



# Salesforce Digital Transformation

INFORMATION AT YOUR FINGERTIPS



# Agenda



**01 Mobility Salesforce Application**

**02 Distributor/Dealer Application**

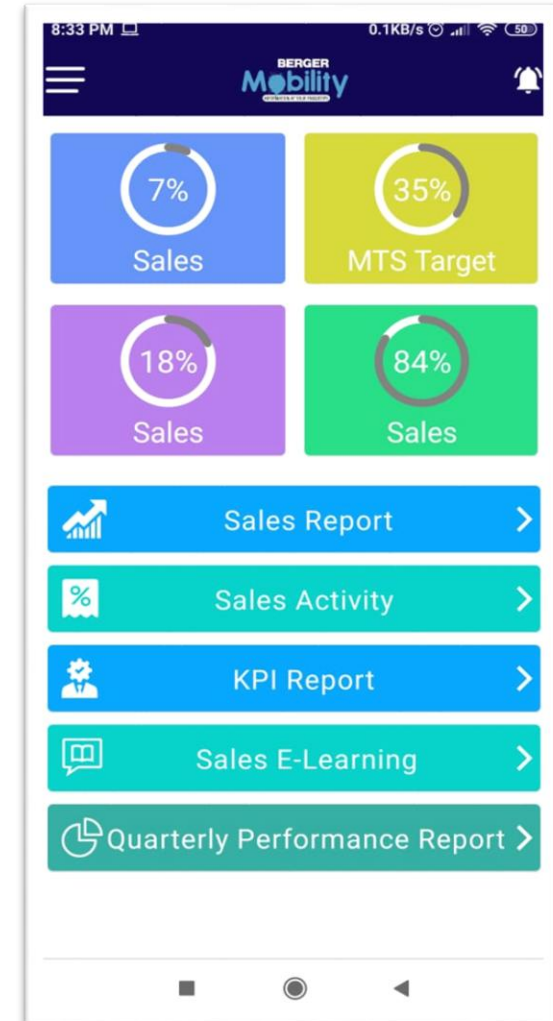
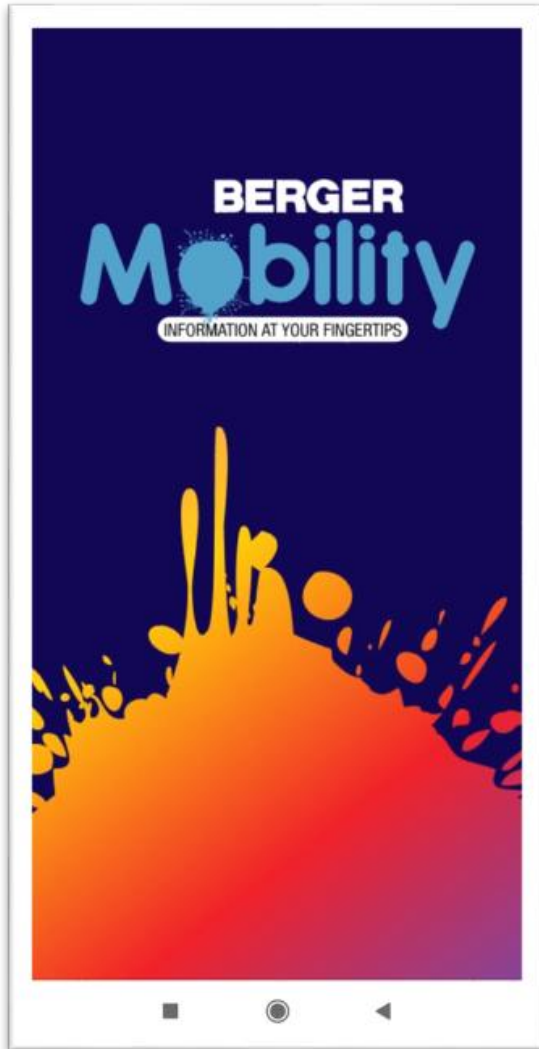


# MSFA



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

A complete solution for Salesforce



# Key Features - Activity



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited



Target Achv: 38.88%

Premium Brand Sales Value  
Contribution: 9.03%

Lead Created: 65  
Lead Followup: 138

Number of Billing Dealer: 19



Sales Report



Sales Activity



KPI Report



E-Learning



Quarterly Performance Report



Somporko Scheme



Sales Organogram

Journey/Route Plan  
Creation & Approval

Attendance

Capture Geo-location

Sales Call/Call Cycle

Customer  
Mapping/Management

KPI Management

SAP Integrated Order  
Taking

Secondary Sales  
Capturing

Competition Sales  
Capturing

Complaint  
Management

Lead Management/  
Demand Generation  
Activity

Retailer Visit

Expense Entry

Merchandizing  
Snapshot

E-learning/Coaching

# Key Features - Report



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

- ← Reports
- Today's Activity Summary >
- MTD Target Summary >
- MTD Brand Performance >
- YTD Brand Performance >
- Category Wise Dealer Performance >
- Outstanding Summary Report >
- OS Over 90 days Trend >
- Payment Followup >
- Cheque Summary >
- Dealer's Credit Limit Status >

|                              |   |   |                                 |  |
|------------------------------|---|---|---------------------------------|--|
| Activity Summary             | Journey Plan Report                           | Demand Generation Report  | Sales Report                    | Brand Performance Report                   |
| Collection Status Report     | Competition sales Report                      | Comparative study regarding product features: HCL Vs Competitions | Payment Follow-up               | Price List (MRP) of all business divisions |
| Balance Confirmation Summary | Distributor's Club facilities                 | TDS docs regarding premium brands                                 | MTD/YTD/QTD Performance Summary | Outstanding Report                         |
| Payment Follow-up            | Material Stock Availability & delivery Report | Brand wise Performance & Lifting Trend Analysis                   | Business Call Analysis          | Strike Rate on Business Call               |
| Distributor Productivity     | Sales Officer Performance                     | Outlet wise Lifting Trend   | Dealer Inventory Report         |  |

