

# field**·**buzz

## Solution for Field Operation

*Field Information Solutions Ltd*

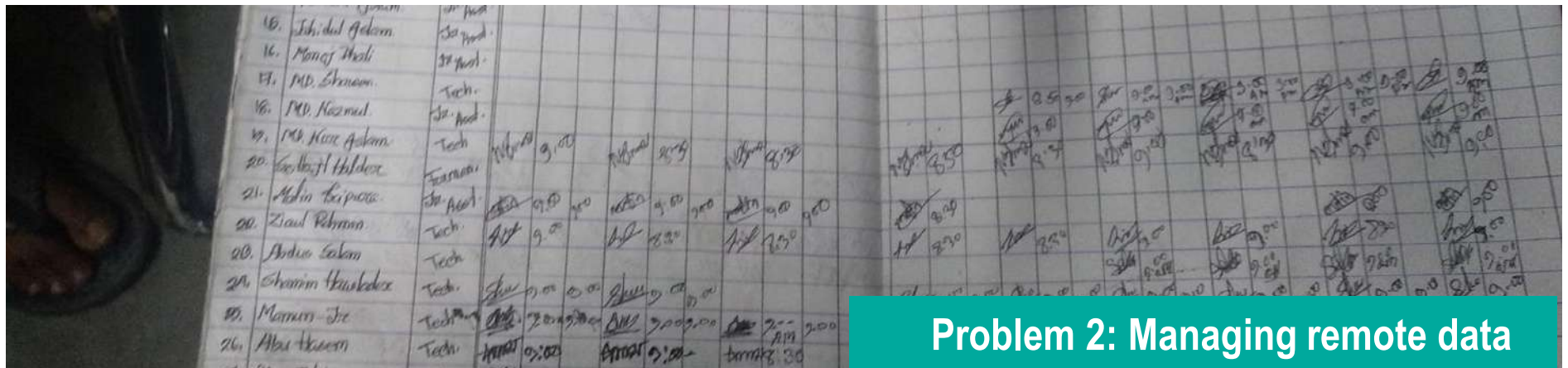
*sales@field.buzz*

*+880 187 772 1516*

*<https://field.buzz>*

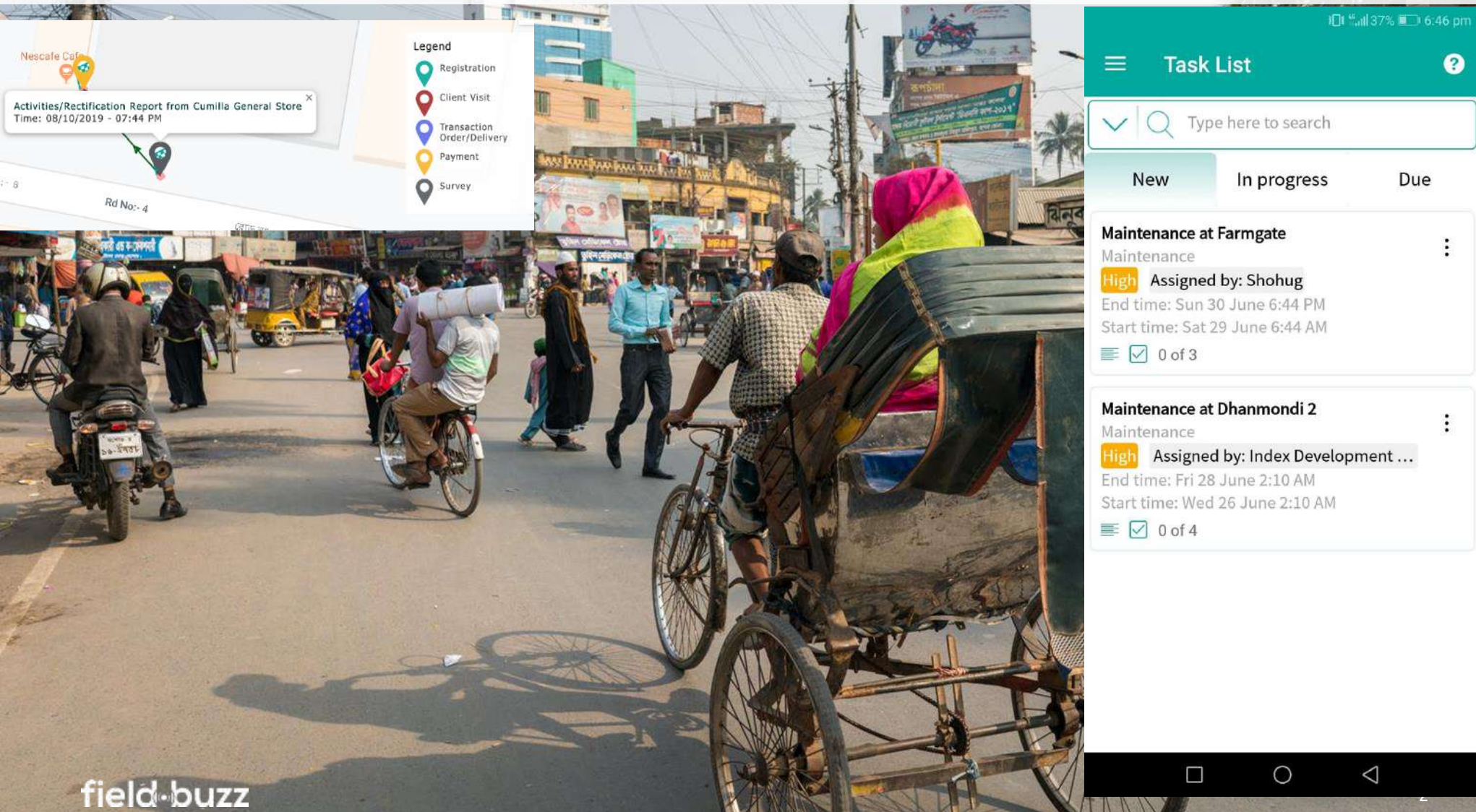
*June 2020*

# Managing remote & dispersed field operations in Bangladesh is not easy...





# We help organizations to track operations in the “last mile” using smartphones & web





# Relevant Industries

- Fast moving consumer goods (FMCG)
- Distribution sector
- Service industry
- Mobile handset industry
- Non-governmental organization (NGO)
- Pharmaceuticals
- Agri-sourcing
- On demand delivery
- LPG
- Hardware industry
- Power & construction industry



# Started in 2015, we delivered field software for many large organizations in 17 countries



# Since October 2018, we launched a **low-cost SaaS solution** in Bangladesh for field force management

Customer companies  
**24**

Users in the system  
**1323**

Retailers registered  
**200,000+**



# Recognitions so far...



# We have already rolled out SaaS modules for sales & distribution, **configurable within hours**

	Field Buzz Base		Primary sales		Secondary sales
