CHAPTER-VIII

SANCHARSOFT

Sancharsoft

Existing Inventory Management

- Presently SIM/RC etc accounting at CSR/SSA is done manually.
- Traceability of SIM/RC through Distribution Channel not possible.
- RC/SIM Expiry in stores.(which can be sold to avoid loss of revenue)
- Reconciliation of revenue accounting and RC value with IN not possible.
- Instant Counter closing report for Cash Accounting at CSR/CSC difficult.

What is Sancharsoft ?

Sancharsoft is a web application created for the management of SIM, Recharge Coupons & Top up Cards of Mobile Services of BSNL. It is an Inventory Management Package.
Management Reports are hosted on intranet.bsnl.co.in.

SancharSoft: Technical Details

It is a web based package created on MS IIS platform using asp (MS Active server pages technology & Javascript).
All the CSR clients can access to the web service and can login using their username & password.
All Dealers, DSA's and Retailers can use the service via secure network when extended to them.

Objective of Sancharsoft

- Sancharsoft is a tool for Management of
- CMTS Sales and Distribution Network.
- Franchises and Retailers performance Monitoring.
- DSA and BSNL Shoppe Performance Monitoring.
- Other Channel Partners like BPCL, Handset Vendors.
- Franchise and Retailers Database Management and Reporting.
- Payment of Commission.
- Reconciliation of Recharge Vouchers with revenue realized.
- Reconciliation of CTOPUP revenue realized v/s CTOPUP carried out.
- Monitoring of Inventory levels with Franchisee, Retailers and DSA/PCOs.

Capabilities of Sancharsoft.

What can it do?

Sales and Distribution.
Auto Activation, deactivation and swapping of prepaid cards.
Recharge voucher enabling, Damaged card blocking.
Franchisee, Retailer and Other channels Performance Monitoring.

What it can't do?

- Accounting- it is an inventory package to facilitate the invoice.
- Real time utilization of Infrastructure details like equipped capacity etc.
- Can't handle other products like Landline, Broadband.

Three Key Modules of Sancharsoft.

1.SIM Module (Activations, CAF-Customer Application Form)

- SIM Allotment upto POS (Point Of Sale) and Retailer Network.
- Invoice Generation.
- SIM Activation.
- CAF Monitoring , CAF Information Storage and retrieval.
- Dynamic Stock and Sale Report.

2.**Recharge Module**

- Opening Balance Coupon Loading (one time only during Change Over)
- Ease of Distribution and Sales.
- Expiry / missing cards blocking.

3.C-TOP Module.

- CTOP UP Sales from nearest CSC.
- Cash receipt/revenue reports.
- Sales Reconciliation.
- Performance Monitoring.
- Balance and status of any CTOP number to Franchises / CSC / FMT / RMC.
  (**FMT**-Franchisee Manager Team, **RMC**- Retailer Manager Coordinator)

Benefits of Sancharsoft.

1.SIM Module (Activations, CAF-Customer Application Form)

- At a glance report of BSNL S&D (Sales and Distribution).
- CAF and SIM Tracking.
- Available cards stock with Retailers / Franchisees.
- Commission and Retention bonus reports.
- Direct activation by retailer possible.

- CAF submission due, Retailer Activation Report, CAF Collection from retailer by courier can be implemented.

2.Recharge Module.

- Ease of Sales and Distribution down the line to Franchisee and Retailers.
- Auto Voucher enabling, blocking etc.
- Franchisee / Retailers Target monitoring.
- Easier and Faster replacement of damaged cards.

3.C-TOP Module.

- Sales Report and Balance Report of Franchisee to FMT.
- Sales and Balance Report of Retailers to Franchisee.
- Overall performance of Franchisee including CTOP sales / Voucher sales.
- Easier Access to CTOP – i.e. Sales form CSC instead of SSA HQ.
- Direct SIM commission remittance to CTOP number – for Franchisee / Retailer.

Sancharsoft Menu

The various menus used for Prepaid, Recharge / Topup cards are:

Home
Prepaid
Recharge
Replacement
Stock
Re-printing
Reports
Query
Dealer sales

Sancharsoft example window

Prepaid Menu

a) Normal

b) Prepaid by choice

c) Discount sale.

Recharge Menu

a) Coupons

b) CTOPUP Standard

c) CTOPUP Flexi

d) Delete Uploaded.

e) Coupon Blocking

f) Offline sales.