# Business Benefits



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

Robust & Versatile Reporting Features

End to end integration with SAP ERP

Customer details in fingertips

User-friendly & Handy Application

Both Mobile App & Portal Option

Digital Sales Visit Plan

Easy to identify Sales KPI target & achievement

Daily/Monthly performance evaluation for Customer as well as Sales Person

E-learning Solution for Company Products

Ensure location specific Customer Sales Call

Direct Order taking to SAP

Analytics for business decision making

Role wise data & feature visibility

Single Sign on with Active Directory

Excel Downloading option is available for all portal reports





# Landing Page



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

10:39

BERGER Mobility

Target Achv: 0.00%

Premium Brand Value Sales: 0%

Lead Created: 0  
Lead Followup: 0

Number of Billing Dealer: 0

Sales Report

Sales Activity

KPI Report

E-Learning

Quarterly Performance Report

Last Synced: 30/07/2021 8:00 AM

Sales Management View

23:01

BERGER Mobility

Lead Create: 0

Number of Painter Call: 0

Lead Followup: 0

Sub-dealer Sales Call: 0

Sales Report

Sales Activity

KPI Report

E-Learning

Last Synced:

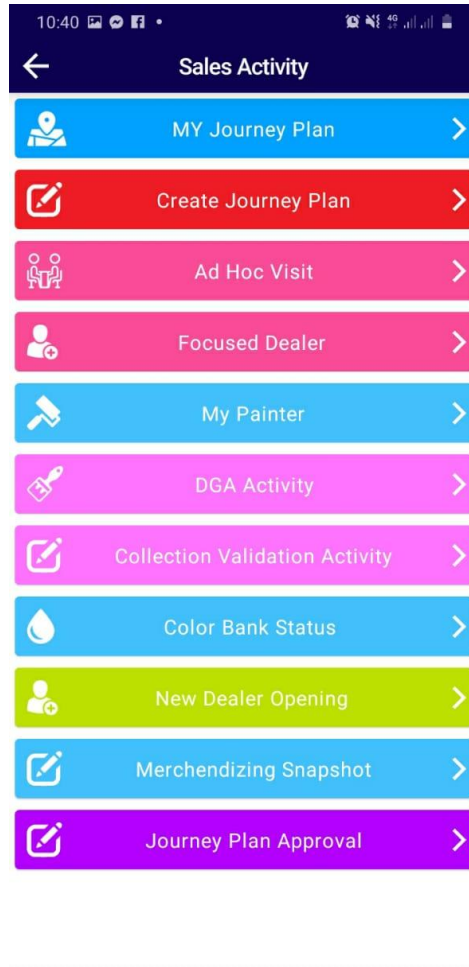
SR View



# Sales Activity



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited



Sales Management View



SR View



# Description



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

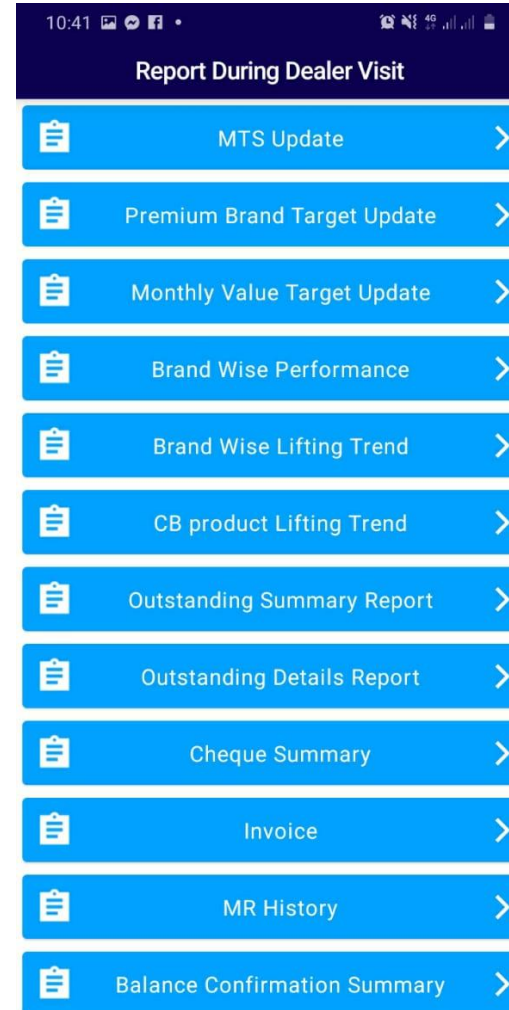
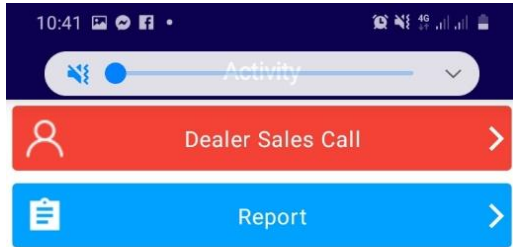
| Role Wise Apps Menu        |                                       |   |                               |            |        |    |       |    |
|----------------------------|---------------------------------------|---|-------------------------------|------------|--------|----|-------|----|
| Particulars                | All Function's under each Particulars | Report Sequence Number for all role Except ZO | Report Sequence Number for ZO | GM/DSM/RSM | BM/BSI | AM | TM/TO | ZO |
| Report During Dealer Visit | MTS Update                            | 1   | N/A for ZO                    | √          | √      | √  | √     | X  |
|                            | Premium Brand Target Update           | 2   |                               | √          | √      | √  | √     | X  |
|                            | Monthly Value Target Update           | 3   |                               | √          | √      | √  | √     | X  |
|                            | Brand Wise Performance                | 4   |                               | √          | √      | √  | √     | X  |
|                            | Brand Wise Lifting Trend              | 5   |                               | √          | √      | √  | √     | X  |
|                            | CB product Lifting Trend              | 6   |                               | √          | √      | √  | √     | X  |
|                            | Outstanding Summary Report            | 7   |                               | √          | √      | √  | √     | X  |
|                            | Outstanding Details Report            | 8   |                               | √          | √      | √  | √     | X  |
|                            | Cheque Summary                        | 9   |                               | √          | √      | √  | √     | X  |
|                            | Invoice                               | 10  |                               | √          | √      | √  | √     | X  |
|                            | MR History                            | 11  |                               | √          | √      | √  | √     | X  |
|                            | Balance Confirmation Summary          | 12  |                               | √          | √      | √  | √     | X  |