	Inventory management		Promotions & discounts		Target
	Credit management		Marketing		Invoice
	Attendance		Route management		Alerts
	TA/DA		Task management		

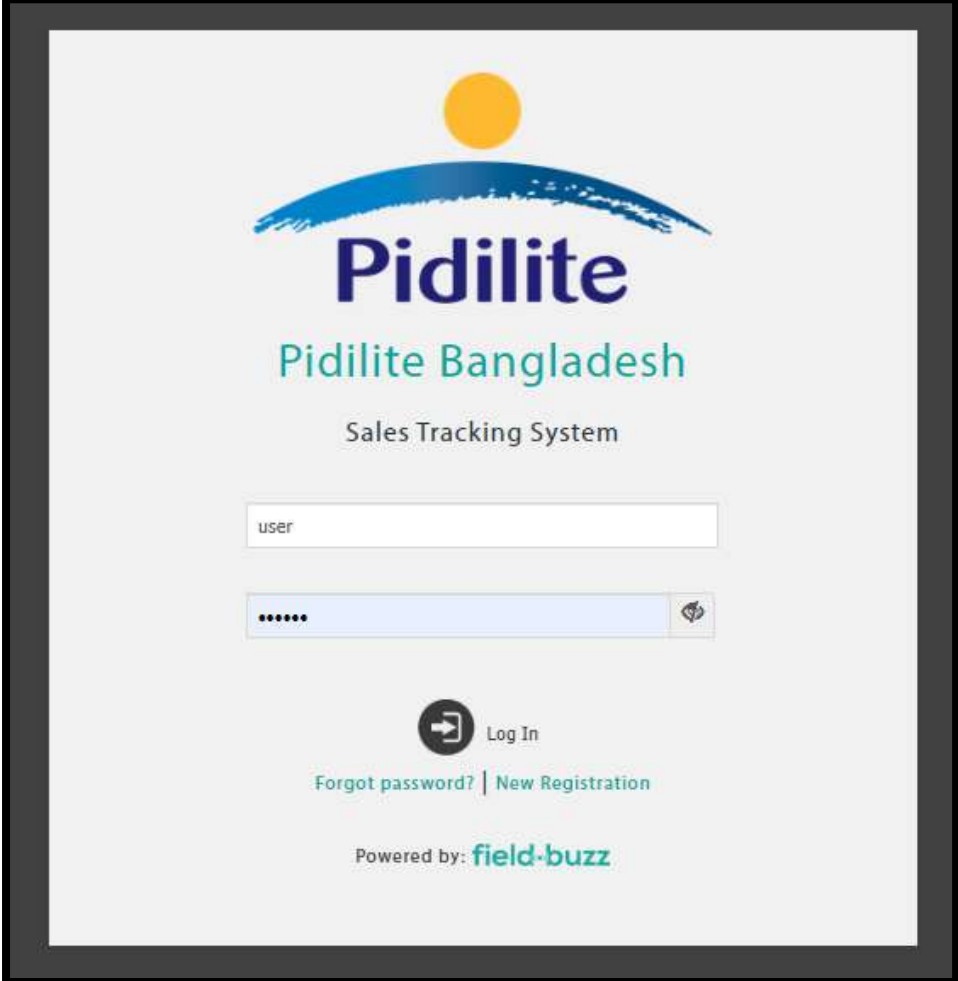


# Field Buzz vs competition

	Field Buzz	Others
True offline capability with intelligent syncing. The app works without active internet connection, even for weeks.	✓	✗
Accurate GPS location and time stamp with all activity	✓	✗
100% Bangla language support	✓	✗
Dedicated consultant team for support	✓	✗
Very friendly app, even for low skilled field workers	✓	✗
256-bit SSL based strong security	✓	✗
Amazon AWS based cloud – free of cost	✓	✗
QR code support throughout the system	✓	✗
No customization cost. Everything is ready to use!	✓	✗

# Field Buzz Base

- Access to personalized profile on Field Buzz SaaS system.
- Flexible organization hierarchy
- Flexible role and permission management system
- Access log
- Keep record of all activity
- News and announcement
- Customer profile registration.
- Multiple language support.