Replacement Menu

a) SIM Cards

b) Replacement – Recharge / Top-Up coupons

Stock Menu

a) Stock return

b) Stock Diversion
c) Stock indent

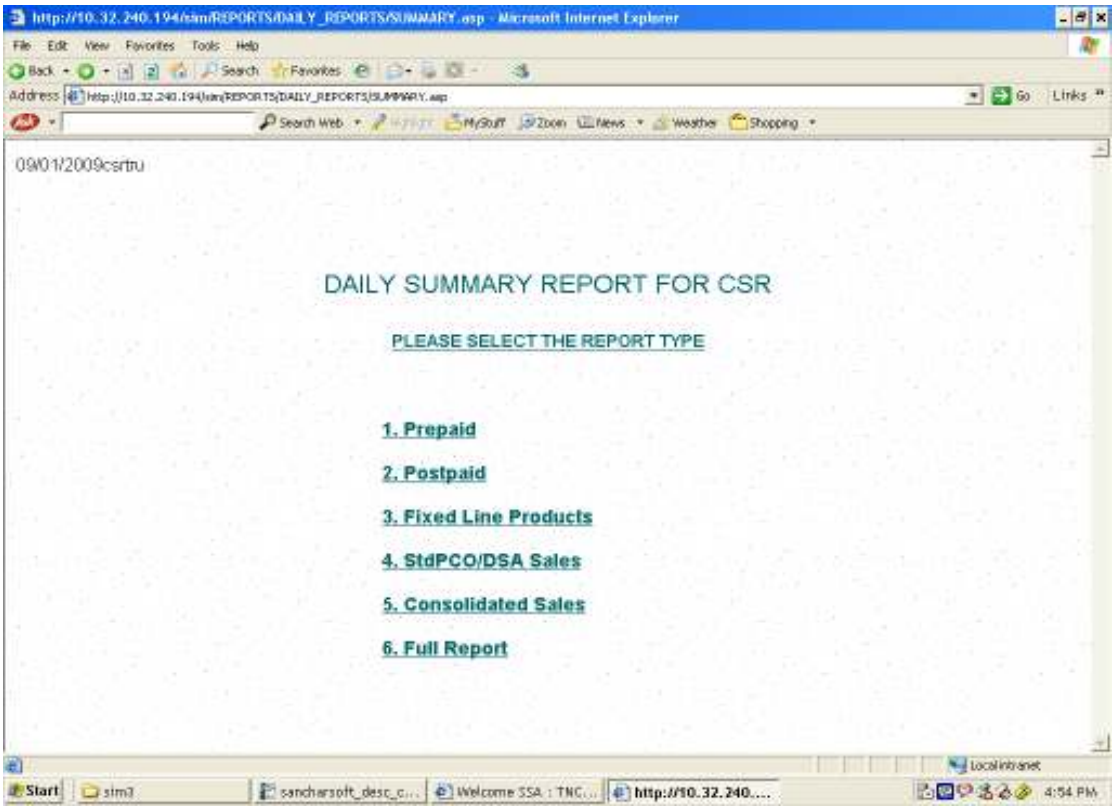
Reprinting

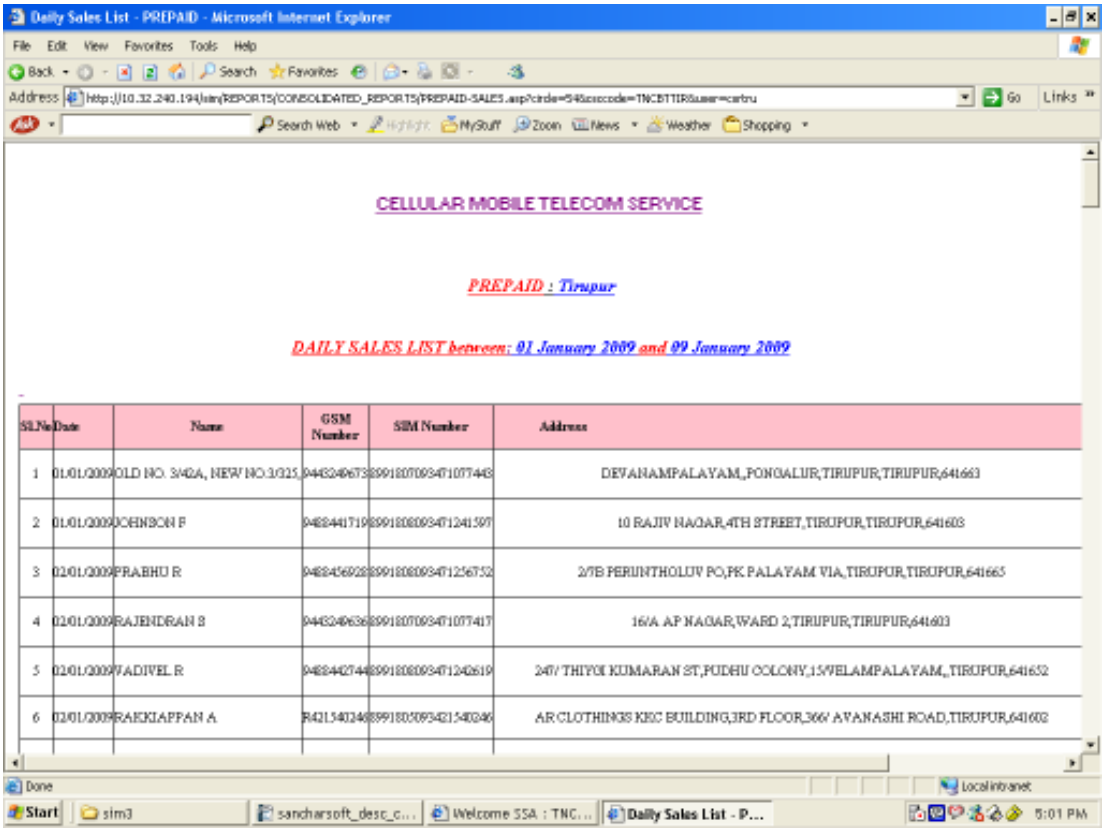
a) Prepaid
