quadrafort

Education

India's fastest-growing revolutionary Ed-tech start-up, providing digital solutions to schools and institutions with various other facilities. The primary objective of company is to empower schools for an enriching experience.

Value Creation Modules

Sales Cycle Management
Managing the complete Sales lifecycle right from lead generation to sales conversion and sales order

Visit Management
Managing visits on new leads and existing parties which includes both Schools and Distributors

Expense Management
Travel allowance to daily allowance are being calculated automatically and other expenses can be raised manually

Inventory Management
Managing Inventory of all the products in the warehouse, considering real time order and returns

Performance Tracking
Metric-based tracking of Sales team Target versus Achievement.

Intelligent Reporting
MIS for all personas and business stakeholders

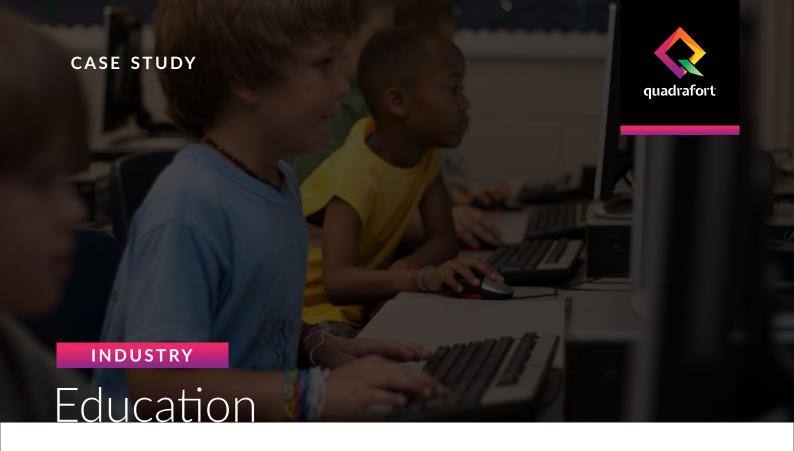## Personas

- Sales Team
- MIS team
- IT team
- Leadership Team

Products & Technologies Used

MySQL   React   node   express JS

INDUSTRY

Education

CHALLENGES

- No standard process for placing order with necessary details.
- Duplicity of Schools and Distributors causing manual errors
- Very high response time or application being crashed while creating reports
- Visits are being marked without starting duty/day
- No provision to create route plans which result in inefficient tracking of sales executives
- No Hierarchy approval process to verify the requests by sales executives

SOLUTION

- Business related order form with filters that made sales order process easy
- Automated assigning of unique id and validations to check avoid any duplicity
- Reusability in code component and revamps algorithms to reduce time and space complexity
- Visit should only be marked when day has been logged in
- Setup relation between route plan and visits
- Real time reports and dashboards
- New Approval process modules to verify the changes made by junior to avoid wrong/junk data in the system

BENEFITS

- Saved substantial time for individual sales executives while placing the order and increased overall efficiency of users
- Fast and accurate reports being generated
- Efficient party onboarding process reducing the duplicity
- Better control over business by virtue of
- holistic real time reports and dashboards for business owners.
- Operational efficiencies by virtue of real time and data backed collaboration across the teams
- Fast and efficient tracking of sales team and their incentives