# Report During Distributor Visit



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited





# Sales Call



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

10:41 Activity

Dealer Sales Call >

Report >

00:56 Delwar Paint (24)

Trade Promotion  
 Communicated  Not Communicated

Target  
 Communicated  Not Communicated

Secondary Sales

OS Communication  
 Communicated  Not Communicated

Slippage Communication  
 Communicated  Not Communicated

Premium Product Activity Communicated (ASP)  
 Yes  No

Product Lifting  
 Yes  No

Color Bank  
Berger CB Installed

00:57 Delwar Paint (24)

Color Bank  
Berger CB Installed  
 Yes  No

CB Productivity  
 Communicated  Not Communicated

Merchandising  
Merchandizing

Subdealer Management  
Subdealer Influence  
 Yes  No  
Percentage  
Less than 25%

Painter Influence  
 Yes  No  
Percentage  
Less than 20%

Shop Manager / Shop Boy  
Product Knowledge  
 Discussed  Not Discussed

00:58 Delwar Paint (24)

Sales Technique  
 Discussed  Not Discussed

Marchendizing Improvement  
 Discussed  Not Discussed

Competition Information  
Competition Presence  
 Yes  No

Competition Service  
 Better than BPBL  Less than BPBL

Product Display/Merchandising  
 Better than BPBL  Less than BPBL

PRODUCT DISPLAY

Scheme Modality

00:58 Delwar Paint (24)

Scheme Modality

SCHEME MODALITY

Shop Boy

Competition Sales

| Company Name | Average Monthly Sale | Actual MTD Sale |
|--------------|----------------------|-----------------|
| AP           | 50000.00             | 0.00            |
| Nerolac      | 20000.00             | 0.00            |
| Nippon       | 0.00                 | 0.00            |
| Dulux        | 0.00                 | 0.00            |
| Jotun        | 0.00                 | 0.00            |
| Moonstar     | 0.00                 | 0.00            |
| Elite        | 0.00                 | 0.00            |
| Al- Karim    | 0.00                 | 0.00            |

00:58 Delwar Paint (24)

| Company Name | Average Monthly Sale | Actual MTD Sale |
|--------------|----------------------|-----------------|
| AP           | 50000.00             | 0.00            |
| Nerolac      | 20000.00             | 0.00            |
| Nippon       | 0.00                 | 0.00            |
| Dulux        | 0.00                 | 0.00            |
| Jotun        | 0.00                 | 0.00            |
| Moonstar     | 0.00                 | 0.00            |
| Elite        | 0.00                 | 0.00            |
| Al- Karim    | 0.00                 | 0.00            |
| Others       | 0.00                 | 0.00            |
| Roxy         | 0.00                 | 0.00            |
| <b>Total</b> | 70000.0              | 0.0             |

Issues

Dealer Satisfaction

SEND NOW



# Demand Generation Activity - Lead Generation



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

00:21

DGA Activity

Lead Generation

Lead Followup

00:22

Lead Generation

Depot

Territory

Zone

Type of Client

Project Name

Project Address

Key Contact Person Name

Key Contact Person Mobile

Paint Contractor Name

Paint Contractor Mobile

00:23

Lead Generation

Painting Stage

Visit Date  
2021-07-31

Expected Date of Painting

Number of Storied Building

Total Painting Area Sqft Interior

Total Painting Area Sqft Exterior

Expected Value From This Lead

Expected Monthly Business Value From G...

Requirements of Color Scheme  
 Yes  No

Product Sampling Required  
 Yes  No

Next Follow-Up Date

00:23

Lead Generation

Total Painting Area Sqft Interior

Total Painting Area Sqft Exterior

Expected Value From This Lead

Expected Monthly Business Value From G...

Requirements of Color Scheme  
 Yes  No

Product Sampling Required  
 Yes  No

Next Follow-Up Date

Remarks

PHOTO CAPTURE

SUBMIT



# Demand Generation Activity – Lead Follow Up



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

00:21

**DGA Activity**

Lead Generation

Lead Followup

9:50 AM

**All Lead**

Search Project Name...

Lead Code: 1629345035

Project Name: ABC Ltd

Project Address: Kalabagan

Last Visited Date: 2021-08-19

Next Visited Date: 2021-08-20

Lead Followup Status: Need To Take Action

9:50 AM

**Lead Follow Up**

Depot: Dhaka Sales (4000)

