



Sales & Distribution Extranet



Overview

Valvoline has a country wide sales channel involved for tracking the sales & order information at the company and distributor level. As the force is distributed all across the country, a need was felt for a common company wide platform for employees (salary, tax etc.), general announcements, News, Issue Management etc.

Valvoline wanted remote users to be able to easily access these applications. It was required that the users should be able to access the data entered through other applications like the financial accounting, invoicing & production and time & attendance systems. This data was to be made available online on a real-time basis.

The end user acceptability was perceived as a major challenge for building such a system.

The KMG team conceptualized a web-based extranet system. Having a browser-based architecture lowered the learning curve.

The data retrieval from the external systems and making it available to the users at distributed locations was also simplified because of the internet access. The database at the central database servers is constantly updated with the data from other systems. This data is, thus, available on a real-time basis to the sales staff.

The application was originally built with a couple of reporting modules. This has been expanded to include a very large of processes including sales reporting, web indenting, accounts receivables, C-form tracking, customer complaint handling, time-sheet recording, leave & attendance among others.

The next major challenge that the KMG team is preparing for is integration with SAP. Valvoline world-wide is rolling out SAP

across all its offices / subsidiaries in the world. The sales & distribution extranet will be required to communicate with SAP for extracting the relevant data.

As always KMG is confident of performing beyond expectations in meeting this challenge as well.

Project Title

Enterprise portal for sales & distribution

Client

Valvoline, India (Oils & Lubricants)

Technologies

ASP & SQL Server. Browser based.

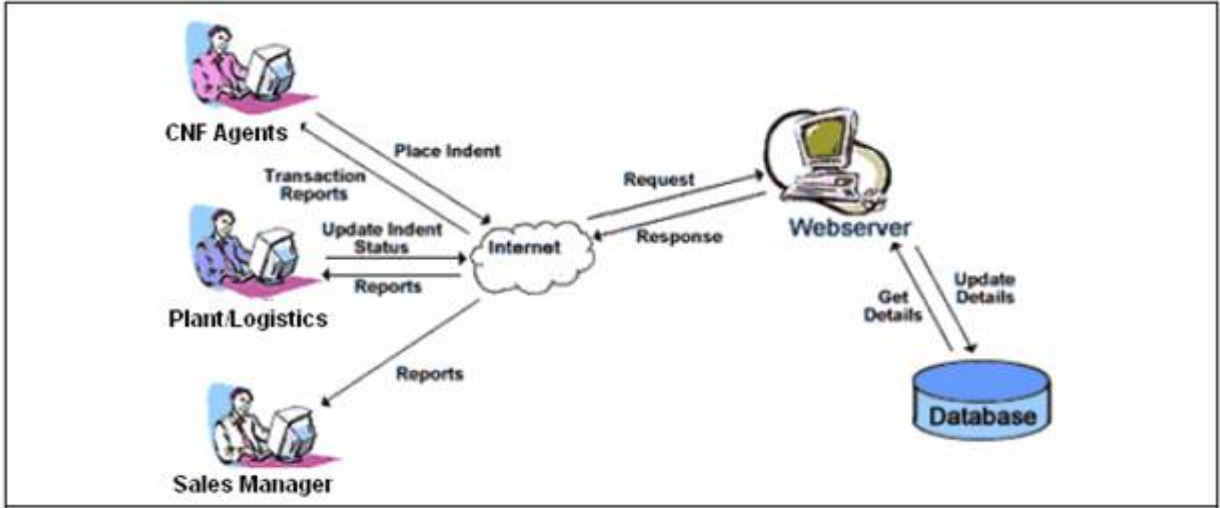
Architecture

2-tier



Process

The basic flow of information is outlined below,



System Screenshots

Intuitive menus & home pages

Valvoline Cummins Web based Indenting system - Microsoft Internet Explorer

Address: http://10.130.205.8:9000/vclndia/se/post_index.asp

VALVOLINE CUMMINS LIMITED

Welcome Anil Alankar (Post Co-Ordinator)

