

#### Revolutionizing Field Operations & Management

**BizPharma** By BizMotion



The Most Comprehensive Field Operation Automation Platform

- **□** Enables a field agent to perform all his **daily activities** with a mobile app
- Area coverage, target and achievement status
- □ Market Survey, Competition analysis and more
- Reports & Analytics dashboard



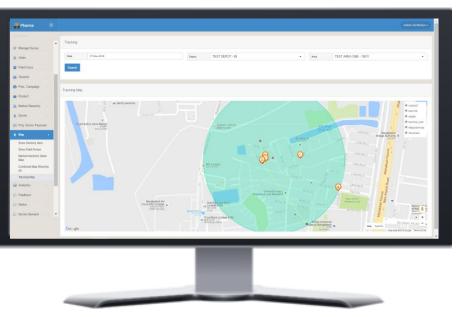


Most reliable partner in managing Pharmaceuticals Field Ops Growth partner to 2 of the biggest FMCG Cos ~7500Transformed Users

## Make better decisions



#### BizMotion Web Dashboard Opens a new window to the field for the management

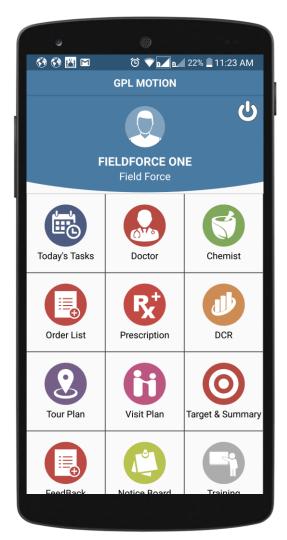




Interactive reports and web dashboard
Field Agent management admin
Location Tracking
Analytics







### **Personal Organization**



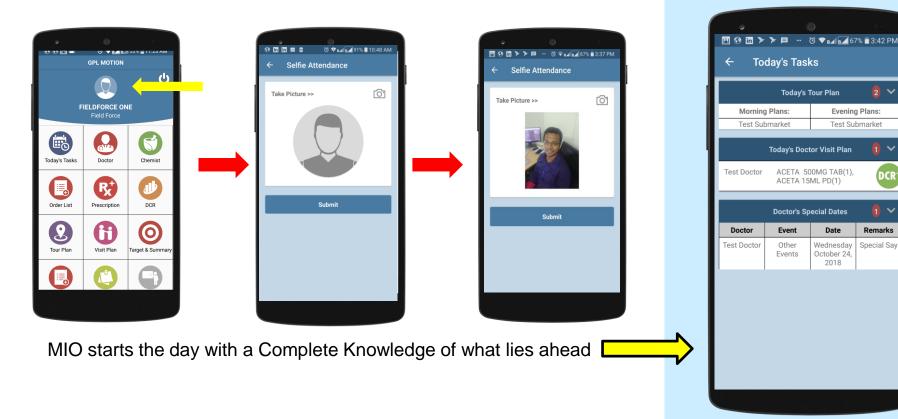
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DCR

Remarks

Special Say

An MIO starts his day by submitting a selfie from his/her reporting point as attendance





### **Doctor Module**

New Doctor Entry

#### Detailed Doctor module with option to store Visiting Card, Rx Pad Image, DCR, Special dates etc. 🕅 🚱 🛅 🏲 📃 😐 🕕 🛈 🗢 🖬 🖬 77% 🛢 1:56 PM Application Settings 🛐 🚱 🖸 🛅 🍞 🏲 🚥 🔞 🛡 🖬 🗖 64% 🛢 4:55 PM $\leftarrow$ **Doctor Details** 図 😚 🛅 ➤ 🔲 ·· ① ② ▼ 🖬 🖬 78% 🗎 1:56 PM 🖭 🚱 🛅 🏲 📄 🕛 🕕 🔞 🛡 🖬 🖬 79% 🛢 1:51 PM Doctor Name: TEST DOCTOR Doctor List MBBS ${f Q}$ Search for Doctor Doctor Code: 1 Test Doctor Contact No: null MBBS Degree: DCR Date: October 24, 2018 **Test Doctor** MBBS $( \mathbf{ \cdot } )$ DCR Item Briefing Doctor Code: 1 Office Address: Mirpur DOHS Office Address: Chamber: Mirpur DOHS ACETA 500MG TAB(PAC07) DCR+ ≣ Doctor 2 $( \mathbf{+} )$ Gift Item Submission mbbs DCR Doctor Code: 3 Add Add Office Address: mirpur DCR Visiting card Chamber: mirpur Chamber Address: $( \mathbf{+} )$ Accompany With Zonal Manager **R**<sup>+</sup> $( \mathbf{ } )$ Sample Sub-Market ID: Add Special Show Prescription Dates Analytics ACETA 500MG TAB(PAC07) - 1 + -- Please Select ---Comment Pad Picture ဂြာ **DCR Module** List of Doctors

