



### Field Sales Meeting Assistant App

(Izmo Cars, India)

**Industry:** Automobile

**Platform:** Android

**Tech Stack:**

- Mobile App: Java, Android Studio

### **Project Overview:**

DistrigoBoost is a France centric meeting assistant App for sales representatives of a branded automobile parts manufacturer. It works as a virtual assistant for on-field sales executives and keeps them updated with all their meeting schedules, while keeping all the prominent detail for relevant customers very handy.





### Challenges / Problem Statement:

- Sales executives sometimes miss the important client meetings due to busy schedule or human mistake.
- Keeping written notes for every meeting, clients and their previous conversation – was tedious, time consuming and prone to mistakes.
- Without verifying mechanism, it was difficult to validate the presence or meetings sales executives attended.
- Often users have to visit areas with less or no network, making all-time internet dependent app less useful. This required that App must work in Online and Offline mode and hence the sync flow is much critical. Data must be stored in the app database while making sure that performance remains unhindered.
- Two-way data sync between app and server was complicated as the sync must be performed in sequential manner and considering defined hierarchy.

Calendar Event

**Rendez-Vous Quatre Chemins testing**

Rendez-Vous Quatre Chemins testing

Start Jul 16 2019 18:51

End Jul 16 2019 19:51

Account GARAGE DES QUATRE CHEMINS

All day No

Add your comment

Calendar Event

Last Visit Comments

Meeting is done. Client visit report is ready.

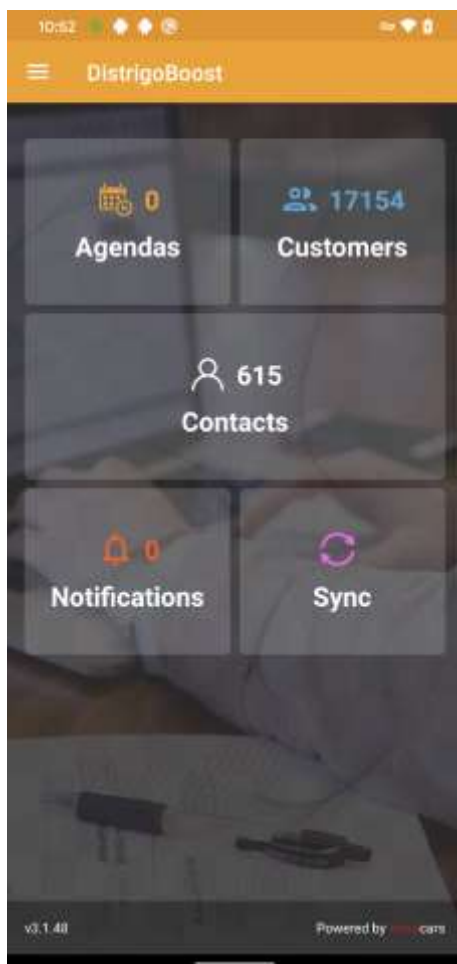
Last Visit Manager Comments

ABSENT PRESENT



### Solution:

- App lists all the meetings for the day which makes users well prepared. Timely reminders allow the executive to reach the meeting place in timely manner.
- User can see all the detail regarding meetings including the contact/account detail as well as previous visit logs, making the process smooth, time saving and error proof.
- Attendance capturing geo-location makes work activities more transparent.
- This app stored data in local database making it work smooth even in interior or network blind spots. Two-way sync between app and server ensured that no information is lost in between.



### Key Features:

- Meeting schedule along with the flag status of specific meeting
- Monitoring sales executives' meeting with the geo location
- Sales executive can submit detailed meeting report
- Restriction to submit meeting report within 24 hours of the meeting



- Create meeting and contacts
- Detail listing of all customers / potential customers
- Easy sort / search functionality for customers list
- Auto and manual sync options
- Works in online as well as offline mode
- Multi-language support

