10:38:26 PM	CS/0010/12-13 0 Posted on A B Mauri India Pvt Ltd	

Double click the entry, review the entries and assign entries to respective executive.

If entry is not in scope then it can be regretted.



**SFMV2 - [Enquiry]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

**Enquiry No** CS/0010/12-13

Basic Data Input Spec Upload File **HO Review**

Status Qualified

Assigned to Bid Cell Remarks

Update

### Enquiry Posting - Add

The New enquiries can be posted here. The Inputs are Executive, Customer, Contact person, Date, Receipt mode, Group (CS/ECS) and location. A running serial number will be automatically generated for the selected Group. Now click on "save" to update the information

**SFM2.0 - [Enquiry]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Exit Version

**Enquiry No** ECS/0002/12-13

**Basic Data**

**Executive**  
Akash Singh

**Date**  
27/Mar/2013

**Customer**  
4JEnterprises

**Group**  
ECS

# 25/26 Jalaguru Nillyam  
Gangamma Temple  
Jalahalli ,Bangalore

**Location**  
Bid Cell

**Contact Person & Designation**  
Mr. Krishna

**Scope**  
Cold Room

**Receipt Mode**  
Dealer

**Dealer**  
Dealer

Save & proceed

## Enquiry Posting - Modify

The Posted enquiry can be modified and updated with the additional information such as room details, file upload and completion confirmation.

**Room Details:** Name of the room and specification for the standard parameters can be updated here.

[illegible]

**File attach:** Document related to the enquiry can be attached here.

Attach

Clicking the button will navigate to browser and from there user can upload any type of documents.

**Completion:** Once the enquiry is complete in all aspects, user need to tick this option and update it. So that the enquiry will treated as freezed.

**SFMV2 - [Enquiry]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Year 2012-2013

Enquiry No CS/0004/12-13

Basic Data Input Spec Upload File **Completion**

☐ This Enquiry is complete in all respects. The data can be used for Screening at HO

Submit

## Target Setting

Yearly target for each branch wise, group wise can be updated here.

**SFMV2 - [Target Setting]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Year 2012-2013 View

Sl No	Location	Group	SPR Target	Booking Tar...
1	Bid Cell	CS	0	0
2	Bid Cell	ECS	0	0
3	Bangalore	CS	0	0
4	Bangalore	ECS	0	0
5	Kolkata	CS	12000	34000
6	Kolkata	ECS	0	0
7	Pune	CS	0	0
8	Pune	ECS	0	0
9	Ahmedabad	CS	0	0
10	Ahmedabad	ECS	0	0
11	Chennai	CS	0	0
12	Chennai	ECS	0	0
13	New Delhi	CS	0	0
14	New Delhi	ECS	0	0
15	Secunderabad	CS	0	0
16	Secunderabad	ECS	0	0
17	Cochin	CS	0	0
18	Cochin	ECS	0	0
19	Mumbai	CS	0	0
20	Mumbai	ECS	0	0
21	HO	CS	0	0

