#### **Pesco Workflow:**

### 1. CRM/Sales Team

- 1.1. Sales Manager/Administratore to generate lead pipeline of existing contact database.es team.
- **1.2.** Telesales team has the provision to view only their leads
- **1.3**. Random Calls from leads database by Telesales Team.
- **1.4.** Call response updated against the contact as a note.
- 1.5. Create lead if the contact is interested. Hot/Cold etc
- 1.6. Allocate the lead pipeline to Telesale CRM Pipeline Status update at every stage New, Qualified, Proposition, Won, Lost.
  - 1.7 Monitor the pipeline and do repeated calls based on customer response.
- 1.8 Monitor the enquiries coming from website through contact page (Leads from all digital channels like Facebook, Instagram, Twitter, Linkedin etc should be redirected to the contact page of the website)
  - 1.9 Send quotations to qualified Customers.
  - 1.10 Sales confirmation from Customers Create sales order.
  - 1.11 Sales confirmation would lead to either a contract or a single time job.
  - 1.1 Arrange meeting with the customer and update the meeting calendar.

### 2. Operation Team;

- 2.1. Contract Creation from sales order Task Scheduling Updating Task details, service area, Service Address, Driver, Team lead, Team Members, Time, etc.,
  - 2.2. Services details update.
  - 2.3. Invoice scheduling based on the contract.
- 2.4. Monitor task calendar on a daily basis & confirm the tasks with the customer.
- 2.5. On the previous date of the scheduled job, verify the team allocation and update if required
- 2.6. Print the validated invoices by account team and hand over to the service team based on the contract.
- 2.7. Verify if the task details are updated by the service team after the job completion.
- 2.8. Enter verification remarks if any. Eg. Chemical used more than planned, more time consumed.

#### 3. Service Team;

3.1. Task Execution in Customer Service Address.

- 3.2. Service Report & Updating Task Status.
- 3.3. Service details-Chemical Usage, Timesheet entry, Recommendations, etc.
- 3.4. Supervisor to submit the invoice to customer
- 3.5. Update invoice submission status
- 3.6. Supervisor to collect the payments and hand it over to accounts team.

#### 4.Accounts Team;

- 4.1. Monitor the scheduled invoices generated from all contracts.
- 4.2. Validate the scheduled draft invoice prior to the job.
- 4.3. Hand over the invoice to operations team/service team and get it submitted to the customer.
  - 4.4. Verify the invoice submission status updated by supervisor.
- 4.5. Customer payment registration once the payment handed over by supervisor.

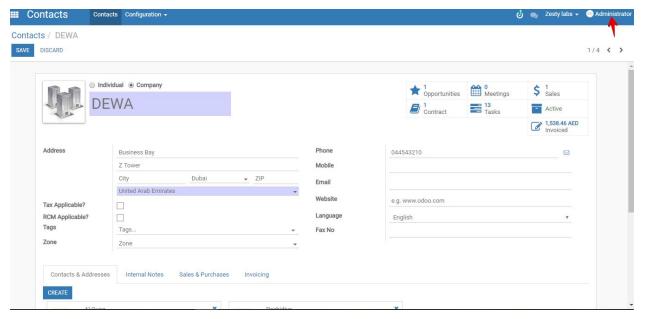
## **PESCO USER MANUAL**

## 1.Sales Team;

- 1.1. Sales Manager/Administrator to generate lead pipeline of existing contact database.
- 1.2. Allocate the lead pipeline to Telesales team.

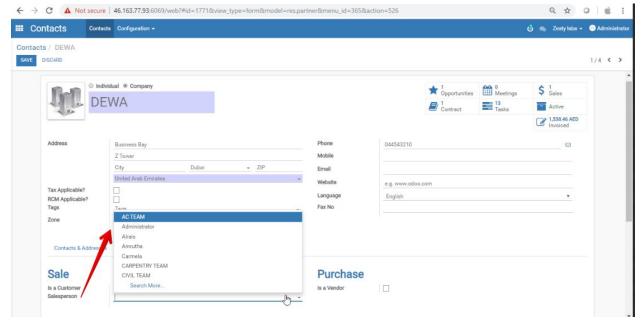


Click on Contact from the apps screen



Contact Creation Page

Contact Creation & allocate the lead to sales team By admin/ sales Manager.



