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TOTO

Enhancing Operational Efficiency for TOTO with a Custom Web Application

Project Summary

TOTO, a multinational sanitary ware and bathroom accessory manufacturer, required a custom web application to streamline their operations across a wide network of dealers and distributors. The web application was designed to manage quotations, budget approvals, business travel, document management, and generate various reports, thereby improving overall operational efficiency.

Application Details and Features

The custom web application developed for TOTO includes the following modules:

Quotation Management:

- Dealers and distributors can place quotation requests.
- Auto-apply discounts based on dealer/distributor ratings.
- Approval workflows based on project size, quotation amount, and gross profit.
- Cron job for Excel import of inventory data from SAP.
- Batch file generation in SAP format upon quotation approval for easy SAP import.
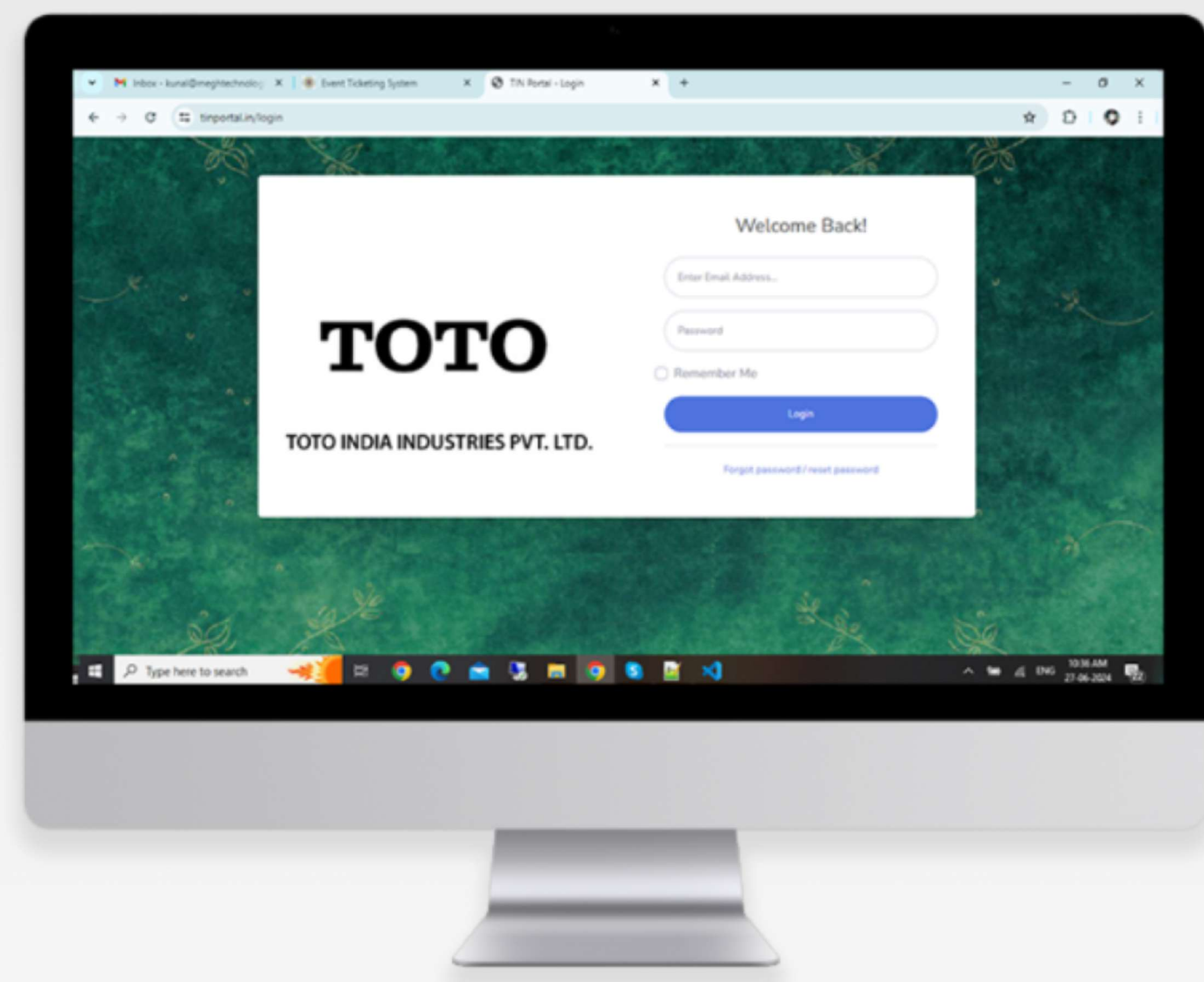
Budget Approval Management:

- Users can generate budget requests.
- Approval workflows for budget requests based on department and requirement.

Business Travel Management:

- Users can place travel requests with expense details.
- Approval workflows for travel requests.
- Users can raise expense reimbursement requests.
- Approval workflows for expense reimbursements.

Document Management:

- Standard Document Management System (DMS).
- Version control and document hierarchy management.

Reports:

- Generation of various MIS and KPI reports to provide insights into business operations.

Masters:

- Management of master data for items, item groups, incoTerms, customers, freights, sites, project developers, project regulators, schemes, material price groups, TCS, and application matters.

Challenge

- **Requirement Understanding:** Understanding the complex business processes and inter-departmental workflows to design an efficient system.
- **Role-Based Permissions:** Implementing a robust role-based system to manage permissions and privileges across different user roles.
- **Integration with SAP:** Ensuring seamless data exchange between the web application and SAP systems.
- **Approval Workflows:** Designing and implementing various approval workflows based on multiple criteria such as project size, quotation amount, and departmental requirements.

Technology Used

- **Backend:** PHP and MySQL.
- **Framework:** CodeIgniter framework for efficient development and maintenance.
- **Integration:** Seamless integration with SAP for data import and export.

Solution

- **Custom Workflows:** Designed custom workflows for quotation management, budget approvals, and business travel to meet specific requirements.
- **Role-Based System:** Implemented a role-based system to manage permissions and privileges effectively.
- **SAP Integration:** Developed cron jobs and batch file generation features to ensure seamless integration with SAP systems.
- **User Training and Support:** Provided training and ongoing support to ensure smooth adoption and efficient use of the application.

Conclusion

The custom web application developed for TOTO has significantly enhanced their operational efficiency by streamlining quotation management, budget approvals, business travel, document management, and reporting. The application's robust features and seamless integration with SAP have enabled TOTO to manage their extensive network of dealers and distributors more effectively, leading to improved business operations and decision-making.