The screenshot displays the login interface for the Pidilite Bangladesh Sales Tracking System. At the top, there is a logo featuring a yellow sun above a blue brushstroke, with the text "Pidilite" in blue and "Pidilite Bangladesh" in teal below it. Underneath, "Sales Tracking System" is written in a smaller teal font. The login form consists of two input fields: a white field for the username containing the text "user", and a light blue field for the password with masked characters "\*\*\*\*\*" and a toggle icon on the right. Below the password field is a circular "Log In" button with a right-pointing arrow icon. At the bottom of the form area, there are two links: "Forgot password?" and "New Registration", both in teal. The footer of the page reads "Powered by: field-buzz" in teal.

# Primary sales

- Primary order & sales tracking
- Multiple approval levels for management of hierarchy.
- Payment information management
- Custom pricing for distributors

Delivery Initiated

Territory \*

Distributor \*

Transaction Breakdown

Product *	<input type="text" value="Rahul Chaki Atta/Lal Atta 1..."/>	Unit type	<input type="text" value="CTN/BG (1 ctn/bg = 24 pcs)"/>
Quantity	<input type="text" value="20"/>	Unit price *	<input type="text" value="33.75"/>
Pcs *	<input type="text" value="480.00"/>	Sub total *	<input type="text" value="16200.00"/>

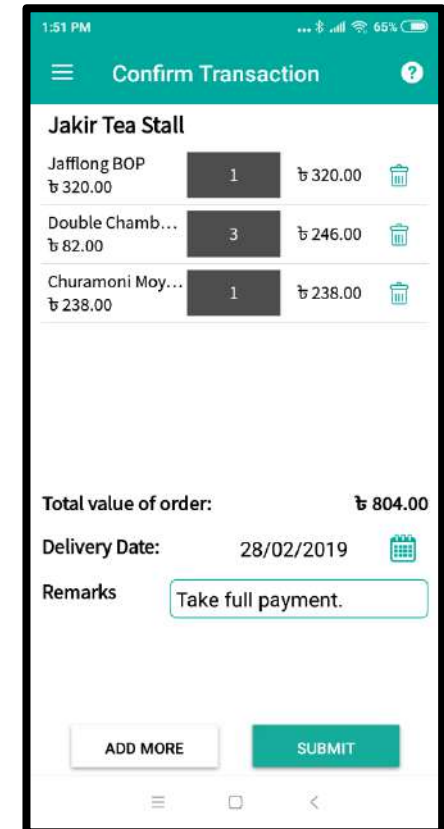
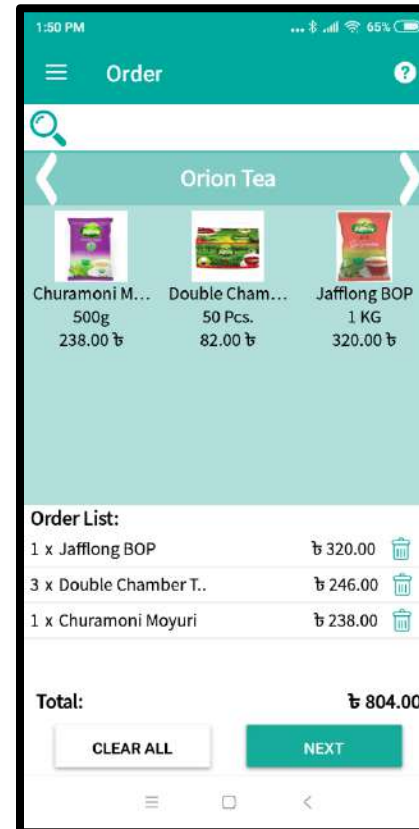
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Total SKU	<input type="text" value="1"/>
Total UOM	<input type="text" value="20"/>
Total Pcs	<input type="text" value="480"/>
Sub Total *	<input type="text" value="16200"/>
Total Payable *	<input type="text" value="16200"/>



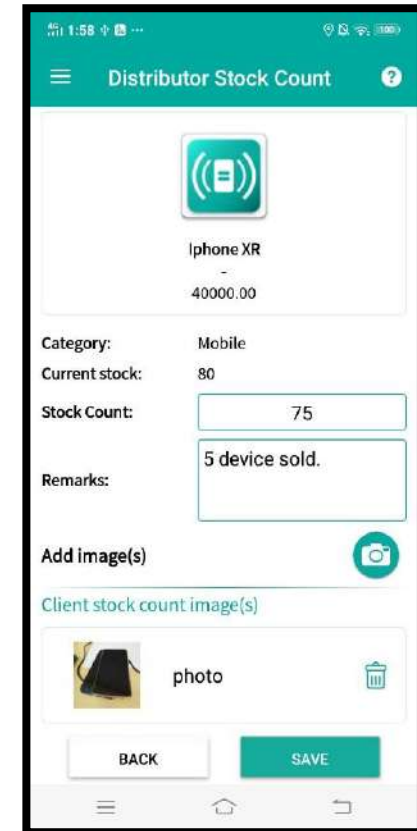
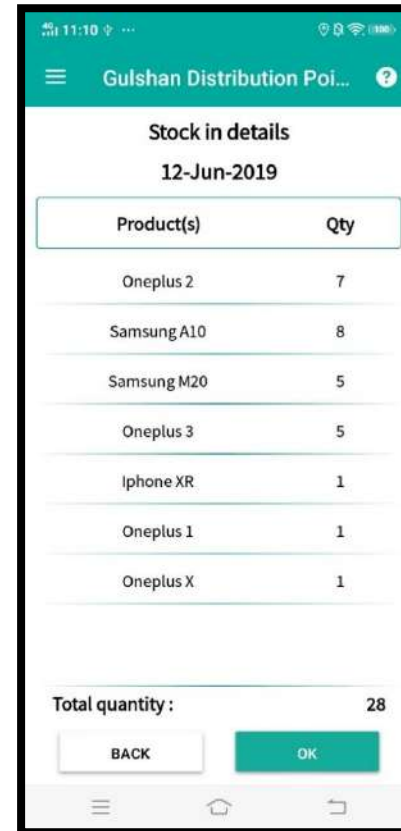
# Secondary sales

- Retailer registration
- Order and delivery management
- Discount
- Payment collection
- Product price management
- Location, time and image verification.