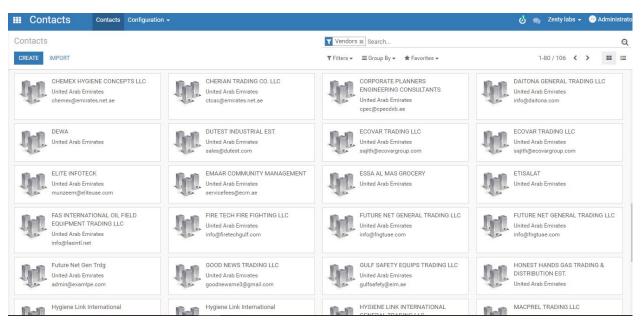
Salesperson assigning

Salesperson or sales team allocation

1.3. Random Calls from Contact Master by Telesales Team.

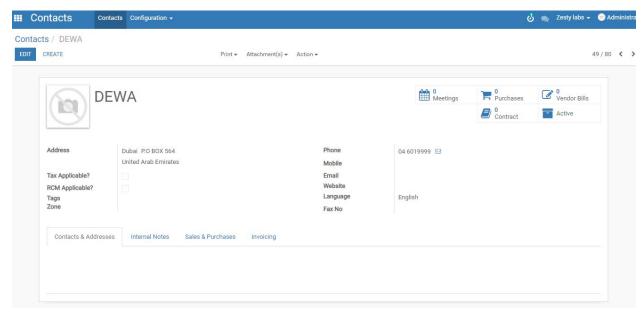


Click-> Contacts module



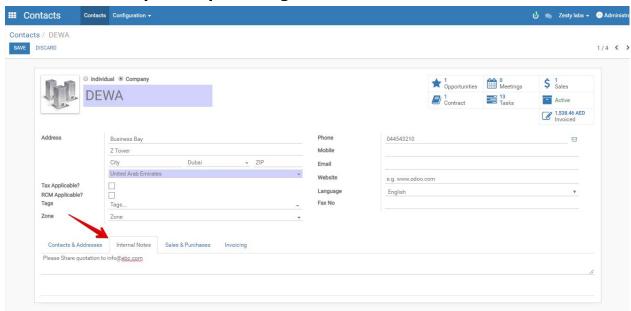
Contact list view

Select Customer to get contact details like phone number



**Customer Contact Details** 

1.4. Call response updated against the contact as a note.



Call Notes

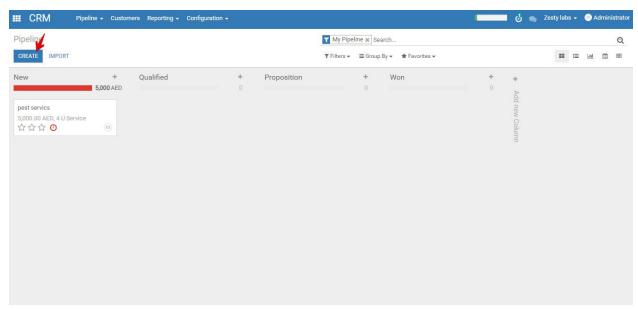
Call feedback entry in internal notes

Based on the calls status updating into CRM Pipeline



Click homepage CRM

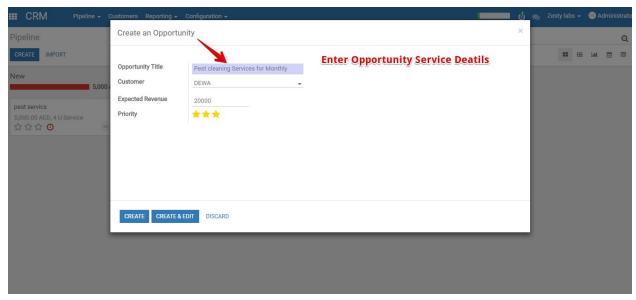
After the call conversation with customer , need update into CRM module sales pipeline.



Pipeline Creation

Create new pipeline for customer

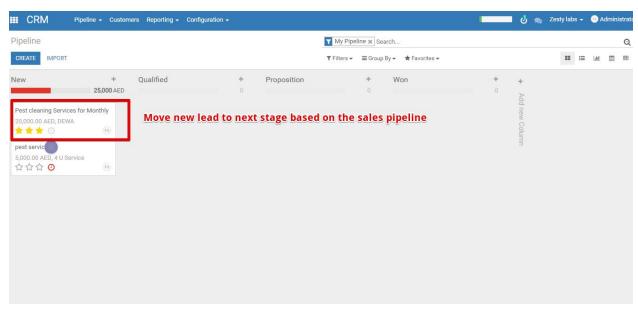
## 1.5.Create lead if the contact is interested. Hot/Cold etc



Lead Details

Enter Sales Opportunity Titile, Expected Revenue and give priority of the lead.

## 1.6.CRM Pipeline Status update at every stage - New, Qualified, Proposition, Won, Lost

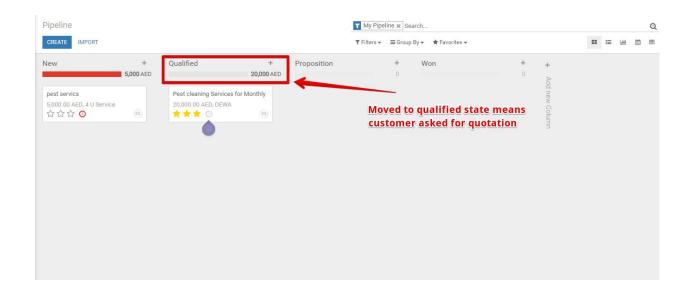


Sales pipeline

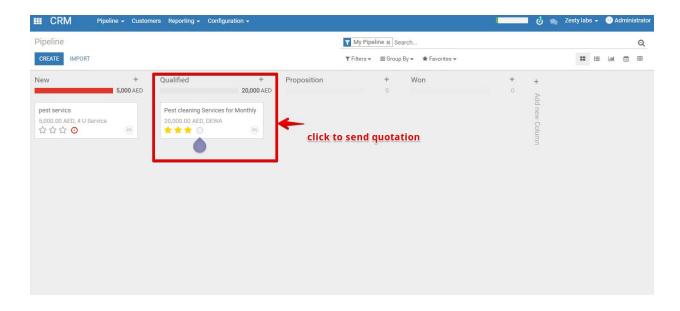
Moved to Qualified state, if customer asked for quotation.

# 1.7. Monitor the pipeline and do repeated calls based on customer response.

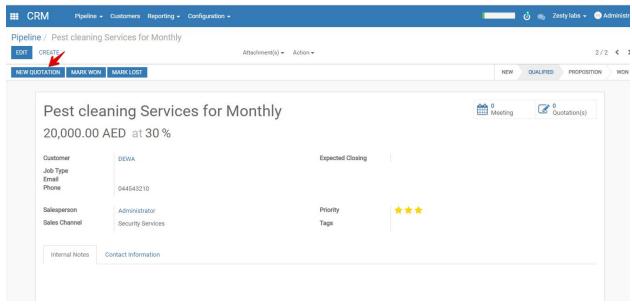
## 1.8. Send quotations to qualified Customers.



Just Drag it and move to qualified state

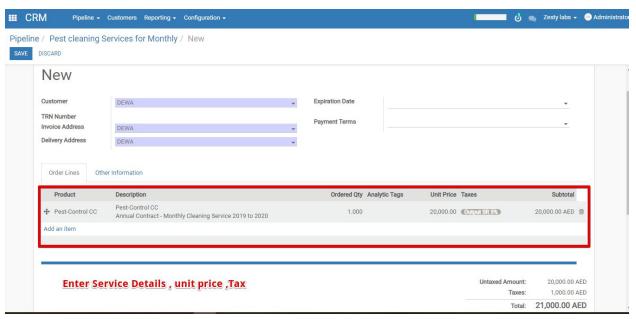


Click-> customer to open



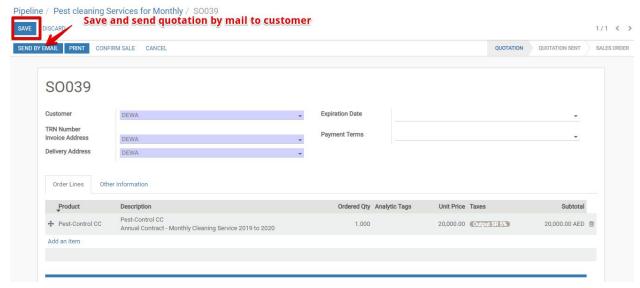
**Quotation Creation** 

## Click new quotation



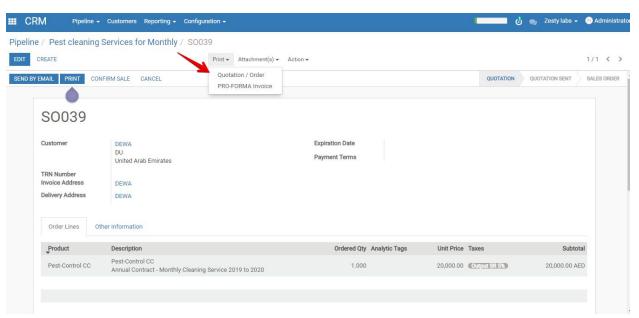
**Quotation Details** 

Click add an item to enter Product, Description, Unit price, tax.