Territory: T002

Zone: Z013

Last Visited Date: 2021-08-19

Project Name: ABC Ltd

Project Address: Kalabagan

Next Visit Date Plan: 2021-08-20

Actual Visit Date: 2021-08-19

Type of Client: House Hold

Key Contact Person Name: Jakir

Key Contact Person Mobile

9:51 AM

**Lead Follow Up**

Key Contact Person Mobile: 01785243691

Paint Contractor Name: Monir

Paint Contractor Mobile: 01785243691

Number of Storied Building: 1

Expected Value From This Lead: 500000.0

Project Status

Swapping Competition:  Yes  No

Total Painting Area In Sqft

Interior: 5000

Exterior: 2500

Up Trading Brand Name: From Brand



# Demand Generation Activity – Lead Follow Up



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

9:51 AM

Lead Follow Up

Up Trading Brand Name

From Brand +

To Brand +

Brand Used

Interior +

Exterior +

Actual Paint Job Completed

Interior Complete %  
0.0

Exterior Complete %  
0.0

Actual Volume Sold (Interior) In This Visit +

Actual Volume Sold (Exterior) In This Visit +

Business Achievements

Berger Value Sales (BDT)  
0.0

Business Achievements

Berger Value Sales (BDT)  
0.0

9:51 AM

Lead Follow Up

Business Achievements

Berger Value Sales (BDT)  
0.0

Berger Premium Brand Sales value (BDT)  
0.0

Competition Value Sales (BDT)  
0.0

Product Sourcing

Dealer/Sub-Dealer Info...

Color Scheme Given in this visit  
 Yes  No

Product Sampling in this visit  
 Yes  No

Next Visit Date

Remarks/Outcome Of The Visit

9:52 AM

Lead Follow Up

Competition Value Sales (BDT)  
0.0

Product Sourcing

Dealer/Sub-Dealer Info...

Color Scheme Given in this visit  
 Yes  No

Product Sampling in this visit  
 Yes  No

Next Visit Date

Remarks/Outcome Of The Visit

PHOTO CAPTURE

SUBMIT



# Report & KPI



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

10:42 [notification icons] [4G signal] [battery]

## Quarterly Performance Report

- MTS Value Target Achievement >
- Billing Dealer Quarterly Growth >
- Enamel Paints Quarterly Growth >
- Premium Brands Quarterly Growth >
- Premium Brands Quarterly Contribution >

00:47 [notification icons] [4G signal] [battery]

## KPI Report

- Sales Target Achievement Territory >
- Dealerwise Target Achievement >
- Productwise Target Achievement >
- Business Call Analysis >
- Strike Rate on Business Call >
- Billing Analysis >
- Financial Collection >

## @ About Company

Company History

Company Profile

Mission

Vision



## Our Service



## @ Product Features





# Other Functionalities



## Notification

1. Occasion to Celebrate
2. Lead Follow-up Reminder
3. Cheque bounce Notification
4. RPRS Payment Follow-up
5. Fast Pay & Carry Payment Follow-up
6. Credit Limit Cross Notification.



## Automatic Email Notification

1. New Distributor opening
2. Product complain
3. Shop Sign Complain
4. Delivery Issue
5. Damage Product
6. Color Bank Maintenance




## Upload

1. New Distributor Documents
2. Merchandising Photo
3. Competitions Scheme and Merchandising






## Scheme Information from the Menu bar



















# Portal Option


**BERGER Mobility** 

**ACTIVITY**






-  Focus Dealer
-  New Dealer Approval
-  Color Bank Status

**REPORT**












-  Dealers 
-  Sub Dealers 
-  Active Summary Report
-  Lead 
-  Painters 
-  Color Bank Status Report
-  Collections 
-  Quaterly Performance Report 
-  OS Over 90 Days Trend Report
-  New Dealer Opening Report
-  Merchandising Snapshot
-  User's Log in Status

**BERGER Mobility** 






**KPI SETUP**

-  Color Bank Target Set
-  Collection Plan 
-  New Dealer Development Config
-  Universe Reach Plan Set






**KPI REPORT**

-  Target Achievement Review 
-  Business call
-  Strike Rate Business Call
-  Color Bank Analysis 
-  Collection Plan Report
-  New Dealer Development 
-  Billing Analysis Report
-  Universe Reach Analysis

















**E-LEARNING**

-  Learning 
-  Question 
-  Exam Report

**E-LEARNING**

-  Learning 
-  Question 
-  Exam Report

**ADMIN AREA**

-  User Management 
-  Menu Control 
-  Email Configuration 
-  Setup 
-  Category Wise Brand Manage
-  Dealer Status Control
-  Scheme Admin 
-  Collection Input Management
-  Painter Management
-  DGA Data Correction
-  Dealer Sales Call Management





# Portal – Customer Visit Report

## Dealer Visit Report



10 records ▼

| SL           | User Id           | Depot Id | Depot Name  | Territory | Zone | Dealer Id | Dealer Name                | D1 | D2 | D3      | D4 | D5 | D6 | D7      | D8      | D9      | D10     | D11     | D12 | D13 | D14 | D15 | D16     | D17     |
|--------------|-------------------|----------|-------------|-----------|------|-----------|----------------------------|----|----|---------|----|----|----|---------|---------|---------|---------|---------|-----|-----|-----|-----|---------|---------|
| 1            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z006 | 337       | SHAFIQ H/W & PAINT         |    |    |         |    |    |    |         | Visited |         |         |         |     |     |     |     | Visited | Visite  |
| 2            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z006 | 24        | Delwar Paint               |    |    |         |    |    |    | Visited |         | Visited |         |         |     |     |     |     | Visited | Visite  |
| 3            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z006 | 26        | Ashma Trading              |    |    |         |    |    |    | Visited |         | Visited |         |         |     |     |     |     | Visited |         |
| 4            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 68        | Ismail & Sons Paint & H/W  |    |    | Visited |    |    |    |         |         |         |         |         |     |     |     |     | Visited |         |
| 5            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 69        | Shahin Paint               |    |    |         |    |    |    | Visited |         |         | Visited |         |     |     |     |     |         |         |
| 6            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 65        | Shahjada Enterprise        |    |    |         |    |    |    | Visited |         |         | Visited |         |     |     |     |     |         |         |
| 7            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 78        | M/S Afzal H/W and Paint    |    |    |         |    |    |    |         |         |         |         | Visited |     |     |     |     |         |         |
| 8            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 83        | Islam Paint Suppliers      |    |    |         |    |    |    |         |         |         |         |         |     |     |     |     |         |         |
| 9            | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z007 | 77        | Mostafa Paint & H/W Supply |    |    | Visited |    |    |    |         | Visited |         |         | Visited |     |     |     |     |         |         |
| 10           | asif@bergerbd.com | 4000     | Dhaka Sales | T003      | Z006 | 60        | Zakir Paint                |    |    |         |    |    |    | Visited |         | Visited |         |         |     |     |     |     |         | Visited |
| <b>Total</b> |                   |          |             |           |      |           |                            |    |    |         |    |    |    |         |         |         |         |         |     |     |     |     |         |         |