### **Doctor Call Report Management**



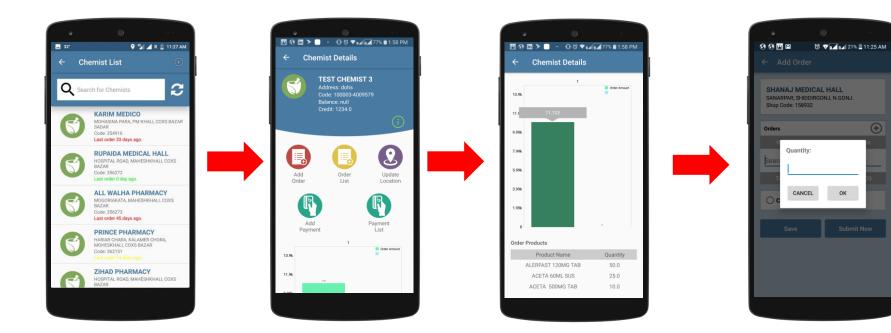
Manage field visit details with simple steps. Say goodbye to papers.



### **Chemist Module**



#### Create order on the go and send to depot from mobile



### **Order Module**



#### Detail order creation, Campaign Execution, Credit Management, Payment Collection etc. features







Create and manage field visit from FIELD and/or from HQ Tag tour type as either HQ , EX-HQ or OS



← Tour Plan - October							
Date	Morning	Evening					
1	1 SubMarket Selected	1 SubMarket Selected					
2							
3							
4	1 SubMarket Selected	1 SubMarket Selected					
6							
7							
8							
9							
10							
11							
12							

		Tour Plans					Disapprove Plan	Export Tour Plan
	Month	Date	Morning			Evening		
		01-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - true
Person Wise Individual Prescription Count		02-07-2016	Mithazirbag	но	Visited - false	Dholaipar	HQ	Visited - true
			Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - false
		03-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - true
Report AM Prescription Analysis	FieldForce Code	04-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbəg	HQ	Visited - true
	6556 1684	05-07-2016	Dholaipar	HQ	Visited - talse	Mirhazirbag	HQ	Visited - faise
	2643 5296	06-07-2016	Dholaipar	но	Visited - taise	Mirhazirbag	но	Visited - false
		07-07-2016	Dholaipar	но	Visited - talse	Mirhazirbag	HQ	Visited - talse
Tour Plan Doctor Visit Plan		08-07-2016	Dholaipar	HQ	Visited - false	Mirhazirbag	HQ	Visited - false
		09-07-2016						
Plan Doctor Visit History	4065 2478	10-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - true
			Dholaipar	HQ	Visited - false	Mirhazirbag	HQ	Visited - false
New Doctor Count	5834	11-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - false
Market Wise New Chemist	6477 6534	12-07-2016	Dholaipar	HQ	Visited - true	Mirhazirbag	HQ	Visited - true
		13-07-2016	Dholaipar	HQ	Visited - false	Mirhazirbag	HQ	Visited - false
	5854 5481	14-07-2016	Dholaipar	HQ	Visited - false	Mirhazirbag	HQ	Visited - false
		15-07-2016						



### **Detailed Doctor Visit Plan**



Create and manage details of doctor visit from mobile including Sample Item entry



#### **Tour Expense Claims**





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	E	cpense L	ist	
Date	Sub Market Name	Sub Market Type	Expense	Status
Septem- ber 01, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 02, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 04, 2018	Narsi ngdi- 2	HQ	210.00	Approved
Septem- ber 05, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 06, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 08, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 09, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 10, 2018	Narsi ngdi- 2	EX_HQ	280.00	Approved
Septem- ber 11.	Narsi ngdi-	но	210.00	Approved





#### Supervisor Approval View

### **Prescription Capture & Survey**





#### Quick Snapshot

- Product & Doctor Tagging
- □ Competition survey

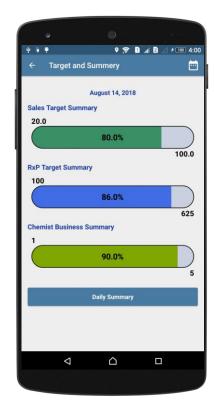


### **Performance and Motivation**



Inspire Field Force with real-time KPI achievement status

	Overall	
Туре	Field Force	Count
Order	MD. AKTARUZZAMAN	25
DCR	MR. RATON ROY	9
Prescription	MD. ABDUR RAHIM SARKER	33
	Depot	
Туре	Field Force	Count
Order DCR	MD. SELIM REZA	2
Prescription	MD. AWOLAD HOSSAIN	7