Sent by mail option

After entering all the details, click save and send by mail .



Quotation print option

Click print to get quotation print or Pro- Forma Invoice

Invoicing and shipping address:

DEWA DU

United Arab Emirates

**4** 044543210

DEWA DU United Arab Emirates

## Quotation # SO039

Quotation Date: Salesperson: 07/01/2019 11:54:03 Administrator

Description	Quantity	Unit Price	Taxes	Amount
Pest-Control CC	1.000	20,000.00	Output VAT 5%	20,000.00 AED
Annual Contract - Monthly Cleaning Service 2019 to 2020				

 Subtotal
 20,000.00 AED

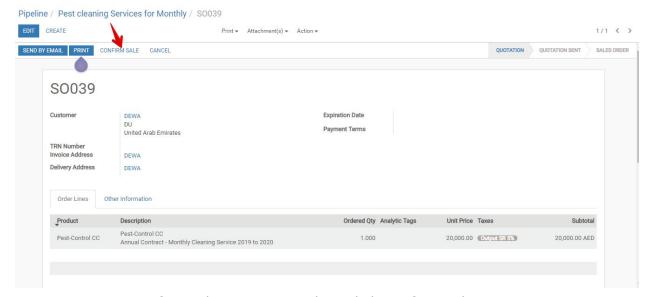
 Taxes on 20,000.00 AED
 1,000.00 AED

 Total
 21,000.00 AED

**Quotation Print** 

Sales Quotation Print

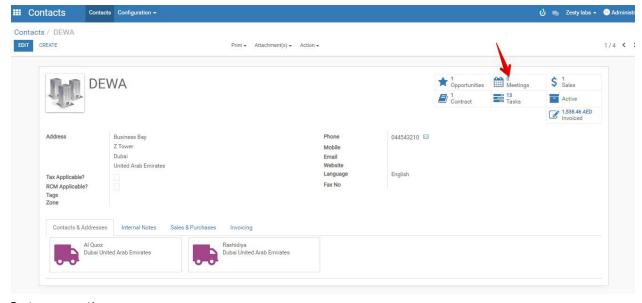
#### 1.10.Sales confirmation from Customers - Create sales order.



Once Customer confirms the quotation then click confirm sale.

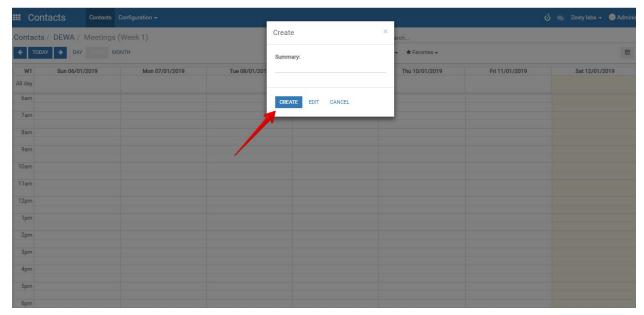
### 1.11. Sales confirmation would lead to either a contract or a single time job.

## 1.12. Arrange meeting with the customer and update the meeting calendar.



Customer meetings

Go to Contact module, select customer and go to meetings tab

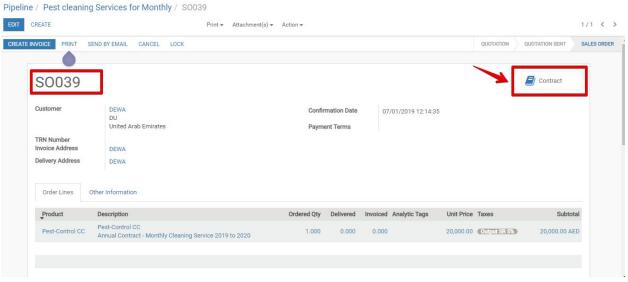


Calendar notes

Create meeting based on the customer convenience

## 2.Operation Team;

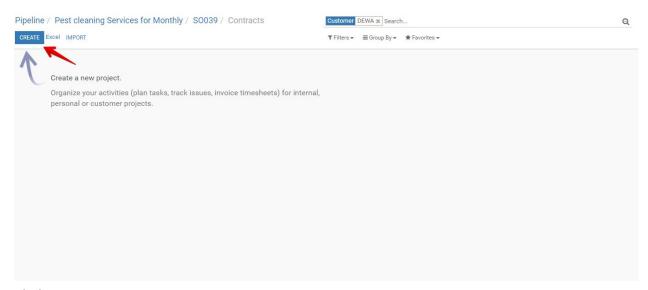
### 2.1.Contract Creation from sales order



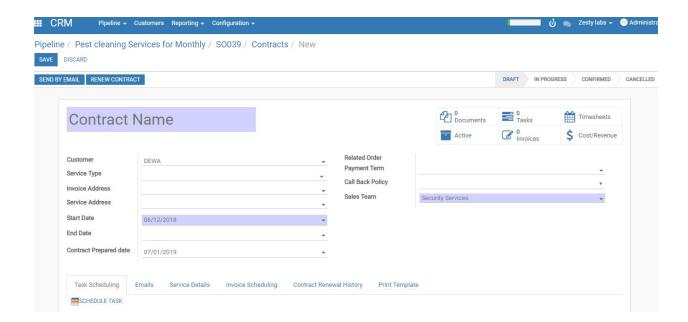
**Contract Creation** 

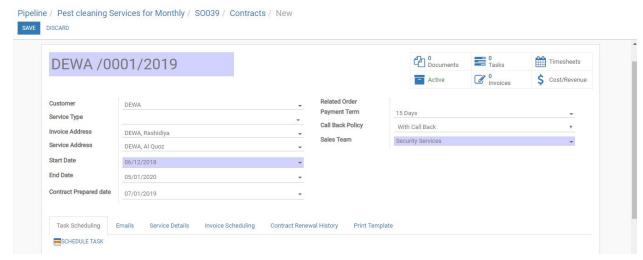
Quotation Changed to Sales order then click contract to make contract for the customer.