Showing 1 to 10 of 252 records



# Distributor's Application

# Landing Page



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

**DASHBOARD**  
Vr-1.2.3  
000000287

### SALES SUMMARY

|       | TYPE | LY      | TY     | GRW%    | GAP    |
|-------|------|---------|--------|---------|--------|
| M T D | VOL  | 4.6     | 2.8    | -39.0 ↓ | 1.8    |
|       | VAL  | 355.5   | 203.7  | -42.7 ↓ | 151.8  |
| Y T D | VOL  | 200.7   | 108.8  | -45.8 ↓ | 91.9   |
|       | VAL  | 13393.0 | 8854.7 | -33.9 ↓ | 4538.3 |

AS ON: 06/06/2022 10:00AM

### ACCOUNT SUMMARY

|                          |                            |
|--------------------------|----------------------------|
| <b>209.53</b><br>NET DUE | <b>215.88</b><br>GROSS DUE |
| <b>0.00</b><br>SLIPPAGE  | <b>203.18</b><br>PAYMENT   |

AS ON: 06/06/2022 10:45AM

### LAST ORDER IN 15 DAYS

-0  30+

| Inv No     | Date     | Value |
|------------|----------|-------|
| 0100250282 | 05-06-22 | 14.53 |
| 0100250296 | 05-06-22 | 24.81 |
| 0100250315 | 05-06-22 | 11.57 |

All Volume in '00 All Value in '000

→ Sales Summary

→ Account Summary

→ Last 30 Days Invoice Summary

NEW SHANCHITA E...

- Sales
- Finance
- Products
- Express Painting Tools
- Illusions
- Home Décor Leads
- Painter
- Berger Color of Happiness
- Language
- Somporko Digital
- Club Supreme
- Help & Support
- Logout

### SALES SUMMARY

|       | TYPE | LY      |
|-------|------|---------|
| M T D | VOL  | 4.6     |
|       | VAL  | 355.5   |
| Y T D | VOL  | 200.7   |
|       | VAL  | 13393.0 |

### ACCOUNT SUMMARY

|                          |
|--------------------------|
| <b>209.53</b><br>NET DUE |
| <b>0.00</b><br>SLIPPAGE  |

### LAST ORDER IN 15 DAYS

-0  30+

| Inv No     | Date | Value |
|------------|------|-------|
| 0100250282 |      |       |
| 0100250266 |      |       |
| 0100250296 |      |       |

All Volume in '00 All Value in '000

# Sales Information



12:27 PM

NEW SHANCHITA E... **DA**

- Sales
- Finance
- Products
- Express Painting Tools
- Illusions
- Home Décor Leads
- Painter
- Berger Color of Happiness
- Language
- Somporko Digital
- Club Supreme
- Help & Support
- Logout

| TYPE  | LY      |
|-------|---------|
| M T D | 4.6     |
| VAL   | 355.5   |
| Y T D | 200.7   |
| VAL   | 13393.0 |

**209.53**  
NET DUE

**0.00**  
SLIPPAGE

Inv No

0100250282

0100250266

0100250286

All Volume in '00

2:37 PM

**Sales**  
0000000287

MTD : 2022-06-05

**VOLUME**

|               |                |           |
|---------------|----------------|-----------|
| 0.0<br>LY(ME) | 0.0<br>LY(MTD) | 0.0<br>TY |
|---------------|----------------|-----------|

100.0  
GRW%(MTD)

**VALUE**

|               |                |           |
|---------------|----------------|-----------|
| 0.4<br>LY(ME) | 0.0<br>LY(MTD) | 0.2<br>TY |
|---------------|----------------|-----------|

100.0  
GRW%(MTD)

All Volume in '00 All Value in '000

2:38 PM

**Sales**  
0000000287

YTD : 2022-06-05

**VOLUME**

|                |                 |            |
|----------------|-----------------|------------|
| 45.4<br>LY(YE) | 40.8<br>LY(YTD) | 29.6<br>TY |
|----------------|-----------------|------------|

-27.5  
GRW%(YTD)

**VALUE**

|                 |                  |             |
|-----------------|------------------|-------------|
| 298.4<br>LY(YE) | 265.0<br>LY(YTD) | 227.1<br>TY |
|-----------------|------------------|-------------|

-14.3  
GRW%(YTD)

All Volume in '00 All Value in '000

# Distributor Order Creation



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

Dealer Order

Order Type

Sales Organization

Distribution Channel

Division

Material

Qty

Due Date

Delivery Address



Order Details

|                    |                             |
|--------------------|-----------------------------|
| Material Code      | D100014AA                   |
| Material Name      | RSE Banglalink Orange 18.2L |
| Qty                | 12.0000 NOS                 |
| Price              | 500.00 BDT                  |
| Amount             | 5709.53 BDT                 |
| <hr/>              |                             |
| Material Code      | D100060BB                   |
| Material Name      | RSE Eau-Di-Nil 3.64 L       |
| Qty                | 12.0000 NOS                 |
| Price              | 1005.00 BDT                 |
| Amount             | 11475.15 BDT                |
| <b>Total Value</b> | <b>17184.68 BDT</b>         |

Sales Person places order on behalf of Retailer into App

Cumulative order from retailer will move to Distributor for approval

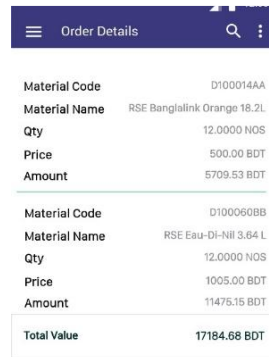
Credit Limit will be checked on the basis of the total value subject to the policy.

