

MobileERP Software Features Breakdown		Customer Requirements Work Breakdown Structure			MobileERP Delivery Work Breakdown Structure (Onsite)		
#	Modules, Submodules, Process & Apps	Required(Y/N)	Responsibility(Who)	Specific Customized Reports or Logic to be Implemented?	TargetDate (When data will be provided to MobileERP?)	TargetDate (When MobileERP will deliver Demo of Tested Prototype?)	TargetDate (When MobileERP will deliver Training and Handover system?)
1	CRM-Customer Relation Management						
1.1	Marketing Planning						
1.1.1	Contacts						
1.1.2	Sales Organization						
1.1.3	Sales Team						
1.1.4	Marketing Budget						
1.1.5	Campaign						
1.1.6	Sales Targets						
1.1.7	Sales Expense						
1.2	Marketing Automation						
1.2.1	Website/SEO						
1.2.2	Digital Marketing						
1.2.3	Tender Search						
1.2.4	Bulk Email (3rd party service required)						
1.2.5	Events Management						
1.2.6	Lead Buying						
1.2.7	Call Center						
1.2.8	Franchise / Royalty						
1.3	Salesforce Automation						
1.3.1	Office Sales						
1.3.2	Field Sales						
1.3.3	Opportunities/Activities						
1.3.4	Leads						
1.3.5	Deals						
1.3.6	Collections						
1.3.7	Incentives						
1.4	Offer Automation						
1.4.1	Pricelist						
1.4.2	Scheme						
1.4.3	Tender						
1.4.4	Quotation						
1.4.5	Estimates						
1.4.6	eComm Pricelist/Upsell/Cross Sell						
1.4.7	Contract/Subscription/Renewal Offer						
2	ERP-Enterprise Resource Planning						
2.1	AR: Sales & Distribution Management						
2.1.1	Wholesale						
2.1.2	Online						
2.1.3	Consignment						
2.1.4	Project						
2.1.5	Contract						
2.1.6	eCommerce						
2.1.7	Dropshipment						
2.1.8	Retail POS						
2.1.9	Franchisee POS						
2.1.10	Service / Rent						
2.1.11	Exports						

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2.2	AP: Procurement & Production Management						
2.2.1	Procurement						
2.2.2	Purchase						
2.2.3	Material In / IQC / GRN						
2.2.4	Consumption / OQC / Scrap						
2.2.5	SubContracting						
2.2.6	Manufacturing						
2.2.7	Construction						
2.2.8	Commissioning						
2.2.9	Engineering						
2.2.10	Operation & Maintenance						
2.2.11	Salvage						
2.2.12	Bundle						
2.2.13	Project DPR						
2.2.14	Asset Purchase Management						
2.2.15	Utility Purchase Management						
2.2.16	Import Purchase & Landed Costs Management						
2.3	MRP: Planning & Inventory Management						
2.3.1	Make to Order MRP Planning						
2.3.2	Make to Stock MRP Planning						
2.3.3	ROP based Consumables Planning						
2.3.4	Warehouse to Store Replenishment Planning						
2.3.5	Store To Store Transfers						
2.3.6	Buyback and Replacements						
2.3.7	Repair Store Management						
2.3.8	Project PERT/CPM Planning & Scheduling						
2.3.9	Cylinder Filling Station Management						
2.3.10	Fuel Pump Management						
2.3.11	Warehouse Management						
2.3.12	Shopfloor Management						
2.3.13	Project Site Management						
2.3.14	Quarry/Mines Bulk Material Management						
2.3.15	Transporter / Machinery / Vehicles Management						
2.3.16	Maintenance Store Management						
2.3.17	Asset Inventory Management						
2.3.18	Store Inventory Batch/Bin/Barcode Management						
2.4	GL: Finance, Accounting & Taxation						
2.4.1	Voucher Transaction Management						
2.4.2	GST/TDS/Taxation Calculations / Payments / Returns						
2.4.3	Sales Invoice / RA Bill						
2.4.4	Bill Passing						
2.4.5	Receipts / Cr. Note						
2.4.6	Payments / Dr. Note						
2.4.7	Mobilization Advance etc. Management						
2.4.8	Reconciliations						
2.4.9	Cash & Bank Management						
2.4.10	Credit Management						
2.4.11	Costing Management						

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2.4.12	Asset / Depreciation Management						
2.4.13	Investment Management						
2.4.14	Audit Management						
2.4.15	Management Reporting						
3	HRM: Human Resource Management						
3.1	HRM: Human Resource and Payroll						
3.1.1	Talent Acquisition						
3.1.1.1	Hiring - Recruitment						
3.1.1.2	Orientation						
3.1.1.3	Resignation						
3.1.1.4	Retirement						
3.1.2	Talent Development						
3.1.2.1	Career Development						
3.1.2.2	Appraisal Management						
3.1.2.3	Training Management						
3.1.3	Compensation Management						
3.1.3.1	Attendance Timeoffice Management						
3.1.3.2	Leave Management						
3.1.3.3	Attendance Card, OT & Muster roll management						
3.1.3.4	Payroll Management						
3.1.3.5	Benefits Management (PF, Bonus, Graduuity etc)						
3.1.4	Personnel & Admin Management						
3.1.4.1	Front Desk Management						
3.1.4.2	Legal Management						
3.1.4.3	Visitors Management						
3.1.4.4	Reception Management						
3.1.4.5	Security & Gatepass Management						
3.1.5	GRC: Governance Risk & compliance						
3.1.5.1	Governance Rights & Responsibility						
3.1.5.2	Risk Management						
3.1.5.3	Complaine Management						
3.1.5.4	Health Management						
3.1.5.5	Safety Management						
3.1.6	Employee Expense Management						
3.1.6.1	Employee Budget requirements						
3.1.6.2	Employee Budget Sanction & Advance Payments						
3.1.6.3	Employee Visit Plans and Ticket booking						
3.1.6.4	Employee Claims Management						
3.1.6.5	Employee Claims Settlement						
3.1.7	Employee Self Service						
3.1.7.1	Candidate Chatbot						
3.1.7.2	Interview Chatbot						
3.1.7.3	New Employee Orientation Chatbot						
3.1.7.4	Technician Service Chatbot						
3.1.7.5	Leave Application						
3.1.7.6	Budget Application						
3.1.7.7	Claim Application						

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3.1.7.8	Field Service Technician Management						
3.1.7.9	Support Ticket Management						
3.1.7.10	Timesheet Management						
3.1.7.11	Payroll Management						
3.1.7.12	Training Application						
3.1.7.13	New Manpower Request						
3.1.7.14	New Office item Request						
3.1.7.15	Resignation						
3.1.7.16	360 Degree Apraisal						
3.1.7.17	Management Review						
3.1.8	Employee Work Management						
3.1.8.1	Employee Ticket Management						
3.1.8.2	Employee ToDo List Management						
3.1.8.3	Employee Activity Management						
3.1.8.4	Employee Workloads						
3.1.8.5	Employee Work Performance						
3.1.8.6	Employee Profile Management						
3.1.8.7	Employee Organization Structure-Role & Responsibility						
3.1.8.8	Employee Department, Designation Management						
3.1.8.9	Employee Skill Matrix Management						
3.1.8.10	Employee Work Delegation Management						
3.1.8.11	Employee Work Process Management						
3.1.8.12	Employee User Rights & Login Management						
3.1.8.13	Employee Welfare & Festivals Management						
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