## 2.2. Task Scheduling - Updating Task details, service area, Service Address, Driver, Team lead, Team Members, Time, etc.,



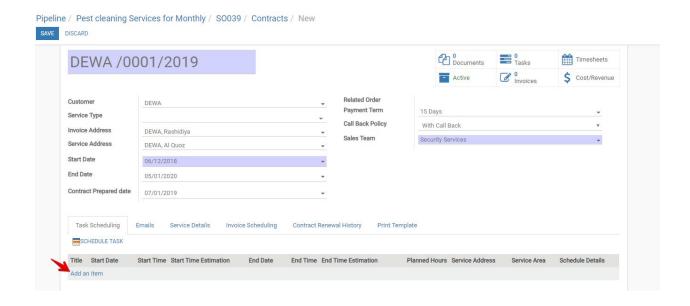
### Click create



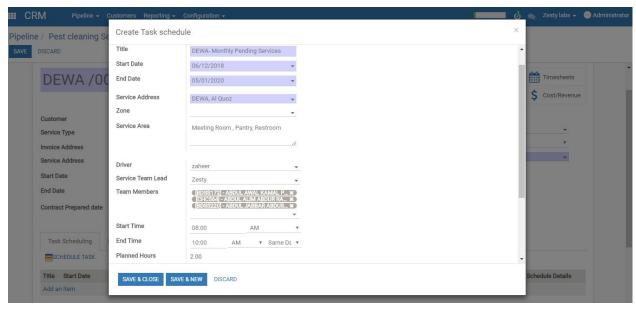


Contract

## Enter Contract Details name, Start and end date

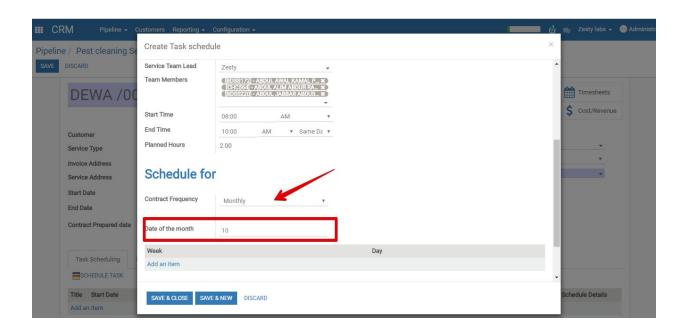


Click Add an item to schedule task for the contract



Task schedule

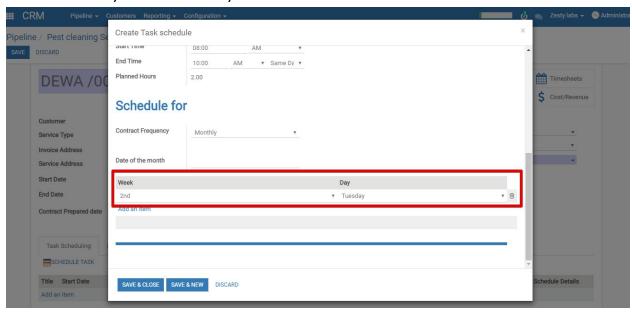
GIve Task Title, Start Date, End date, Service address, Service area, driver, Team lead, Team members, task start and end time then save and close.



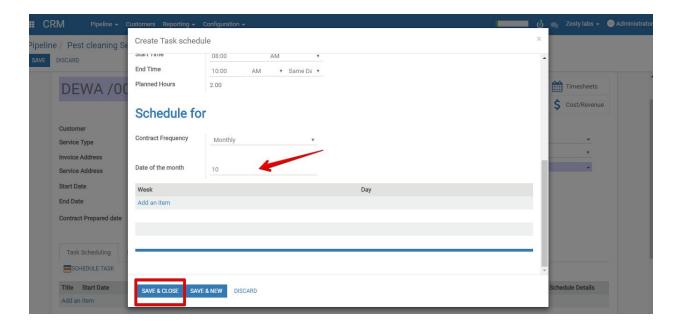
Select contract frequency like periodic, weekly, monthly,Fortnightly,Bi-monthly,quarterly,Tri-yearly, Bi- annually.

Option 1 (Schedule Task for Date of the Month)

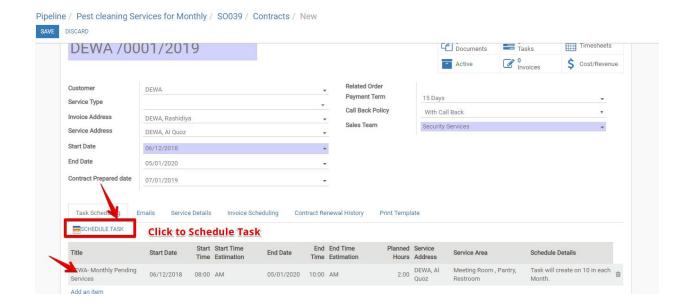
Mention contract frequency and enter date of the month which date customer need service in every month of the year



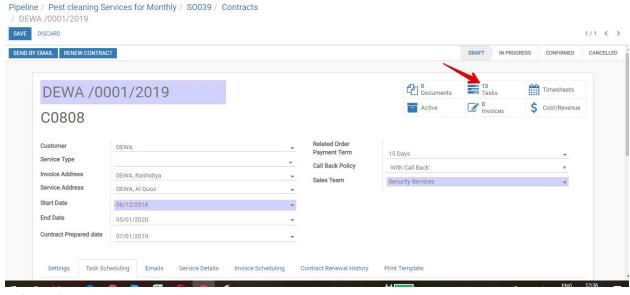
Option 2: Schedule for ( Week & Day for Service )



Mention one condition for schedule task based on the customer request then click save and close.



#### Click Schedule Task



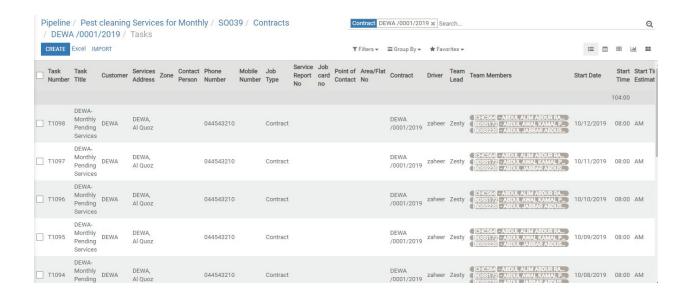
Task Details

It created tasks based on the details for the Contract



Task

Created task for the contract.