Order will be released to MSFA for approval on the basis of the Credit Policy

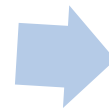
# Distributor Order Flow [MSFA to SAP]



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited



| Order Details      |                             |
|--------------------|-----------------------------|
| Material Code      | D100014AA                   |
| Material Name      | RSE Banglalink Orange 18.2L |
| Qty                | 12.0000 NOS                 |
| Price              | 500.00 BDT                  |
| Amount             | 5709.53 BDT                 |
| <hr/>              |                             |
| Material Code      | D100060BB                   |
| Material Name      | RSE Eau-Di-Nil 3.64 L       |
| Qty                | 12.0000 NOS                 |
| Price              | 1005.00 BDT                 |
| Amount             | 11475.15 BDT                |
| <b>Total Value</b> | <b>17184.68 BDT</b>         |



Order created by Sales Person in MSFA App on behalf of Retailer

Sent for confirmation to Distributor

Order approved by Sales Person in MSFA.

Once approved from MSFA, it will update status in Distributor Apps as "Order Placed" and at the same time BADI will be executed automatically from MSFA to SAP and order created in SAP.

# Financial Information



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

2:38 PM

NEW SHANCHITA E...

DA...

- Sales
- Finance
- Balance Confirmation
- Credit / Debit Memo
- Outstanding
- Payment Due
- Cheque Inventory
- Money Receipt
- Products
- Express Painting Tools
- Illusions
- Home Décor Leads
- Painter
- Berger Color of Happiness
- Language
- Somporko Digital
- Club Supreme

TYPE LY

M VOL 1.0

T VAL 85.1

D VAL

Y VOL 197.1

T VAL 13122.6

116.07 NET DUE

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Inv No

0100250076

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All Volume in

2:41 PM

Balance Confirmation Vr-1.2.3

2022-06-05

Year 2022 Month MAY

GO

All Value in BDT

2:41 PM

Balance Confirmation Vr-1.2.3

2022-06-05

| Doc Date   | Type        | Description                                   | Value      |
|------------|-------------|---|------------|
| 01/05/2022 |             |   | -587(D)    |
| 08/05/2022 | Credit Memo | Net Exclusivity Apr'21 - Mar'22 after 10% Tax | 1921325(C) |
| 08/05/2022 | Invoice     | CB INS MAY 2022                               | 12700(C)   |
| 09/05/2022 | Invoice     |   | 6971(C)    |
| 10/05/2022 | Invoice     |   | 43970(C)   |
| 12/05/2022 | Invoice     |   | 4770(C)    |
| 14/05/2022 | Invoice     |   | 56591(C)   |
| 15/05/2022 | Invoice     |   | 777877(C)  |
| 16/05/2022 | Invoice     |   | 133804(C)  |
| 17/05/2022 | Credit Memo | MONTHLY TARGET SCHEME APR 2022 AFTER 10% TAX  | 43035(C)   |
| 17/05/2022 | Invoice     |   | 27831(C)   |
| 18/05/2022 | Invoice     |   | 30516(C)   |
| 19/05/2022 | Credit Memo | APE APR'22 AFTER 10% TAX                      | 6337(C)    |
| 19/05/2022 | Credit Memo | Value Scheme APR'22 AFTER 10% TAX             | 55500(C)   |

All Value in BDT

2:41 PM

Balance Confirmation Vr-1.2.3

2022-06-05

| Doc Date   | Type        | Description                                   | Value      |
|------------|-------------|---|------------|
| 01/05/2022 |             |   | -587(D)    |
| 08/05/2022 | Credit Memo | Net Exclusivity Apr'21 - Mar'22 after 10% Tax | 1921325(C) |
| 08/05/2022 | Invoice     | CB INS MAY 2022                               | 12700(C)   |
| 09/05/2022 | Invoice     |   | 6971(C)    |
| 10/05/2022 | Invoice     |   | 43970(C)   |
| 12/05/2022 | Invoice     |   | 4770(C)    |
| 14/05/2022 | Invoice     |   | 56591(C)   |
| 15/05/2022 | Invoice     |   | 777877(C)  |
| 16/05/2022 | Invoice     |   | 133804(C)  |

Open with

Office Convert PDF to JPG PDF Tools PDFtoWord

Remember my choice

Cancel

2:41 PM

Balance Confirmation For the Month of May 2022

Dealer: NEW SHANCHITA ENTERPRISE (000000287)

