



Travel & Sales Promotional Expense Tracking

The Company

Our client offers a range of hybrid seeds in India .It also operates its seeds business in Asia Pacific region. It deals with Corn, Bajra (Pearl Millet), Jowar, Paddy, BT Cotton, Vegetables and Sunflower seeds.

Challenges

1. All expense claims process was offline and manual which was error prone.
2. Travel claim settlement and reimbursement process was taking more time because of manual approval process.
3. Reporting manager was finding difficulty in knowing the amount he has approved for a specific purpose (Fare/ Hotel/ Other Expense).
4. For Accounts manager, it used to be very time consuming to verify each and every form as per the claim policy.
5. Employees were not able to find out the status of their claim.
6. Sales representatives used to send their travel claim form through courier services, increasing their operational cost.

Solution

Empover i-Tech Pvt. Ltd. (EIPL) developed an offline (MS Excel) and web based, Travel Expense and Sales Promotional Expense tracking application to automate all their travel and sales promotional expense process.

Features

1. Travel Expense Tracking using.
2. Sales Promotional Expense Tracking Offline (MS Excel) and online web based System.
3. Research & Development Expense Tracking Offline (MS Excel) and online web based System.
Unscheduled expense claim tracking (Online Web Based System).

Tools and technologies used for implementation

Java, J2ee, Java Script, AJAX, EXTJS, CSS, Apache Tomcat, MS SQL Server

Result

- Improved productivity and job satisfaction by saving time with auto validation of claims
- The reporting manger can effectively monitor and control the sales and marketing activities. Status of any claim can be viewed by the concerned departments, which has increased transparency in process and better communication among departments.
- Made approval authorities' verification and approval job easy.
- Ability to track sales promotional expenses effectively leading to better sales promotional budgeting and better utilization of fund.
- Offline (MS Excel) based module helps the sales and marketing team to maintain their claim information offline and online application helps them to upload their saved offline claim information for processing.
- They are able to track employee's performance effectively.
- Physical data storage and other administrative activities has been almost eliminated which helped a lot in operational cost reduction.
- Automation of expense claim and approval process has decreased the claim settlement time and increased employee satisfaction.

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