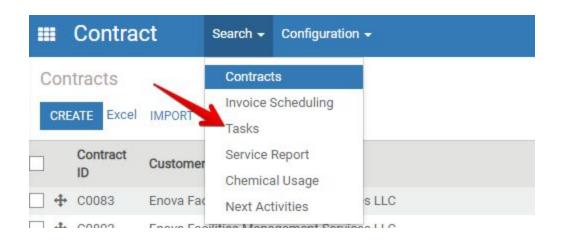
Task details for the contract

2.3. Monitor task calendar on a daily basis & confirm the tasks with the customer.

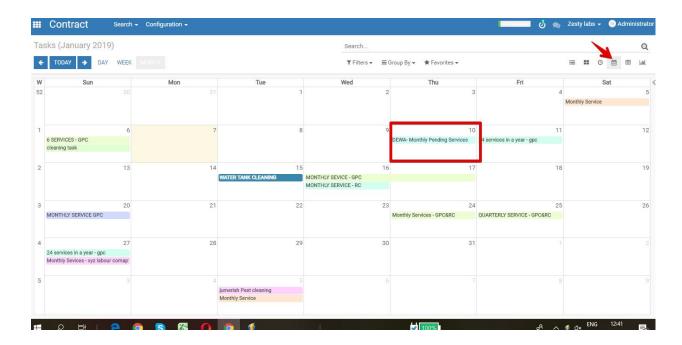


Homescreen

Click-> Contract Module



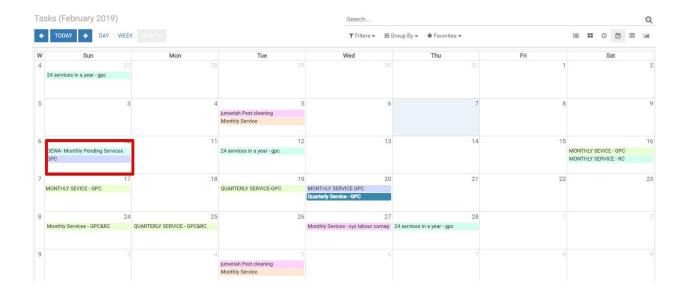
click->Search ->Tasks



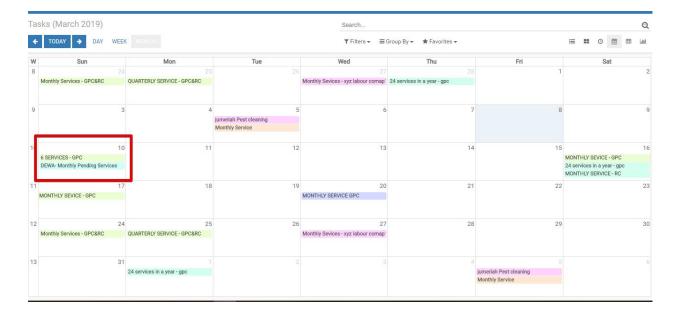
Calendar view -month view

Click-> Calendar icon to calendar view

Scheduled contract task month View 1 (10-Jan)

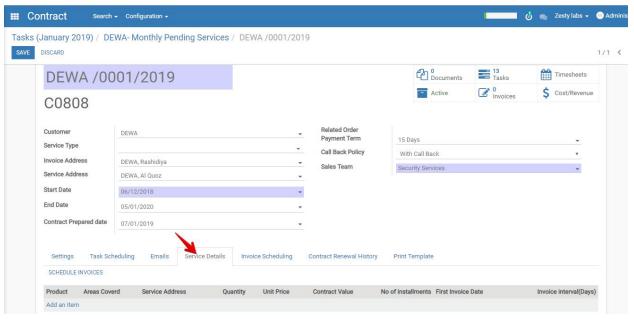


Scheduled contract task month View 2 (10-Feb)

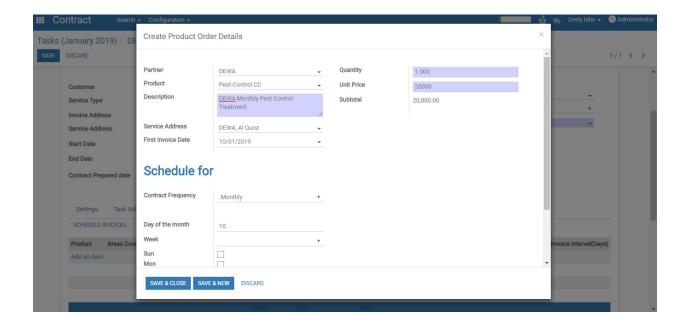


Scheduled contract task month View 3 (10-March)

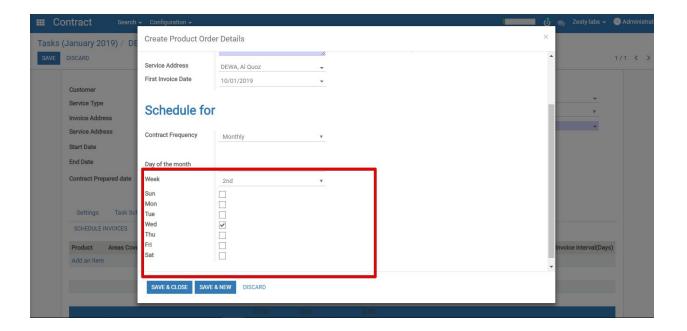
## 2.3. Invoice Scheduling for the contract



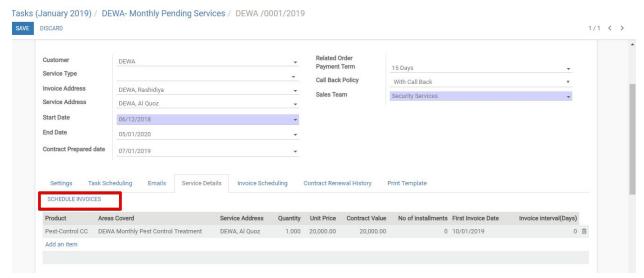
Click service details



Enter Invoice details Description and first invoice date, Unit Price, No of installation, invoice interval days .



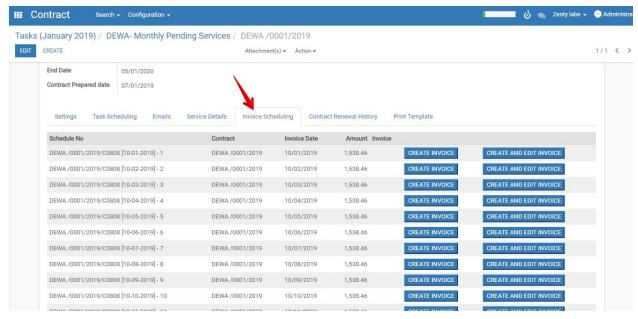
Select Invoice Schedule frequency periodic, weekly, monthly, Fortnightly, Bi-monthly, quarterly, Tri-yearly, Bi-annually.