Branch Ahmedabad SPR Target

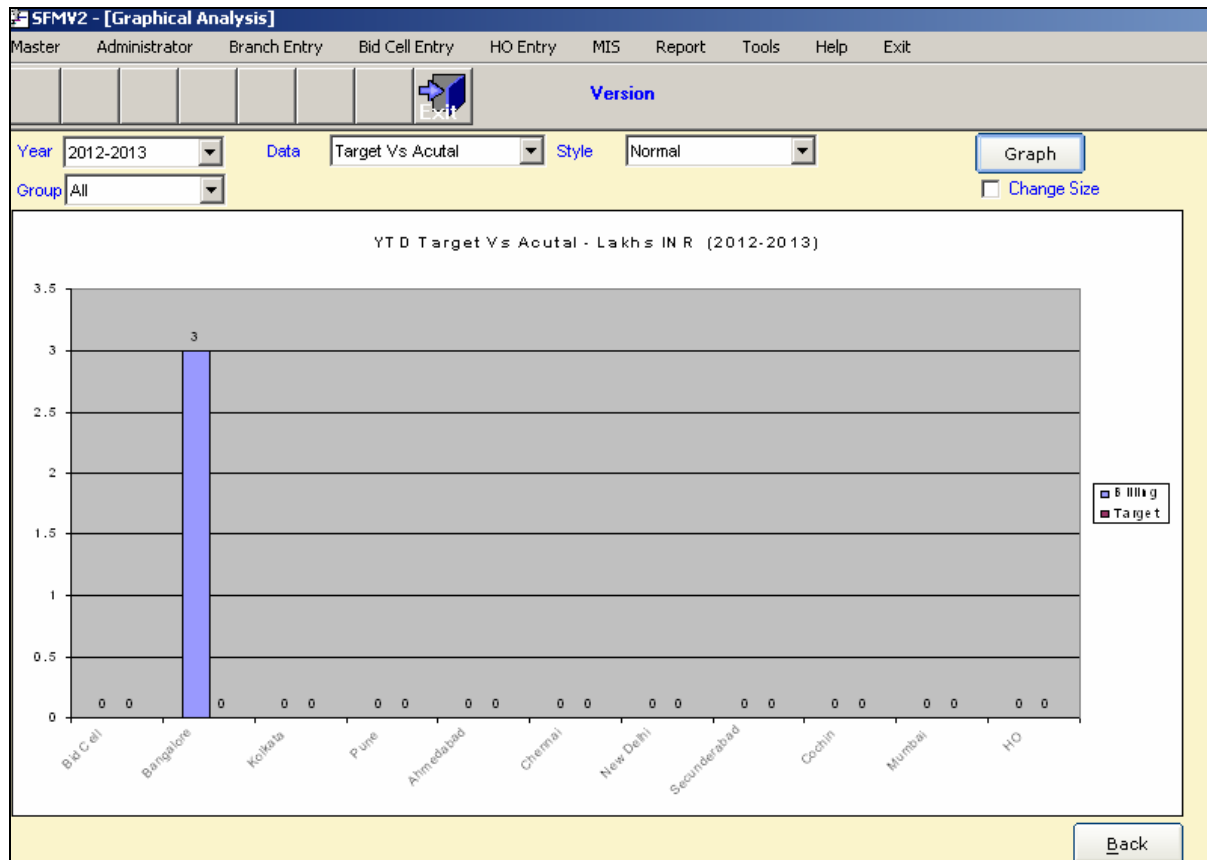
Group CS Booking Target

Update HTML CSV Back

## MIS

### Graphical Analysis

Target Vs Actual



## Reports

### Enquiry Status

Enquiry status report: filters available are customer, date range, zone, location, group, status

**SFMV2 - [Enquiry Status]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Zone: All Group: All From: 01/Mar/2013 To: 27/Mar/2013 Customer: All Location: All Executive: All Status: All View

Sl No	Customer	Eng No	Date	Executive	Location	Group	Status	Reviewed by	Review on
1	A C Gallery, Trichur	CS/0001/12-13	20-Mar-2013		Bangalore	CS	Qualified	PK Ranjith	25-Mar-13 12:0...
2	A N Traders(JAL)	CS/0002/12-13	20-Mar-2013	Wilson Geroje	Bangalore	CS	Qualified	PK Ranjith	20-Mar-13 7:24...
3	A N Traders(JAL)	CS/0003/12-13	21-Mar-2013			CS	Qualified	PK Ranjith	22-Mar-13 1:35...
4	A&N Hotels	CS/0004/12-13	22-Mar-2013		Chennai	CS	Qualified	PK Ranjith	25-Mar-13 12:0...
5	A&N Hotels	CS/0005/12-13	25-Mar-2013			CS	Qualified	PK Ranjith	25-Mar-13 12:2...
6	Aarkay Food	CS/0006/12-13	25-Mar-2013		Bid Cell	CS	Qualified	PK Ranjith	25-Mar-13 10:1...
7	A Rose Hyderabad Food Court	CS/0007/12-13	25-Mar-2013	M.V Sowmya Naidu	Bid Cell	CS	Qualified	PK Ranjith	25-Mar-13 10:5...
8	A&B Associates	CS/0008/12-13	25-Mar-2013		Bid Cell	CS	Qualified	PK Ranjith	26-Mar-13 6:27...
9	1Customer new	ECS/0001/12-13	26-Mar-2013	Ajay	Bid Cell	ECS	Qualified	PK Ranjith	
10	4Enterprises	CS/0009/12-13	27-Mar-2013	Akash Singh	Bid Cell	CS			
11	A B Mauri India Pvt Ltd	CS/0010/12-13	27-Mar-2013	Akash Singh	Bid Cell	CS			