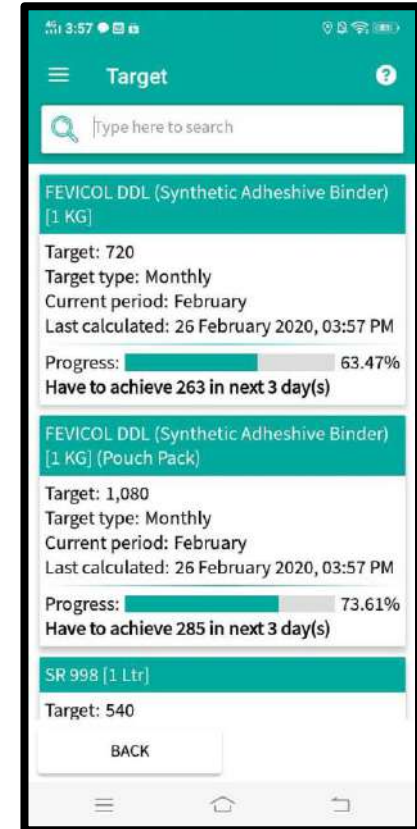
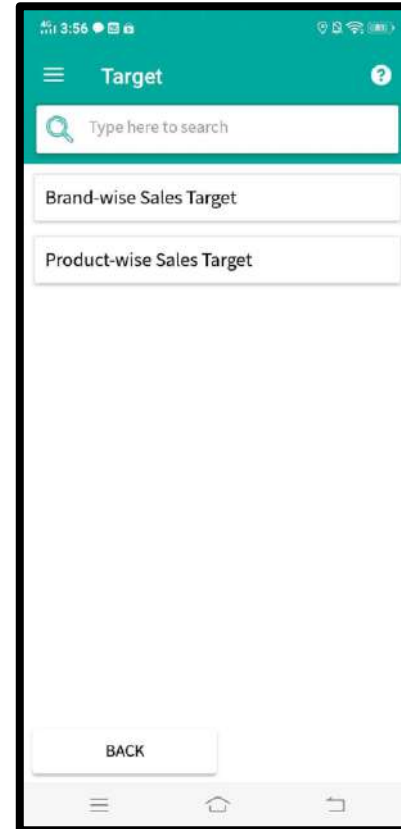
# Inventory management

- Monthly stock count
- Stock return, stock rotation & transfer
- Inventory balance report
- Distributor Stock Count
- Distributor performance report



# Target

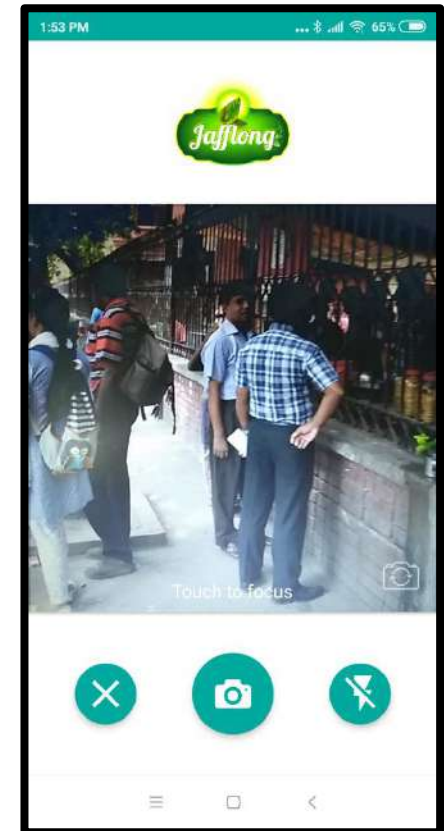
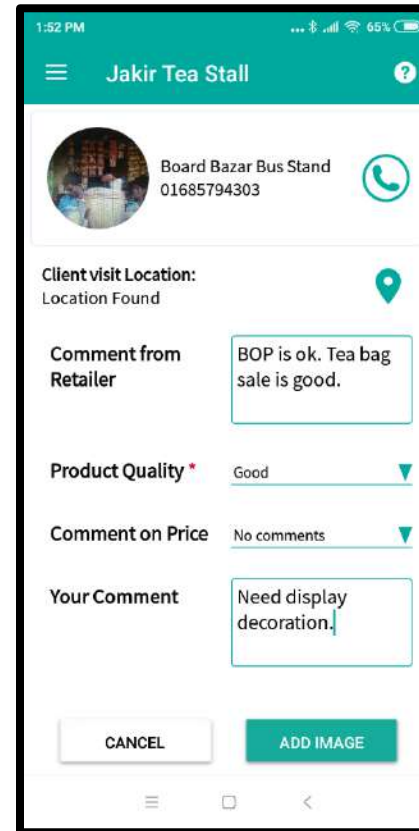
- Management can set the targets
- Targets can be monthly or yearly
- Individual or team based targets
- Targets for both product and client visit
- Product wise/category wise targets
- Detail target history along with progress