b) Replacement
c) CTOPUP recharge
d) PCO/DSA invoice
e) Stock return

Reports

a) Daily statement
b) Consolidated sales
c) Stock

Sample Reports Menu





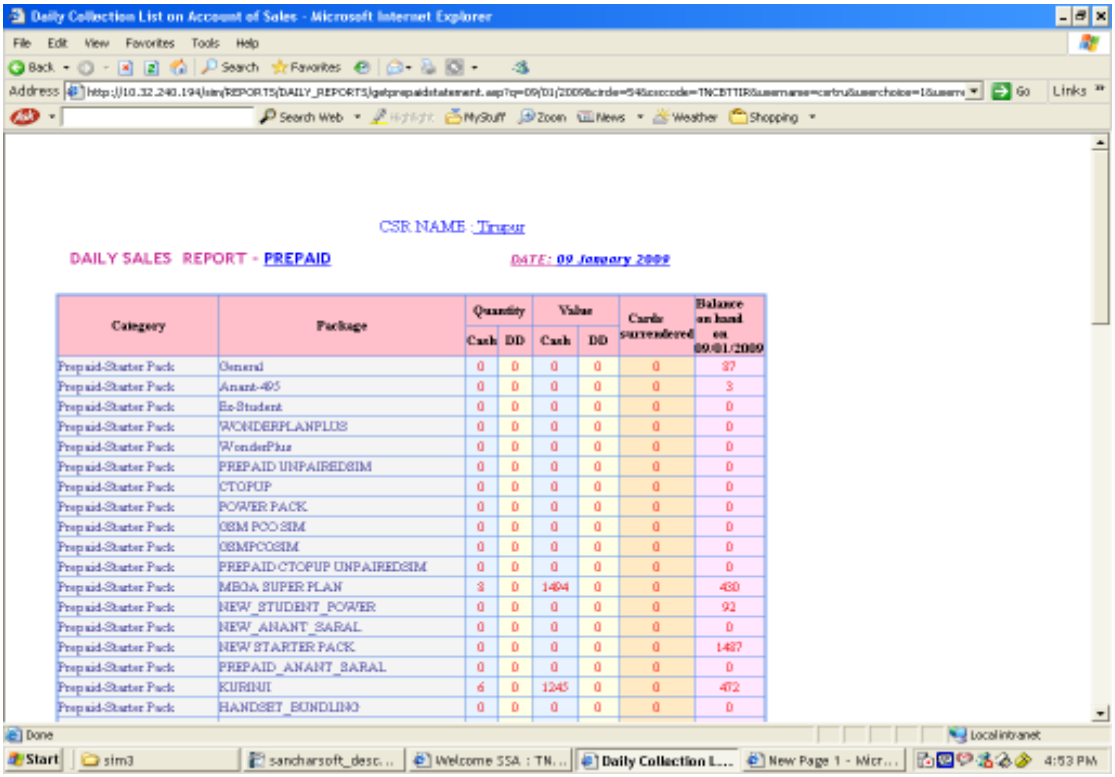
Daily Sales List - PREPAID - Microsoft Internet Explorer