## Offer report

Offer Report: Filters available are customer, date range, zone, location, group, status

**SFMV2 - [Offer Report]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Zone: All Executive: All From: 01/Mar/2013 To: 27/Mar/2013 Customer: All Location: All View

Sl No	Customer	Offer No	Rev	Date	Value	Executive	Click to view Data, as per selection	Eng Ref	Followup
1	A&N Hotels	offer for cs 005	00	25-Mar-2013	120000		Mumbai	Offer made	CS/0005/12-13
2	Aarkay Food	off no	01	25-Mar-2013	240000		Bid Cell	Offer made	CS/0006/12-13
3	A Rose Hyderabad Food Court	offer cs007	00	25-Mar-2013	250000		Bid Cell	Order Received	CS/0007/12-13
4	A&B Associates	o009	00	25-Mar-2013	250000		Bid Cell	Offer made	CS/0008/12-13
5	1Customer new	OF00012	00	26-Mar-2013	200000	Akash Singh	Chennai	Order Received	ECS/0001/12-13
6	A N Traders(JAL)	OF NO	05	23-Mar-2013	1003	Wilson Geroje	Kolkata	Order Lost	CS/0004/12-13

## Order Receipt Report

Order Receipt report: Filters available are customer, date range, zone, location, group, status

**SFMV2 - [Order Receipt Report]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Zone: All Customer: All PO Date From: 01/Apr/2012 To: 27/Mar/2013 Executive: All Location: All Group: All View

Customer	Offer No	JTS No	PO No	PO Date	Basic Order Val	Tot Order Val	Sup/Install	Del Date as/PO
A Rose Hydra...	ECS/0001/12-13	JTS 001	custo po	25-Mar-2013	100,000	120,000	S	12/Apr/13 ie 15 days ...
1Customer new	CS/0010/12-13	JTS	cust po	27-Mar-2013	1,000	333	S	del
					<b>101,000</b>	<b>120,333</b>		

## Order Lost Report

Order lost report: Filters available are customer, date range, zone, location, group, status.

**SFMV2 - [Order Lost Report]**

Master Administrator Branch Entry Bid Cell Entry HO Entry MIS Report Tools Help Exit

Version

Zone: All Customer: All From: 01/Apr/2012 To: 27/Mar/2013 Executive: All Location: All Group: All View

Sl No	Customer	Offer No	Date	Offer Val	Lost To	Reason	Reason 2	Lost Value	Comment
1	A N Traders(JAL)	OF NO	23-Mar-2013	1,003	FOSTER	Inadequate fol...	Export constrai...	3,000	COM
				<b>1,003</b>				<b>3,000</b>	

## Tools

Following tools are available for the users.

- Customise
- Calculator
- Calendar

### Customise

This is for setting the background colour. Once you set a colour, the same colour will appear until you change it. This is a personalized setting and hence the selection of the colour you are making will be applicable for your login only.

There are 2 choices for colour settings

#### 1. Default colour setting.

By clicking on this you can set windows default colour for the background.

#### 2. Change Background colour:

By clicking this you will be getting a colour pallet. Select the colour of your choice. This colour will be the background colour there after.

### Calculator

Calculator for your arithmetic/Scientific calculations.

### Calendar

A Calendar with week number is available.

### Help

Help section contains the following information

- Contents
- About

### Contents

This help file will give the details about this application.

### About

Following necessary information are available here.

### Developer Info:

By clicking this button you can get information about the creator of this software.