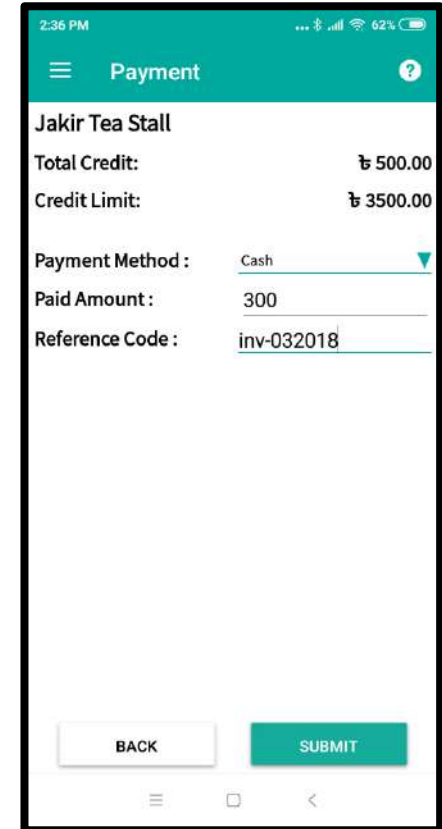
# Customer visit

- Visit information
- Configurable questions & answers
- Time and date verification
- Location verification
- Image verification
- Offline Support And Real Time Data
- Reports



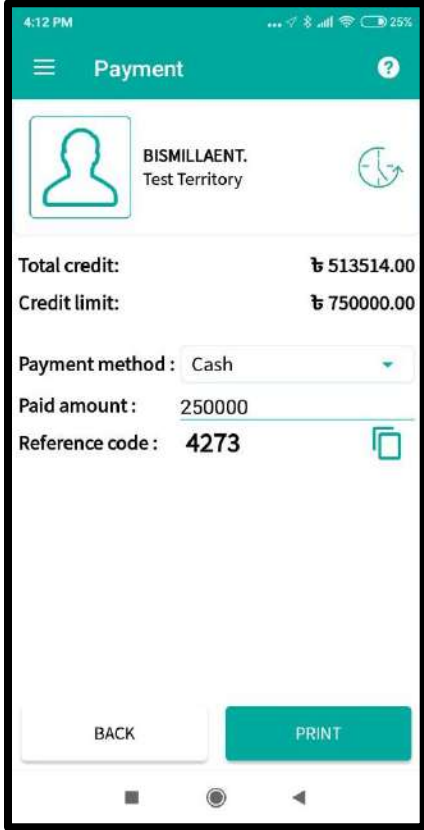
# Credit management

- Credit profile for each retailer.
- Clients Total Credit Reports.
- Configurable credit limit.
- Credit Limit Exceeds Alert
- Credit Collection Record
- Credit settlement history to check retailer behavior.



# Invoice

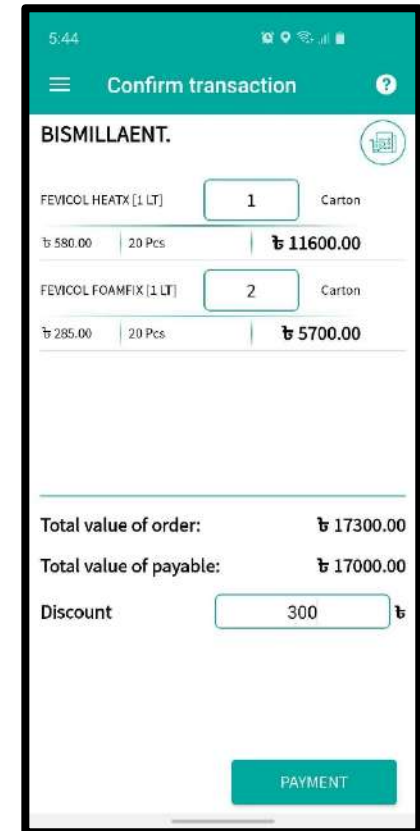
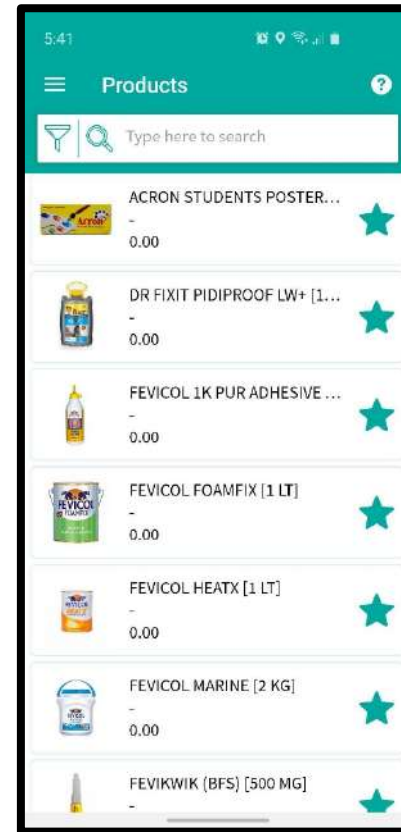
- Open and close invoice management.
- Adjustment of original invoice based on partial payment.
- Sequential invoice closing (oldest to newest).
- Payment reference code for verification.
- Detailed payment history for customers.





# Promotions & discounts

- Integration of all conventional promotion schemes such as –
  - Product with product
  - Flat discount with product
  - Percentage discount with product etc.
- Loyalty program based promotion.
- Promotional gift inventory.
- Instant calculation on app based on ordered products.