CELLULAR MOBILE TELECOM SERVICE

PREPAID : Tirupur

DAILY SALES LIST between: 01 January 2009 and 09 January 2009

SLNo	Date	Name	GSM Number	SIM Number	Address
1	01/01/2009	OLD NO. 3/42A, NEW NO.3/325,	9443249673	8991810709347107744	DEVANAMPALAYAM,,PONGALUR,TIRUPUR,TIRUPUR,641663
2	01/01/2009	JOHNSON F	9488441719	8991810809347124159	10 RAJIV NAGAR,4TH STREET,TIRUPUR,TIRUPUR,641603
3	02/01/2009	PRABHU R	9488456928	8991810809347125675	2/7B PERUNTHOLUV PO,PK PALAYAM VIA,TIRUPUR,TIRUPUR,641665
4	02/01/2009	RAJENDRAN S	9443249636	8991810709347107741	16/A AP NAGAR,WARD 2,TIRUPUR,TIRUPUR,641603
5	02/01/2009	VADIVEL R	9488442744	8991810809347124061	247/ THIYOI KUMARAN ST,PUDHU COLONY,15/VELAMPALAYAM,,TIRUPUR,641652
6	02/01/2009	RAKKIAPPAN A	9421540244	8991810509342154024	AR CLOTHINGS KEC BUILDING,3RD FLOOR,366/ AVANASHI ROAD,TIRUPUR,641602



Daily Collection List on Account of Sales - Microsoft Internet Explorer

CSR NAME : Tirupur

DAILY SALES REPORT - PREPAID DATE: 09 January 2009

Category	Package	Quantity		Value		Cards surrendered	Balance on hand on 09/01/2009
		Cash	DD	Cash	DD		
Prepaid-Starter Pack	General	0	0	0	0	0	87
Prepaid-Starter Pack	Anant-495	0	0	0	0	0	3
Prepaid-Starter Pack	Ex-Student	0	0	0	0	0	0
Prepaid-Starter Pack	WONDERPLANPLUS	0	0	0	0	0	0
Prepaid-Starter Pack	WonderPlus	0	0	0	0	0	0
Prepaid-Starter Pack	PREPAID UNPAIREDSIM	0	0	0	0	0	0
Prepaid-Starter Pack	CTOPUP	0	0	0	0	0	0
Prepaid-Starter Pack	POWER PACK	0	0	0	0	0	0
Prepaid-Starter Pack	OSM POO SIM	0	0	0	0	0	0
Prepaid-Starter Pack	OSMPOOSIM	0	0	0	0	0	0
Prepaid-Starter Pack	PREPAID CTOPUP UNPAIREDSIM	0	0	0	0	0	0
Prepaid-Starter Pack	MBOA SUPER PLAN	3	0	1464	0	0	430
Prepaid-Starter Pack	NEW_STUDENT_POWER	0	0	0	0	0	92
Prepaid-Starter Pack	NEW_ANANT_SARAL	0	0	0	0	0	0
Prepaid-Starter Pack	NEW STARTER PACK	0	0	0	0	0	1487
Prepaid-Starter Pack	PREPAID_ANANT_SARAL	0	0	0	0	0	0
Prepaid-Starter Pack	KURINJI	6	0	1245	0	0	472
Prepaid-Starter Pack	HANDSET_BUNDLING	0	0	0	0	0	0

EXERCISE

(A) True or False.

1. Sancharsoft is an Inventory Management Package.
2. Sanchar soft cannot do billing or Accounting.
3. Access to sancharsoft cannot be given to DSAs or Franchisees.
4. Reconciliation of SIM and RC as per MSC/IN status is possible with Sancharsoft.
5. Passing of the commission to the Retailers from Franchisees is possible through Sancharsoft.
6. Sales Revenue / Stock / performance reports can be generated on the fly with sancharsoft.
7. Automated blocking of Damaged RC/SIM is possible through Sancharsoft.
8. Sancharsoft is a web application package.

(B) Give Full forms of:

RC:
CAF:
DSA:
CSR:
FMT:
RMC:

(C)Give the difference between Recharge and TOPUP.