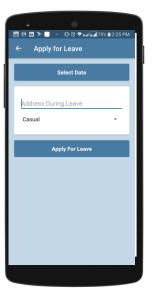


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÷	Daily	User Sun	ummary 😐					
		August 16, 3	2018					
		Order						
	Total Orde	r:	7					
	Order Amou	int:	10758.	63 <del>চ</del>				
		Doctor V	ieit					
	Total Doctor V		6					
P	ending Doctor	Visit:	6					
A	pproved Docto	r Visit:	0					
R	ejected Docto	r Visit:	0					
		Dressrini	ten					
	Total Prescrip	Prescript	2					
	ending Prescr		2					
	oproved Presc		0					
	ejected Presci		0					
	Ť	oday's Tou	r Plan					
	Sub Market Name	Sub Market Type	Quarter Type	Expense				
0	B Baria	HQ	EQ	240.00				

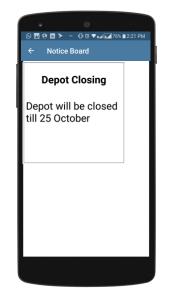
#### **Miscellaneous**



Leave Application Module, Notice Board, Product Details and other modules



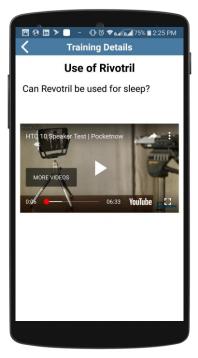
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### **E-Learning & Exam Module**



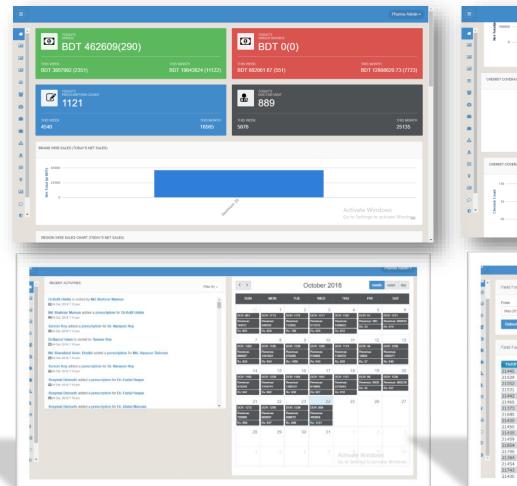


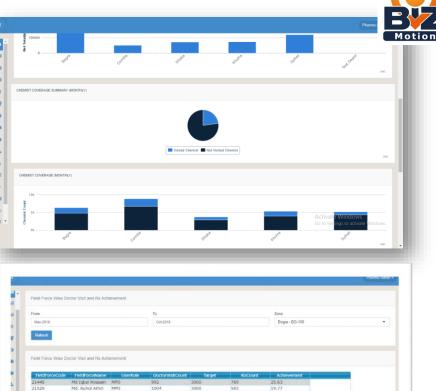
#### Training delivered on the field

- ✓ Product /Region/Job Description wise training
- ✓ Multi language support
- ✓ Video support
- ✓ Examination, evaluation & follow up

20 B >		4% 🖹 2:35 PM
<	Current Exam	
<	Que 1 Of 1	>
1. Can Rivot	ril be used for sleep?	Marks : 1
◯ Yes		
No		
O May be		
Not sure		
	Submit Answer	

#### **Dashboard & Reporting**





Md. Saled Hossan MPO

Mazharul Islam MPO

S.M. Niaz Hosain MPO

Md Suzan Mia MPC

Md Igbal Hossain AM

Md Rakibul Islam MPO

Md Habibur RahmarMPO

Shohorab Rustom MPC

Md Hafizur Rahman MPO

Delowar Hossain MPO

Shuvendu Kumar S-MPO

Md. Kabirul Islam MPO

Md Sazzad Ali AM

Md Abdul Hai MPO

Nikhil Chandra SarkMPO

Md Obaidul Islam MPO

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### Map Data & Field Tracking