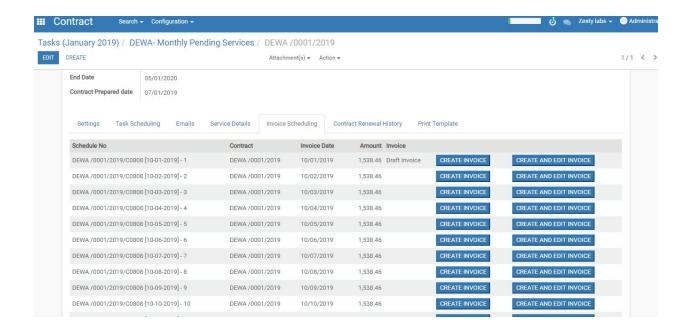
Invoice Schedule

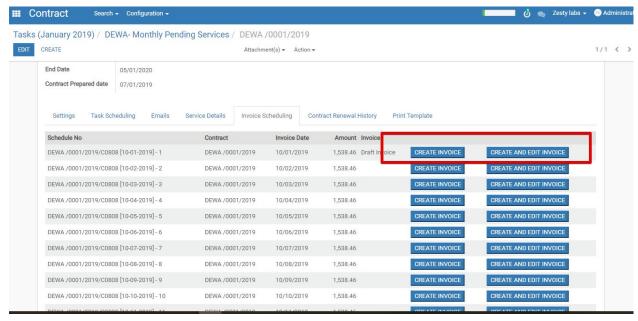
Click Scheduled invoice to schedule invoice for the contract.

2.4. Print the validated invoices by account team and hand over to the service team based on the contract.



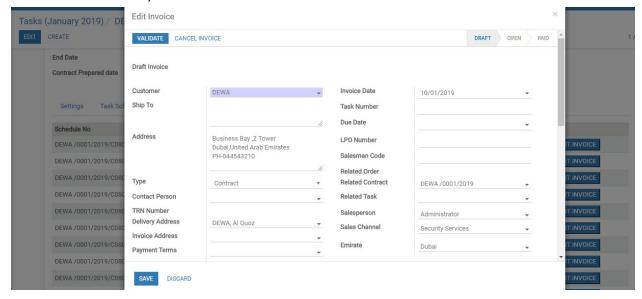
Click invoice scheduling, it show all draft invoice of the contract



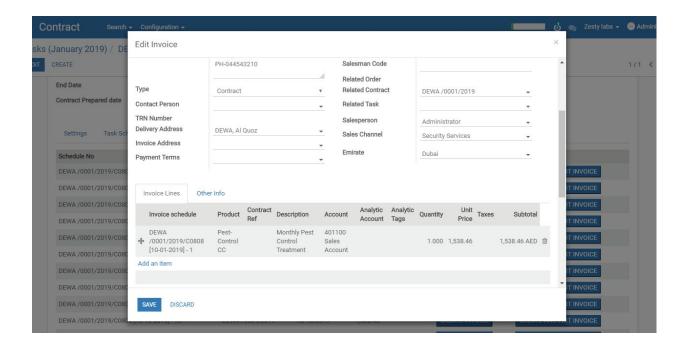


Invoice Create and edit

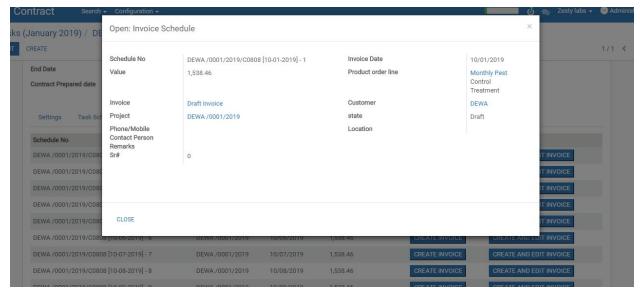
## For Invoice create, click create and edit invoice



Enter the mandatory details and check all the invoice details



#### Click ->save & Validate .



Invoice created for customer

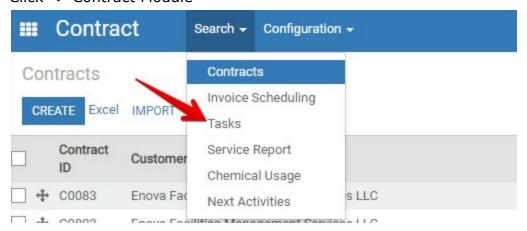
2.5. Monitor task calendar on a daily basis & confirm the tasks with the customer.

## Task

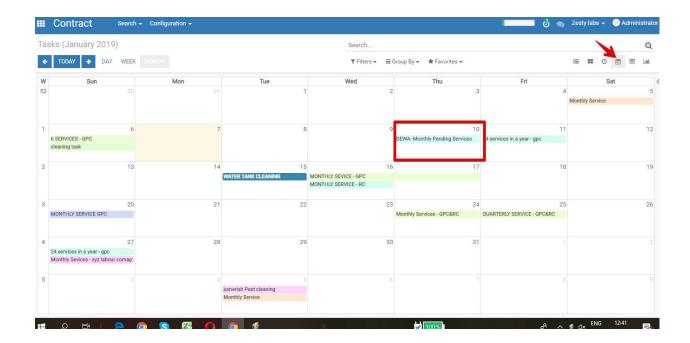


Homepage

Click -> Contract Module

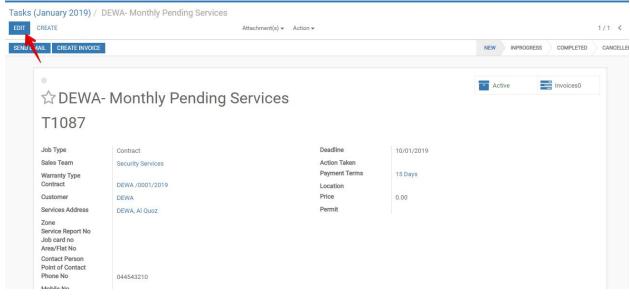


Click->Search -> Tasks



Click ->Task

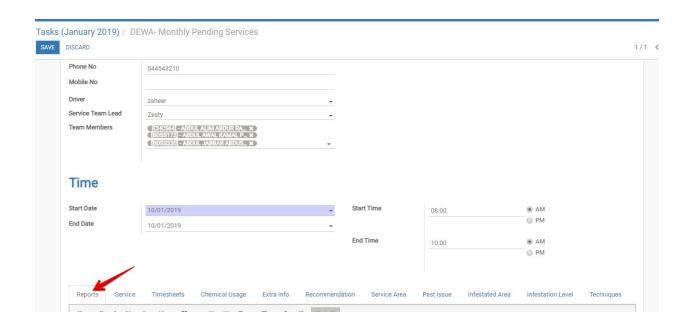
- 2.6.if the task details are updated by the service team after the job completion.
- 2.7.Enter verification remarks if any. Eg. Chemical used more than planned, more time consumed.