# Marketing

- Unlimited survey forms.
- Unlimited survey response collection.
- More than 16 types of question for convenient design of forms.
- Interactive reports based on survey response with insights.
- All responses exportable to excel sheet.

6:58

Products Survey for Pha...

### 2. Client Survey

2.1 How frequently do you want our Territory Sales Officer to visit your shop?

Please select only one option

- Once a week
- Twice a week
- Once a month
- Twice a month

Image (1)

5/16

12:43

Retailer Registration- C...

### Group

Shop owner signature

Signature

24/25

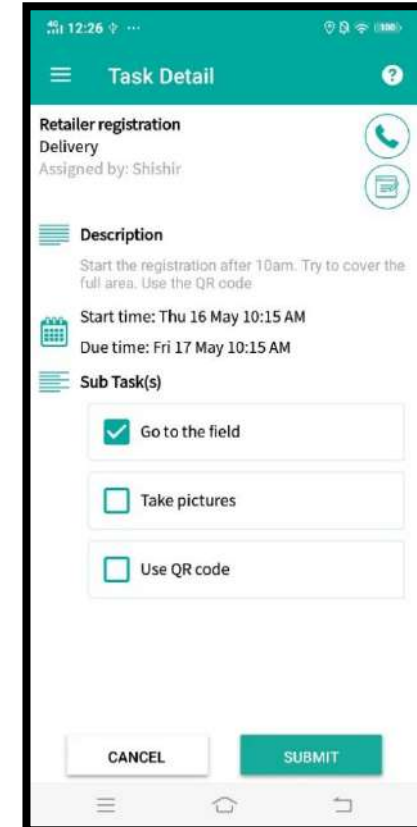
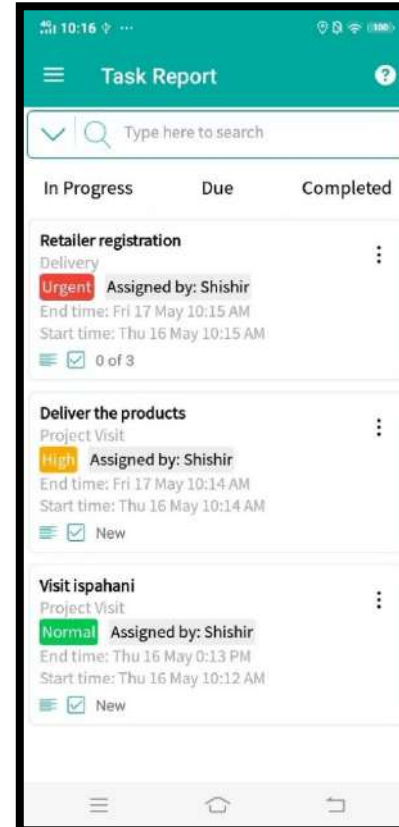
# Alerts

- Important alerts to make customer and team management easier such as –
  - Device wrong location alert
  - Device wrong time alert
  - Distributor low stock alert
  - Duplicate information alert etc.

Outlet wrong location visit alert					
Select one		Search Term			
<input type="checkbox"/>	Code	Client visit	Visit location	Client location	Distance from client
<input type="checkbox"/>	WLCVA-24915	VC-191807	24.85194760, 89.37361520	24.89441730, 89.29943960	8858.288565 metres
<input type="checkbox"/>	WLCVA-24914	VC-191806	24.85196600, 89.37343370	24.89442430, 89.29945390	8840.893008 metres
<input type="checkbox"/>	WLCVA-24913	VC-191804	24.07365960, 89.58907250	24.05562030, 89.54920630	4522.435077 metres
<input type="checkbox"/>	WLCVA-24911	VC-191798	24.85167950, 89.37465350	24.84834790, 89.37281090	414.953997 metres
<input type="checkbox"/>	WLCVA-24910	VC-191797	24.85168700, 89.37464280	24.84868860, 89.37264470	390.056486 metres
<input type="checkbox"/>	WLCVA-24909	VC-191795	24.85168250, 89.37464910	24.85313230, 89.37244770	274.758483 metres
<input type="checkbox"/>	WLCVA-24908	VC-191793	24.85166680, 89.37466900	24.84863240, 89.37271740	391.102807 metres
<input type="checkbox"/>	WLCVA-24907	VC-191791	24.84436680, 89.37159190	24.96334020, 89.34490410	13515.323741 metres
<input type="checkbox"/>	WLCVA-24906	VC-191783	24.08678540, 89.22094150	24.08795880, 89.22120550	133.348348 metres
<input type="checkbox"/>	WLCVA-24905	VC-191773	24.83980640, 89.36888490	24.84018450, 89.36712250	182.945371 metres
<input type="checkbox"/>	WLCVA-24904	VC-191747	24.85167300, 89.37449260	24.84862960, 89.37268190	385.006941 metres
<input type="checkbox"/>	WLCVA-24903	VC-191744	24.85167190, 89.37450870	24.84869090, 89.37266770	380.395716 metres