Modhupur Bus Stand, Modhupur, Tangal

Date: 5/6/2022

All values in BDT

| Date       | Opening | Invoice    | Payment      | Closing      |
|------------|---------|------------|--------------|--------------|
| 01/05/2022 | -587.19 |            |              |              |
| 08/05/2022 |         | 12,700.00  |              |              |
| 08/05/2022 |         |            | 1,921,324.72 |              |
| 08/05/2022 |         |            |              | 12,700.00    |
| 09/05/2022 |         | 6,971.10   |              |              |
| 10/05/2022 |         | 43,970.00  |              |              |
| 12/05/2022 |         | 4,770.00   |              |              |
| 14/05/2022 |         | 56,591.44  |              |              |
| 15/05/2022 |         | 777,877.42 |              |              |
| 16/05/2022 |         | 133,803.71 |              |              |
| 17/05/2022 |         | 27,831.41  |              |              |
| 17/05/2022 |         |            | 43,035.15    |              |
| 18/05/2022 |         | 30,516.16  |              |              |
| 18/05/2022 |         |            | 888,158.98   |              |
| 19/05/2022 |         |            | 84,504.53    |              |
| 19/05/2022 |         |            | 6,337.41     |              |
| 21/05/2022 |         |            |              | 241,978.93   |
| 22/05/2022 |         |            | 2,839.86     |              |
| 22/05/2022 |         |            | 15,524.58    |              |
| 22/05/2022 |         |            | 4,145.00     |              |
| 22/05/2022 |         |            |              | 1,215.00     |
| 22/05/2022 |         |            | 2,743.48     |              |
| 23/05/2022 |         |            |              | 2,748.51     |
| 23/05/2022 |         |            | 959,963.46   |              |
| 23/05/2022 |         |            | 1,646.86     |              |
| 23/05/2022 |         |            | 4,903.25     |              |
| 24/05/2022 |         |            |              | 111,288.20   |
| 25/05/2022 |         |            |              | 224,244.40   |
| 25/05/2022 |         |            |              | 1,970.07     |
| 25/05/2022 |         |            |              | 1,263,506.90 |
| 26/05/2022 |         |            |              | 271,576.10   |
| 26/05/2022 |         |            |              | 2,238.32     |
| 26/05/2022 |         |            |              | 3,338.14     |
| 26/05/2022 |         |            |              | 5,478.78     |
| 26/05/2022 |         |            |              | 2,810.00     |
| 26/05/2022 |         |            |              | 15,175.91    |
| 26/05/2022 |         |            |              | 5,008.50     |
| 26/05/2022 |         |            |              | 1,010,716.10 |
| 30/05/2022 |         |            |              | 182,102.26   |
| 31/05/2022 |         |            |              | 337,236.87   |

Page 1 of 2

Balance Confirmation For the Month of May 2022

Dealer: NEW SHANCHITA ENTERPRISE (000000287)

Modhupur Bus Stand, Modhupur, Tangal

Date: 5/6/2022

All values in BDT

| Date  | Opening | Invoice      | Payment      | Closing      |
|-------|---------|--------------|--------------|--------------|
| Total | -587.19 | 5,298,339.20 | 1,438,000.00 | 1,769,023.36 |

TRANSACTION SUMMARY

| Description  | Amount       |
|--------------|--------------|
| Opening      | -587.19      |
| Invoice      | 5,298,339.20 |
| MR & Others  | 1,438,000.00 |
| Credit Notes | 2,096,728.65 |
| Closing      | 1,769,023.36 |

# Financial Information



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

2:38 PM

NEW SHANCHITA E... DAS

Sales

Finance

Balance Confirmation

Credit / Debit Memo

Outstanding

Payment Due

Cheque Inventory

Money Receipt

Products

Express Painting Tools

Illusions

Home Décor Leads

Painter

Berger Color of Happiness

Language

Somporko Digital

Club Supreme

TYPE LY

|   |     |         |
|---|-----|---------|
| M | VOL | 1.0     |
| T | VAL | 85.1    |
| D | VOL | 197.1   |
| Y | VAL | 13122.6 |

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Inv No

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All Volume in

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Credit / Debit Memo

2022-06-05

Year 2022 Month MAY

GO

All Value in BDT

2:40 PM

Credit / Debit Memo

2022-06-05

Year 2022 Month JUN

GO

Credit Memo Debit Memo

| Doc Date | Type        | Description                                | Value |
|----------|-------------|--|-------|
| 04-06-22 | Credit Memo | Color Bank<br>Installment Back<br>May 2022 | 6350  |
| Total    |             |  | 6350  |

All Value in BDT

# Financial Information



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

2:38 PM

NEW SHANCHITA E...

**DA**

- Sales
- Finance
- Balance Confirmation
- Credit / Debit Memo
- Outstanding
- Payment Due
- Cheque Inventory
- Money Receipt
- Products
- Express Painting Tools
- Illusions
- Home Décor Leads
- Painter
- Berger Color of Happiness
- Language
- Somporko Digital
- Club Supreme

| TYPE  | LY      |
|-------|---------|
| M VOL | 1.0     |
| T VAL | 85.1    |
| D VOL | 197.1   |
| D VAL | 13122.6 |

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Inv No

- 0100250076
- 0100250077
- 0100250080

All Volume in

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**Outstanding**  
000000287

2022-06-05

| Age (in days) | Gross Due       | Action |
|---------------|-----------------|--------|
| 0-30          | 21758.06        | >>     |
| 31-40         | 0.00            |        |
| 41-60         | 0.00            |        |
| 61-90         | 0.00            |        |
| 91-180        | 0.00            |        |
| 181-360       | 0.00            |        |
| ABV 360       | 0.00            |        |
| <b>Total</b>  | <b>21758.06</b> |        |

All Value in BDT

2:39 PM

**Outstanding**  
000000287

2022-06-05

Division: Marine Paints

Distribution Channel

Credit Control Area: Marine-Credit control area

**DETAILS**

| Invoice No.  | Invoice Date | Bill Age | Amount          |
|--------------|--------------|----------|-----------------|
| 0100250076   | 02/06/2022   | 3        | 21758.06        |
| <b>Total</b> |              |          | <b>21758.06</b> |

All Value in BDT

# Financial Information



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

2:38 PM

NEW SHANCHITA E...

