SalzPoint Technical Document

Introduction:

SalzPoint is a comprehensive supply chain management and sales team management software solution that provides real-time data for a complete overview of your business. With SalzPoint, business owners can make informed decisions and prepare effective long-term sales strategies. It is a web-based application and comes with a mobile application to allow users to stay up-to-date and manage on the go.

SalzPoint enables businesses to manage multiple brands and products with ease. It provides a comprehensive set of features for managing the sales process, including order processing, payment status, claims, multiple pricelists, schemes, offers, and more. It also provides tools for monitoring the sales team's performance, managing attendance and expenses, and setting and monitoring team targets.

SalzPoint is a scalable and robust software solution that provides businesses with a comprehensive suite of features to manage their sales teams and supply chains. Its user-friendly interface and real-time data tracking make it an indispensable tool for businesses looking to optimize their operations and increase their profits.

Feature Overview and Environment

1. Supply Chain Management: SalzPoint enables businesses to manage multiple brands and products with ease. It provides a centralised platform for managing the supply chain. Businesses can track inventory levels, monitor product availability, and manage orders from multiple channels.

2. Channel Partner Management: SalzPoint makes it easy to add and manage distributors for quick processing of primary orders. It allows businesses to add as many distributors as they need. It provides a comprehensive set of tools for managing distributor relationships, including order processing, payment tracking, and more.

3. Sales Order Processing *(Primary and Secondary):* SalzPoint automates the order taking and processing by using the SalzPoint mobile application. Both primary and secondary orders are received by the admins in real-time for further processing. The software provides a comprehensive set of tools for managing the entire order process, from order creation to delivery.

4. Payments Status: SalzPoint enables businesses to track payment status for orders and provides visibility of unpaid orders. It allows businesses to monitor payment histories, track payment due dates, and more.

5. Claims: SalzPoint provides a comprehensive set of tools for managing claims, including tracking claim status, managing claim documents, and more. It streamlines the handling of claims, ensuring that clients are kept happy and satisfied.

6. Multiple Pricelists: SalzPoint allows businesses to manage multiple price lists for different products, channels, and regions.

7. Schemes and Offers SalzPoint provides a comprehensive set of tools for managing schemes and offers, including defining offer rules, managing offer catalogues, and more. It enables businesses to offer discounts, promotions, and other incentives to customers and partners.

8. Monitor Sales Team: SalzPoint provides a comprehensive set of tools for monitoring the sales team's performance, including tracking sales targets, monitoring sales activities, and more. It allows businesses to monitor the locations and activities of their sales team on the dashboard and check their activity history through the logbook feature. It enables businesses to identify areas for improvement and optimise the sales process.

9. Manage Beats and Routs: SalzPoint allows businesses to define beats and routes for the sales team, enabling them to optimise the sales process and improve efficiency. It provides tools for managing the sales team's daily schedule and monitoring their progress.

10. Attendance and Expense Management SalzPoint provides tools for managing the sales team's attendance and expenses. It allows businesses to track the sales team's activities, monitor expenses, and more.
11. Team Targets: SalzPoint enables businesses to set and monitor team targets, including sales targets, revenue targets, and more. It provides tools for tracking progress towards targets and identifying areas for improvement.
12. Trending Product Identification: SalzPoint helps businesses identify trending products and adjust their strategies accordingly.
13. Reports: SalzPoint provides a comprehensive set of reports for monitoring sales performance, including sales reports, revenue reports, and more. It enables businesses to analyse sales data and make informed decisions.
14. Interactive Dashboard: The software includes an interactive dashboard that provides key information such as sales figures, payment status, team location, trending areas and products, and top-performing executives.

SalzPoint's web-based software solution runs on the following environment and architecture:
Environment:
- OS: Ubuntu 22.04.1 LTS
- Web Server: Apache 2.4.41
Architecture:
- MVC (Model-View-Controller)
Technologies Used:
- Codeigniter 4 (PHP Framework) and PHP 7.4.X
- MySQL 15.1, Distrib 10.5.7-MariaDB
- HTML5
- Bootstrap
- JQuery
- Leaflet JS
- CURL - 7.68.0
3rd Party Tools Used:
- Google Maps
- HERE Maps
- MPDF
- Morris Chart
- Knob Chart
- Chartist Chart
- Data Tables

SalzPoint Mobile Application
Introduction
SalzPoint Mobile is a mobile application designed for sales executives and managers to manage their sales operations and track their sales activities on-the-go. The application provides features like attendance management, route planning, sales activity management, and reporting, which help increase the productivity and efficiency of the sales team.
Architecture
The SalzPoint Android and iOS application follows the MVVM (Model-View-ViewModel) architecture pattern with Use Case, which provides separation of concerns and allows the application to be easily maintainable and testable. The ViewModel acts as a bridge between the View and Model layers and helps with data binding and handling user input.
1. Language and IDE: The SalzPoint Android application is developed using Kotlin, and the development environment is Android Studio. Similarly, the SalzPoint iOS application is developed using the Swift programming language, and the development environment is Xcode.

2. SDK: The SalzPoint Android application uses the Android SDK, which provides a set of libraries, tools, and APIs for building Android applications. Similarly, the SalzPoint iOS application uses the Apple SDK, which provides a set of frameworks and APIs for building iOS applications. Both SDKs are optimized for their respective platforms, and they provide a rich set of features for developing high-performance mobile applications.
3. UI Design: The SalzPoint Android application uses XML-based UI design, which provides a flexible and easy-to-understand layout for designing the user interface. Similarly, the SalzPoint iOS application uses UI Kit, which provides a set of controls and tools for designing the user interface. Both UI design methods provide a rich set of features and tools for designing a beautiful and intuitive user interface.
4. Network Request: The SalzPoint Android application uses Retrofit2 for handling network requests, which is a type-safe HTTP client for Android and Java. Similarly, the SalzPoint iOS application uses Alamo Fire, which is a popular HTTP networking library for iOS. Both libraries provide easy-to-use APIs for handling network requests and responses.
5. Concurrency Framework: The SalzPoint Android application uses Coroutine, which is a lightweight concurrency framework for asynchronous programming in Kotlin. Similarly, the SalzPoint iOS application uses Grand Central Dispatch (GCD), which is a powerful concurrency framework for asynchronous programming in Swift. Both frameworks provide a simple and efficient way of managing concurrent tasks in the application.
6. Image Loading: The SalzPoint Android application uses Coil for loading images, which is a fast and lightweight image loading library for Android. Similarly, the SalzPoint iOS application uses Kingfisher, which is a powerful and flexible image loading library for iOS. Both libraries provide easy-to-use APIs for loading images from various sources like the network, disc, and memory.
7. Database: The SalzPoint Android application uses Room, which is a SQLite database library for Android. Similarly, the SalzPoint iOS application uses Core Data, which is a powerful object graph and persistence framework for iOS. Both databases provide a rich set of features for storing and retrieving data in the application.
8. VCS: The SalzPoint Android and iOS applications use Git for version control, which is a popular and widely used version control system. Git provides a simple and efficient way of managing the application source code and helps in collaboration and team development.
9. Unit Testing: The SalzPoint Android application uses JUnit for unit testing, which is a popular unit testing framework for Java and Android. Similarly, the SalzPoint iOS application uses XCTest, which is a built-in unit testing framework for iOS. Both frameworks provide a simple and efficient way of testing the application components and help in maintaining quality and reliability.