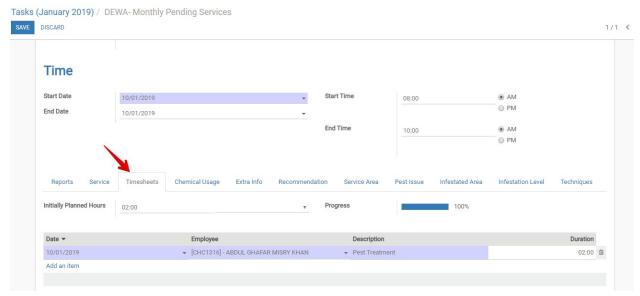


Task Details

Click Edit to update task status

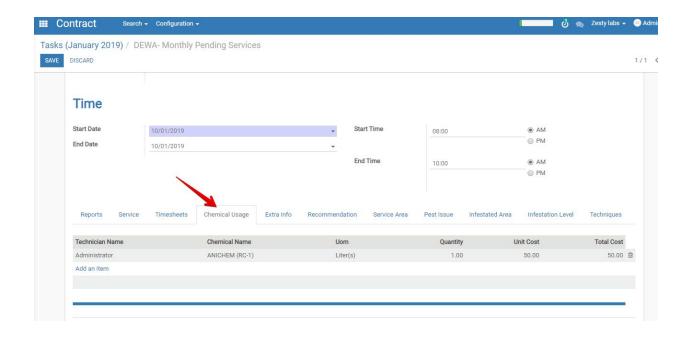
## 2.8.Enter verification remarks if any. Eg. Chemical used more than planned, more time consumed.



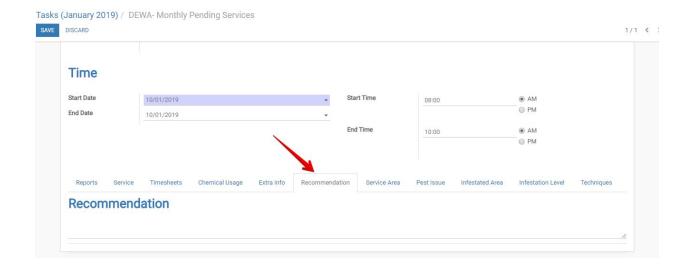


Timesheet

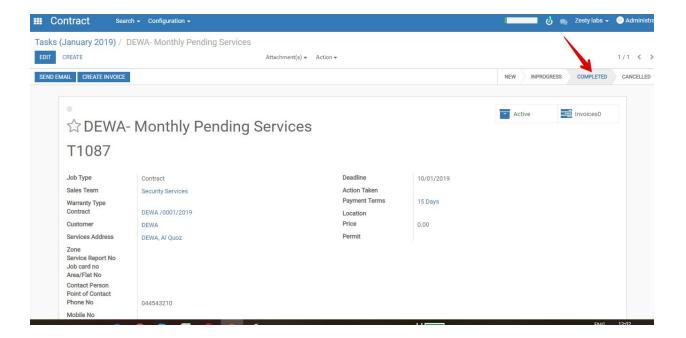
Timesheet to enter each employees Task Duration



Click-> Chemical usage to enter chemical usage and cost by technician



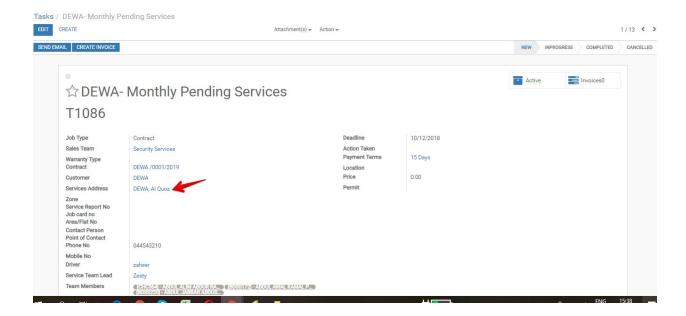
### Recommendations to customer



Once all the details entered change task status from new to completed

#### 3. Service Team

## 3.1. Task Execution in Customer Service Address.



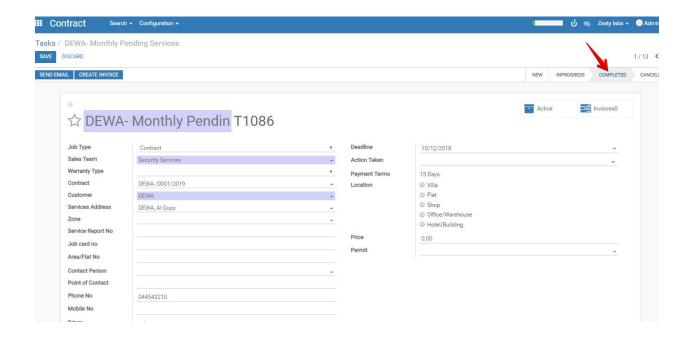
Task Execution in Customer Service location

## 3.2. Service Report & Updating Task Status.



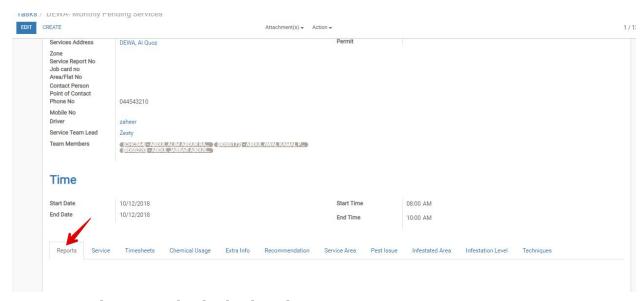
Reports

Update service details & Report.



Task status updation

## 3.3. Service details-Chemical Usage, Timesheet entry, Recommendations, etc.



3.4. Supervisor to submit the invoice to customer.

## 3.5. Update invoice submission status.

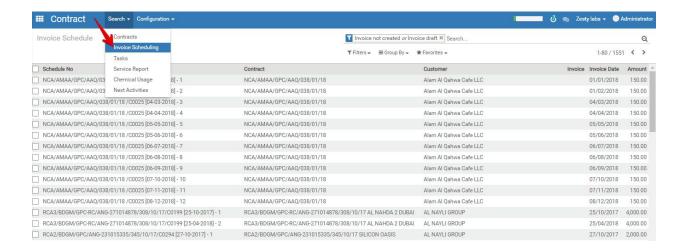
3.6. Supervisor to collect the payments and hand it over to accounts team.