Home | Change Password | Contacts | Sign Off

POST - Progressive Oil Sample Testing

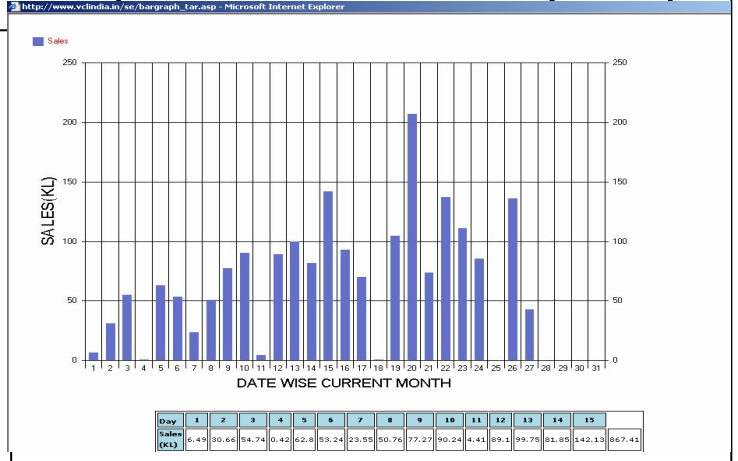
Request Status Tracking	
New Request	0
Analysed at Lab	52
Lab Confirms	36
Report Issued By Lab	2
PostMgr Enters Comments	0
Final Report Issued	24.17
Cancel	107

Alkylate | Engine | Test | Labs

Lab Rules | Product Rem Relation | Sample Submission Form | Graphs

Reports | Post Bottle | New Customer

Graphs & Charts make data analysis simple



Simple data entry screens

Valvoline Cummins Web based Indenting system - Microsoft Internet Explorer

Address: http://10.130.205.8:9000/vclndia/se/create_mrn.asp?po_id=PUR-09-2005-11078&c

VALVOLINE CUMMINS LIMITED

Welcome Pramod Kumar (Accounts)

V-POPS (Purchase Order)

Agreement Id	PUR-09-2005-11078
Purchase Order Id	PUR-09-2005-11078
Supplier	BASF India Limited

S.No.	Item Name	Qty	Unit
1	Valvoline Coolant Concentrate Heavy Duty (5 Ltr.Pack)	4000	

Mm Recieve Date:

Invoice/Challan No.:

Ultra Mm Ref. No.:

Invoice Amount:

Detailed analysis reports

AM Performance Report - Microsoft Internet Explorer

AM MONTHLY PERFORMANCE REPORT

Reporting AM's Name: Puneet Anand | Region: Wr | Date Sent: Monday, January 12, 2003
 Depot: MAHARASHTRA | Reporting Month: Nov' 2003

Segment Break Up	This Month			Cumulative (April Onwards)				
	Target (Kl)	Achievement (With FOC) (Kl)	%	Target (Kl)	Achievement (With FOC) (Kl)	%	Last Year (Kl)	% Growth/Decline over last year
To Distributor	120.42	184.62	153.24%	1446	1129	78%	0.00	
CF-4 / CH-4	9.40	17.02	181.05%	119.00	131.08	110.00%	0.00	
Other DEO	34.40	43.62	127.37%	413.00	366.27	86.26%	0.00	
Total	49.80	60.83	138.89%	626.00	487.35	62.85%	0.00	
PCMO	3.30	2.28	69.09%	40.00	22.99	57.48%	0.00	
2 W	6.40	6.80	103.17%	77.00	66.33	73.16%	0.00	
Total	9.70	8.88	91.67%	117.00	79.32	67.80%	0.00	
Other	80.75	100.28	124.31%	729.00	505.41	69.33%	0.00	
Industrial	6.08	8.75	143.91%	73.00	42.84	58.41%	0.00	
Total	86.83	109.01	124.41%	802.00	548.05	68.34%	0.00	
Grand Total	129.33	178.72	148.53%	1,445.00	1,114.73	77.14%	0.00	
Eagle One (in Rs)	10,000.00	61,090.00	610.90%	120,000.00	101,538.00	84.62%	0.00	