SALES

- Sales
- Finance
- Balance Confirmation
- Credit / Debit Memo
- Outstanding
- Payment Due
- Cheque Inventory
- Money Receipt
- Products
- Express Painting Tools
- Illusions
- Home Décor Leads
- Painter
- Berger Color of Happiness
- Language
- Somporko Digital
- Club Supreme

TYPE LY

|   |     |         |
|---|-----|---------|
| M | VOL | 1.0     |
| T | VAL | 85.1    |
| D | VOL | 197.1   |
| D | VAL | 13122.6 |

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- 0100250076
- 0100250077
- 0100250080

All Volume in

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Money Receipt

2022-06-05

Year 2022 Month JUN

GO

All Value in BDT

2:40 PM

Money Receipt

2022-06-05

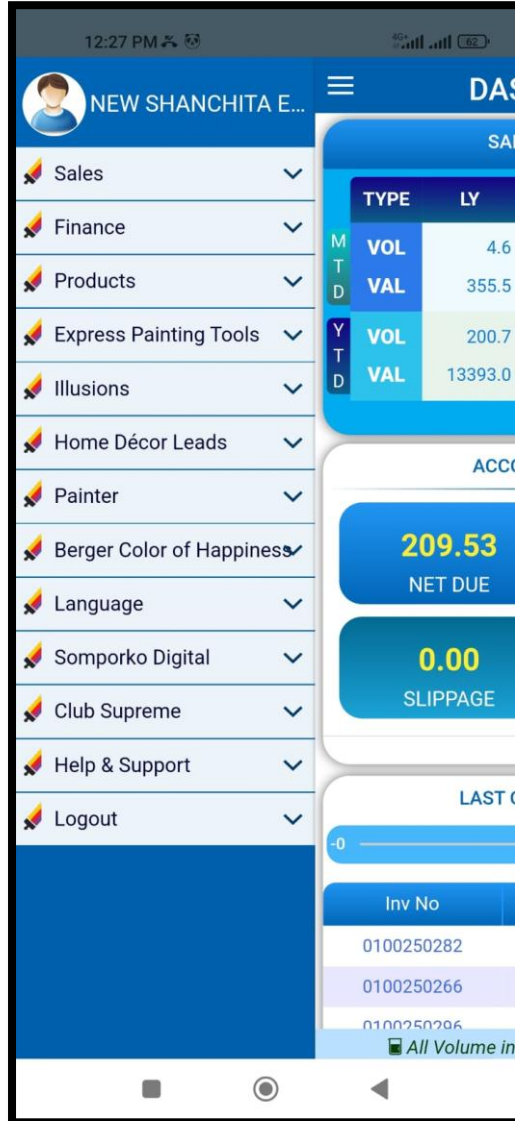
| Doc Type | Doc Date | Chq. No. | Value      |
|----------|----------|----------|------------|
| CHEQUE   | 01-06-22 | 5127059  | 260000.00  |
| CHEQUE   | 02-06-22 | 5127057  | 1501000.00 |
| Total    |          |          | 1761000.00 |

All Value in BDT

# Other Information



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited



1. Products – Products/ Product Comparison
2. Language – Bengali/English
3. Club Status – Distributor Status and Benefit
4. Help & Support – Home/FAQ/Helpline/Change Password
5. Logout



# Distributor Application- Portal

# Landing Page



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

The screenshot shows a dashboard interface. At the top left is the BERGER logo with the tagline 'Trusted Worldwide'. To its right is a navigation menu with icons for 'সফটওয়্যার' (Software) and 'সমাধান' (Solution). The main content area features two summary cards: '3249 REGISTERED DEALERS' and '3156 TOTAL DEALER APP USERS'. Below these is a banner image of three women in elegant dresses and a paint can. A sidebar on the left contains a list of menu items, with the top two 'Dashboard' entries highlighted by a red border.

- Dashboard
- Dashboard
- Administrator
- Master
- Sales
- Finance
- Products
- EP Tools
- Illusions
- Painter
- Painter Scheme
- Club Supreme
- Token
- Help & Support
- Dealer
- Sub Dealer
- Notification
- Mobile Menu
- Complain
- Training

# Portal Features



BERGER TECH CONSULTING LIMITED  
A subsidiary of Berger Paints Bangladesh Limited

- Dashboard
- Dashboard
- Administrator
- Master
- Sales
- Finance
- Products
- EP Tools
- Illusions
- Painter
- Painter Scheme
- Club Supreme
- Token
- Help & Support
- Dealer
- Sub Dealer
- Notification
- Mobile Menu
- Complain
- Training

- Administrator
  - ✓ User Menu Master
  - ✓ User Menu Access
  - Delete Device Registration
  - Manage Report
  - ✓ Dealer Profile
  - ✓ Painter Profile

- Master
  - ✓ Gift Master
  - ✓ Product Master
  - ✓ Type of Insurance
  - ✓ Insurance Checklist
  - Upload Dealer Club Status

- Products
  - Products
  - Product Category
  - Product Details
  - Comparison
  - Surface
  - Company
  - Properties
  - Product Comparison
  - Comparison Mapping



# Portal Features

- Dashboard
- Dashboard
- Administrator
- Master
- Sales
- Finance
- Products
- EP Tools
- Illusions
- Painter
- Painter Scheme
- Club Supreme
- Token
- Help & Support
- Dealer
- Sub Dealer
- Notification
- Mobile Menu
- Complain
- Training

- Painter
  - Painter List
  - Painter Registration
  - Painter View
  - Painter Insurance
  - WPM List
  - Sales Invoice
  - Sales Return
  - Mis Sales Report
  - Secondary Sales
  - On Hold Points
  - Map View
  - Redemption List
  - Covid Vaccine Sites
  - Painter Exception
  - Painter KYC
  - MIS Painter WPM Report
  - MIS Painter Point Status
  - Point Statement
  - MIS Painter Details

- Dealer
  - Dealer List
  - Dealer Insurance
  - Dealer Order
  - Dealer KYC
  - Mis Dealer Point Status

- Notification
  - Scheme
  - Mobile Message

- Mobile Menu
  - Mobile Menu
  - Menu Permission



**BERGER TECH CONSULTING LIMITED**  
A subsidiary of Berger Paints Bangladesh Limited

# Thank You