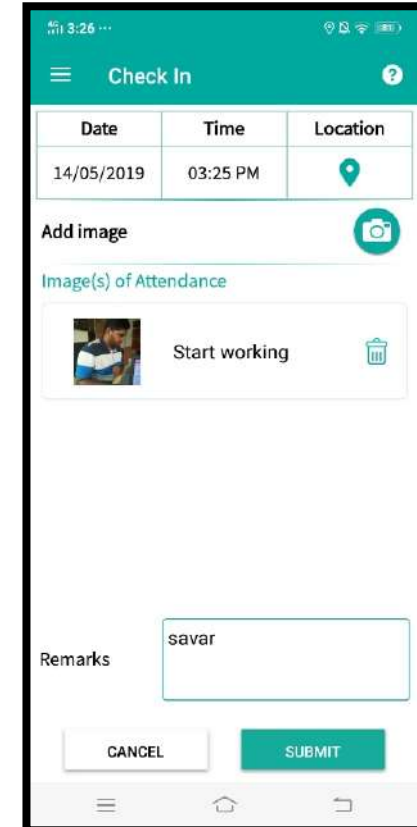
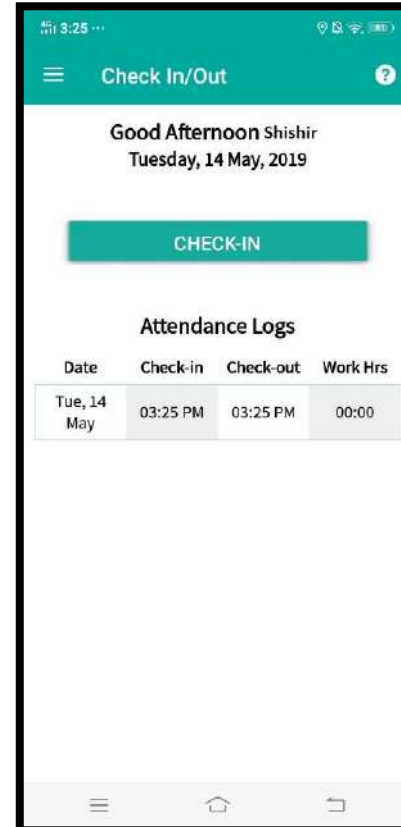
# Activity & Task management

- Remote task assignment
- Task fragmentation with sub-tasks
- Task reports
- Task prioritization
- Alerts based on task updates
- Task progress report



# Staff Remote Attendance

- Remote check-in
- Remote check-out
- Meeting attendance
- Worker attendance
- Attendance dashboard
- Advance attendance report





# TA-DA Bill

- Automatic TA & DA bill submission
- Smart geo location stamp
- Multi-layer approval system
- Advanced TA-DA report
- Bill disbursement through bKash

The screenshot shows the 'TA Bill Form' interface. The top bar is teal with a hamburger menu icon, the title 'TA Bill Form', and a help icon. The form fields are as follows:

Reason for Traveling	Filed visit
Date*	09/05/2019
Mode of Transportation*	Car
Start Location*	Gulshan head office
End Location*	Dhanmmondi head office
Starting Time	11:45 AM
Ending Time	12:45 PM
Total Expense*	350

At the bottom, there are 'BACK' and 'SUBMIT' buttons.

The screenshot shows the 'DA Bill Form' interface. The top bar is teal with a hamburger menu icon, the title 'DA Bill Form', and a help icon. The form fields are as follows:

Reason for Traveling	App training
From*	09/05/2019
To*	10/05/2019
Start Location*	Badda,Dhaka
End Location*	Chittagong

Below the form fields is an 'Add Item?' section with a plus icon. Underneath is a 'Bill Items' table:

Item	Quantity	Amount	Remove
Food	x 3	300.00	Remove
Hotel	x 2	2,000.00	Remove


At the bottom, the 'Total Expense' is 2,300.00, and there are 'CANCEL' and 'SUBMIT' buttons.

# All information from the smartphones syncs to an interactive web interface for managers

**field-buzz** Reporting Alerts Transaction Surveys Admin Config

**Clients** Matri General Store

Registration Information

Take A Picture  QR Code: N/A

Industry Type: FMCG,Tea,Stationary

Name: Matri General Store

Type Of Client: Shop

Contact Person: Malek

Market: Dhanmandhi

B Kash Merchant Number: 01580977644

Contact Number: 01580977644

Shop Address: Dhanmandi 8/a, beside Kabab Korigor

Meta Data

On Spot Update Time: 11/04/2019 - 10:39 AM

On Spot Creation Time: 11/04/2019 - 10:38 AM

Last Updated By: Nakh Hasan

Location: 23.78227610, 90.42562640

Other Information

Credit Limit: 0.00

Version Information

Payment(s) Order Client Visit

Render Payment Type	Related Transaction	Amount Paid	Currency	Payment Method	Payment Time	Location
Transaction	T-02020	5000.00	C-00009: BDT	—	11/04/2019 - 10:42 AM	23.7822715 90.4255609
Transaction	T-01524	4500.00	C-00009: BDT	ikash	20/03/2019 - 12:19 PM	23.7819819 90.4254677