GP Till Month: 17,383,170.50 | Annual Target: 110,080,000.00 | % Achievement: 173.25
 Rated Average GP Last Month: 16.25 | Target: 16.98 | % Achievement: 189.54

CONTROL OVER RECEIVABLES

Total Sale in Rs. Lac (in the month): 7,488,828.00 | Cash Sale in Rs. Lac (in the month): 0.00 | % Cash Sale: 0.00

NETWORK EXPANSION

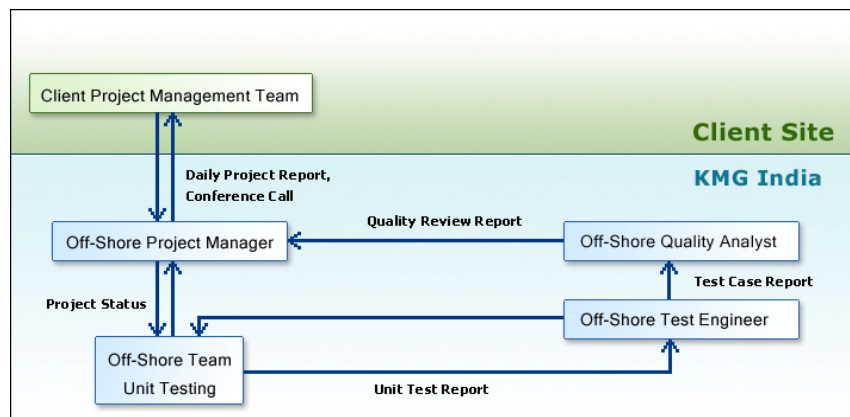
Active distributors on 1st April: 34 | Places Identify for new distributors (No): 6 | Appointed (No):



KMG Role

KMG has developed these applications from scratch and continues to play a very important role in the successful enhancement, customization and implementation of the application. The following summarizes KMG roles:

- **Project Management:** The project is managed by a KMG Project Manager with experience in handling projects based on the Microsoft technologies
- **Coding Standards & Conventions:** KMG has developed a set of detailed coding standards based on its experience and the best-practices advised for Microsoft applications. All development & support work is based on these. This ensures that any changes in the development team do not hamper the continuity or affect the quality of work
- **Coordination:** Proven communication processes ensure that both the onsite (Client's own) as well as the offshore (KMG) teams work in tandem to meet the deadlines.
- **Off-shore Development:** The offshore development & support team consists of experienced programmers led by a senior team leader. Each member is an expert professional adept in the appropriate development tools.
- **Quality Audit:** Regular audits and code reviews are done by the Offshore Quality Analyst to ensure the quality and standards of the project. Peer & project manager reviews are also undertaken to ensure adherence to coding standards. The focus of the quality audit is to deliver code that is elegant as well as efficient.



Change Management Process: A web-based issue-cum-change management tool is used for communicating the changes to the off-shore team. The change requests are analyzed by the KMG business analysts and an effort estimate sent to the client. Once the effort has been approved, the changes are assigned to the team.

Status Reporting and Communication: KMG Project Management ensures that accurate weekly status reports reach the client's Project Management team. This helps keep both the teams updated on the current status of the project.

KMG Value Addition

The internal IT team at Valvoline is a very small team, basically involving in managing the MIS process rather than building new applications. The success of this project proved the capabilities of KMG to Valvoline.

KMG is now a preferred vendor for Valvoline and has been assigned the support for other systems developed by other companies. Thus the KMG setup has become a virtual 'Valvoline' offshore unit.

Using the KMG team has enabled their internal IT resources to focus on the client interactions & plan for future enhancements / new systems.



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