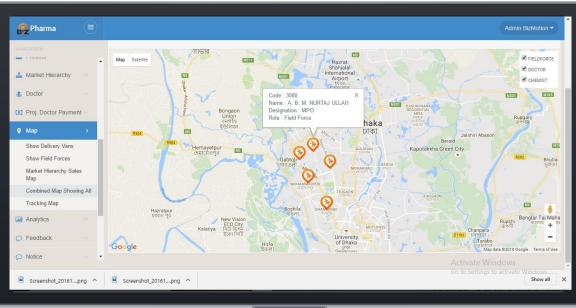


#### Map Visualization

- Dynamic Legends
- Custom Marker Icons
- Heat Maps

#### Geocoding

- ✓ Chemist Geocoding
- ✓ Doctor Geocoding
- ✓ Point of Interest
- ✓ Coverage & Support





### **Field Force Details Tracking**

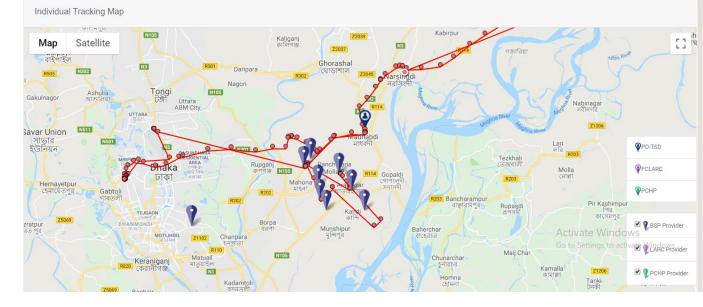


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- Custom Marker Icons
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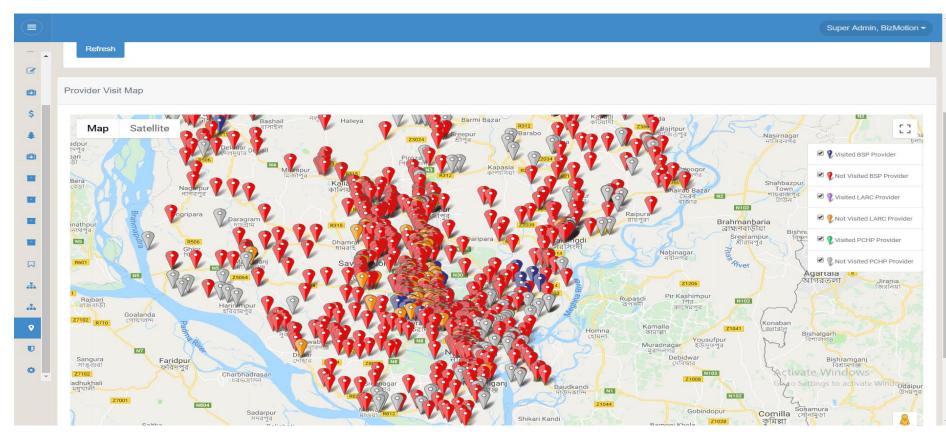
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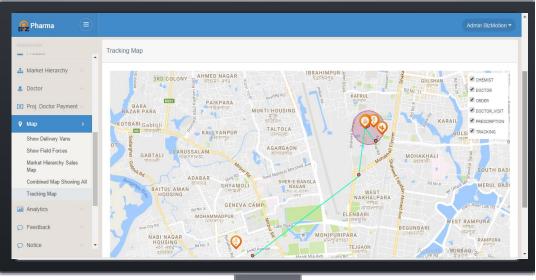
### **Customer and Doctor Coverage Map**





### Map Data & Field Tracking





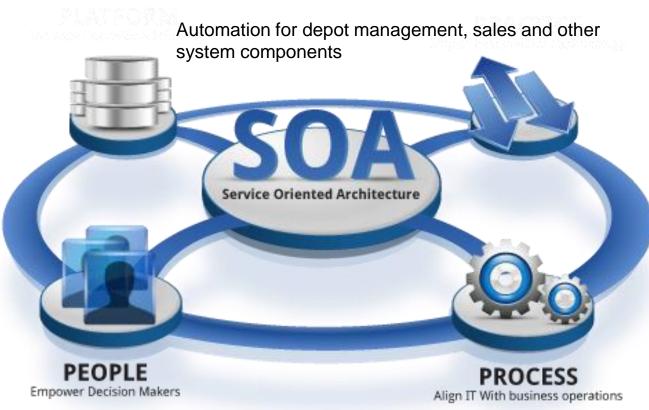


#### Visibility into field activities

- ✓ Route Planning
- ✓ Territory Management
- ✓ Team management
- ✓ Auto Geo-Fencing

## **Compatible With Any ERP**





Interoperable with SAP, Oracle or any existing ERP



# **Our Clients**

















Helping you live better