**field-buzz** Reporting Targets Alerts Transactions Admin Devices Survey

Dashboard Monthly Report Graph

Region: Add all Clear all REG-0001 Dhaka

Zone: Add all Clear all Dhaka 3

Distributor: Add all Clear all Uttara Perfumery, Uttara Boardbazar

Daily Sales Summary

Daily Sales Duration Summary

Daily Market Visit Summary

Daily Sales Duration Summary Export

Shop Wise Sales

SKU Wise Sales

Numerical Distribution

AB Category Report

Route Wise Performance Graphs

Route Wise Performance Graphs

Check-In Visit

Monthly Report

Active Shop Visited Shop

**field-buzz** Reporting Alerts Transaction Surveys Admin Config

Reports User Location Map

Date: 14/04/2019

Select User Role: Field Staff

Select User: Jobir

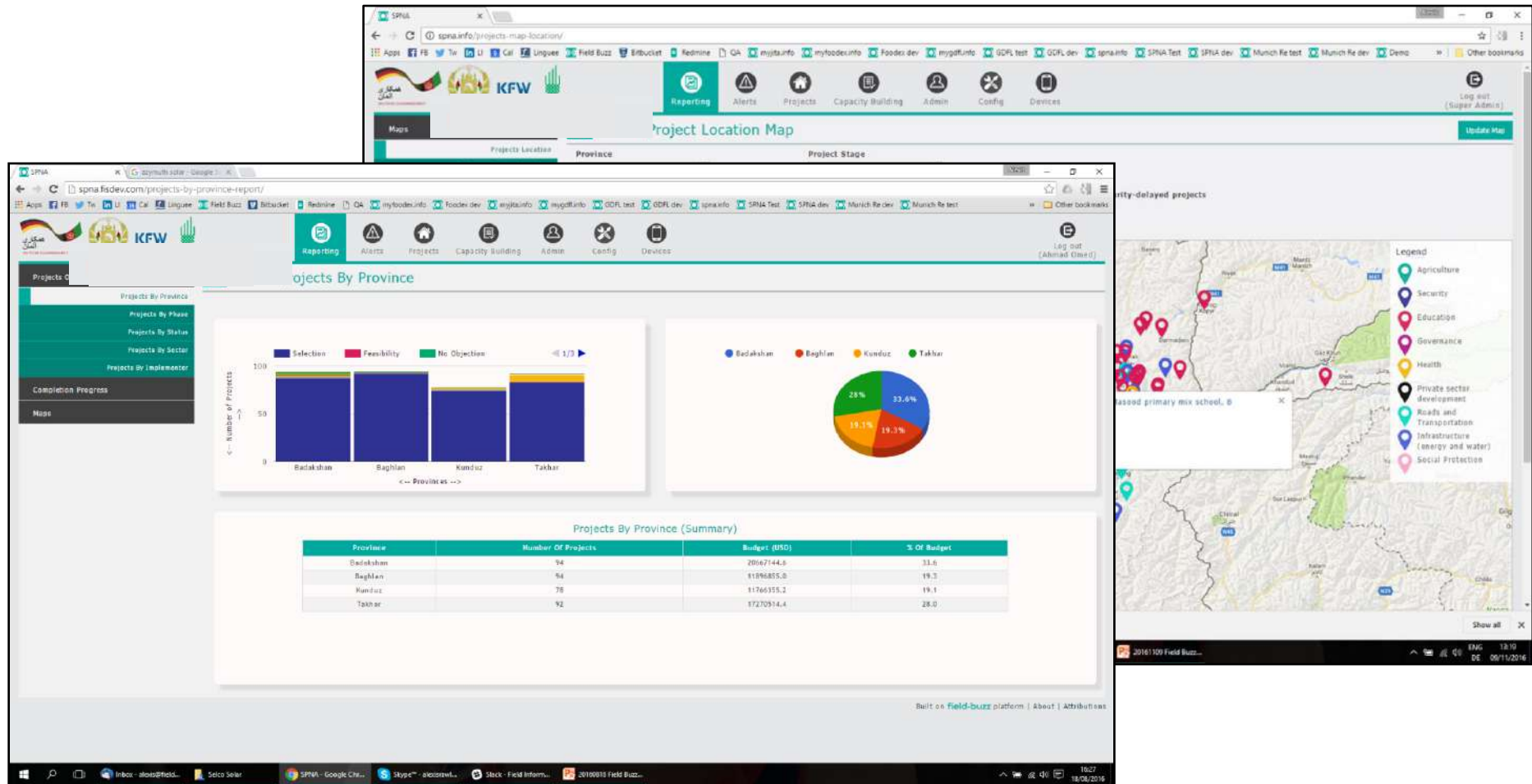
Map Satellite

Legend

- Registration
- Client Visit
- Transaction Order/Delivery
- Payment
- Survey

Order to RASHAL STORE 2  
Total value: 900.00  
Time: 14/04/2019 - 10:58 AM

# Maps, charts, tables, key indicators and alerts help managers to improve performance



# Monitoring User Location via Web-Interface

**S. Houque International**

Reporting Alerts Transaction Surveys Admin Config

Reports Maps

Total Clients Transaction Location Customer Location Survey Location User Latest Recorded Location User Location Tracking Map

**User Location Map** Update Map

Date: 01/08/2018 Select User Role: Sales Officer Select User: CU-00059: Samin test Ac

Map Satellite

Dhaka ঢাকা

BARIDHARA বারিধারা

GULSHAN গুলশান

MOHAKHALI মোহাখালী

TEJGAON তেজগাঁও

KARWAN BAZAR কারওয়ান বাজার

LALMATIA লালমতিয়া

MOHAMMADPUR মোহাম্মদপুর

SHER-E-BANGLA NAGAR শের-এ-বাংলা নগর

BANANI RAILWAY বনানী

AMINBAZAR আমিনবাজার

GABTOLI গাবতুলী

BOSHILA বোশিলা

KHILGAON খিলগাঁও

UNIVERSITY OF DHAKA

# fieldbuzz

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VAT reg./USt-IdNr: DE299251310  
Managing Director/Geschäftsführer: Alexis Rawlinson

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Trade Licence: Nr. 03-059302  
Tax ID: Nr. 766842398491  
BASIS membership: Nr. A417  
Managing Director: Habib Ullah Bahar

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