### 4.Accounts

4.1. Monitor the scheduled invoices generated from all contracts.

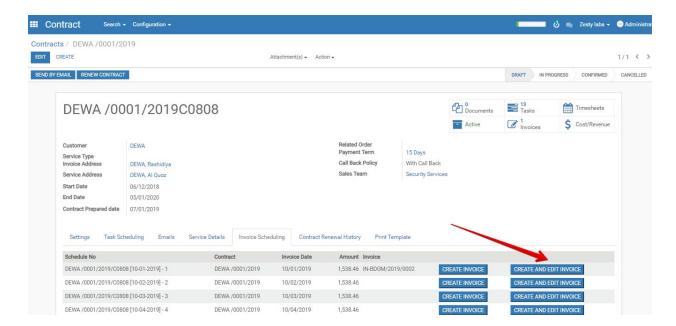


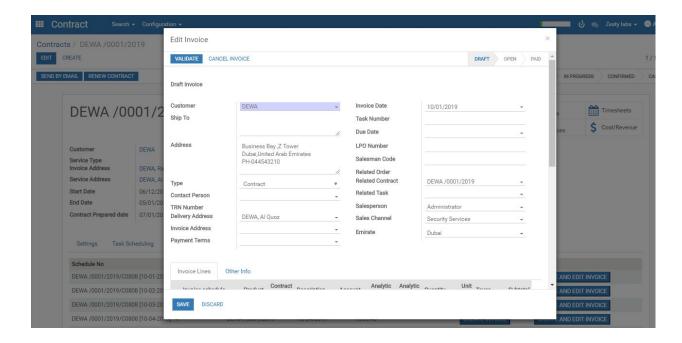
**Click contract module** 



Click search & Invoice Scheduling will see all the scheduled draft invoice for the customers

## 4.2. Validate the scheduled draft invoice prior to the job.



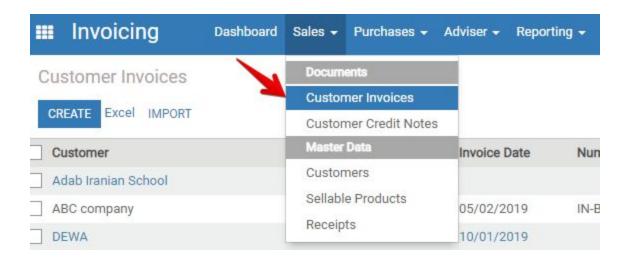


Edit and validate invoice.

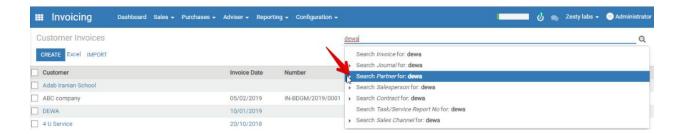
- 4.3. Hand over the invoice to operations team/service team and get it submitted to the customer.
- 4.4. Verify the invoice submission status updated by supervisor.



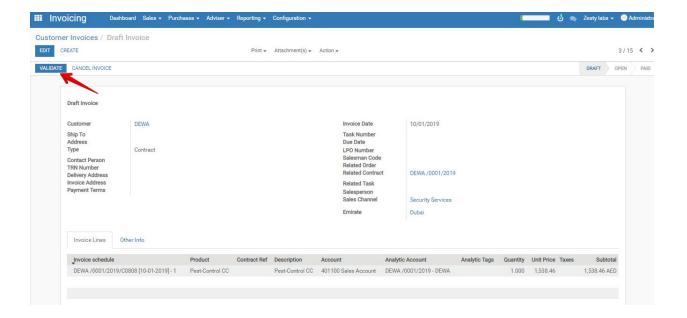
Click-> Invoicing (Accounts Module)



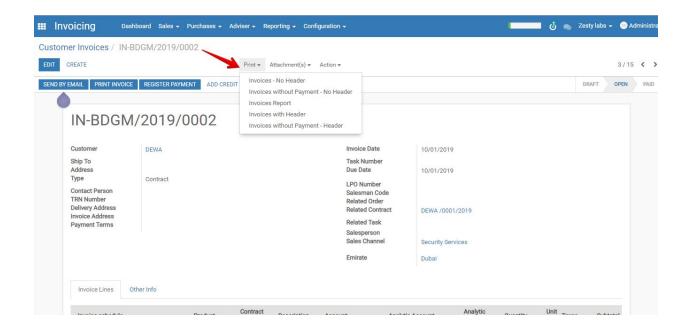
Click-> sales-> Customer Invoices



## Search by Partner (Partner- Customer)



Select customer invoice and validate , before validation check all the detail in invoice.



Click -> Print Invoice

## Tax Invoice

TRN:100238468100003

Bill To: DEWA

Ship To:

Invoice # Date

IN-BDGM/2019/0002

10/01/2019

Payment Due Ref#

Contact Person

T	Amount		Amount
١	Excluding	 	Including

Item#	Item Description	Qty	Rate	Discount	Amount Excluding VAT	VAT %	VAT	Amount Including VAT
1	Pest-Control CC	1.000	1,538.46	0.00	1,538.46		0.00	1,538.46
	TOTAL				1,538.46		0.00	1,538.46

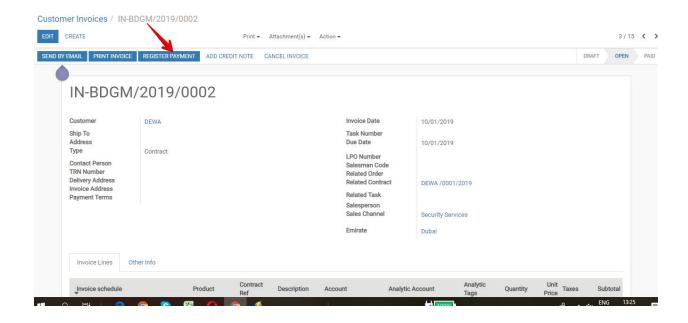
(Dirhams One Thousand, Five Hundred Thirty-Eight and Forty-Six Fils Only)

THANK YOU FOR YOUR CONTINUED BUSINESS WITH US.

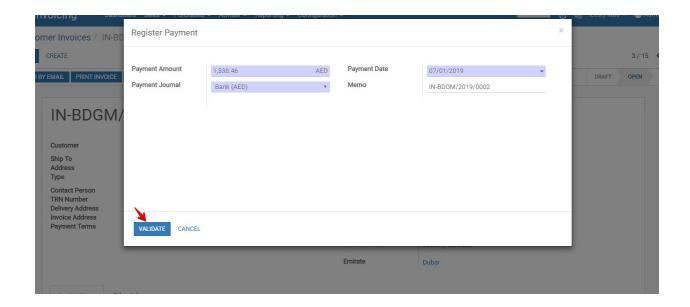
For Zesty labs (Authorized Signatory)

Customer invoice Print submit to customer.

4.5. Customer payment registration once the payment handed over by supervisor.



Click -> Register Payment



Click Validate and submit.