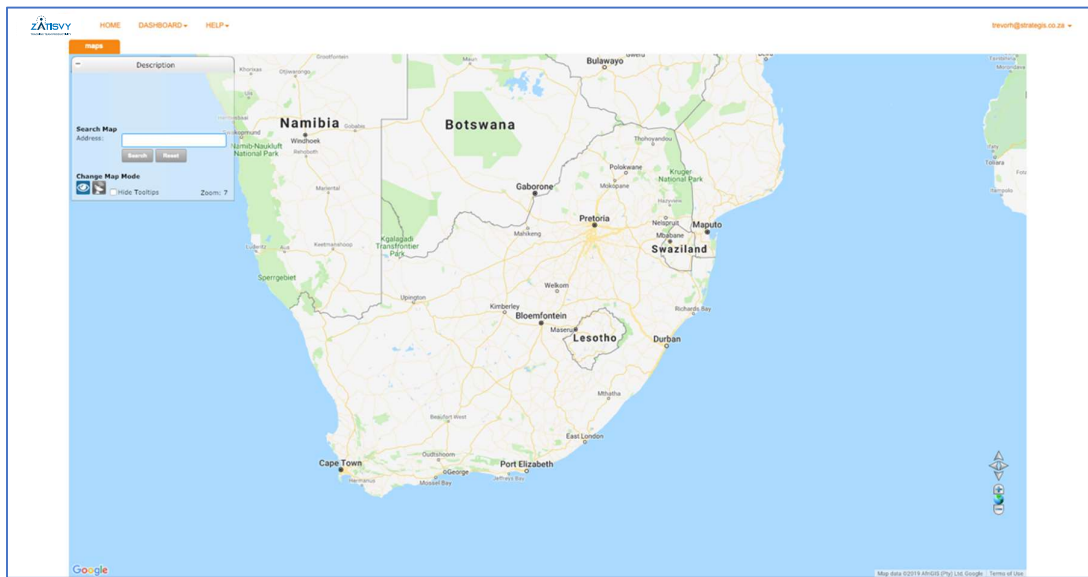


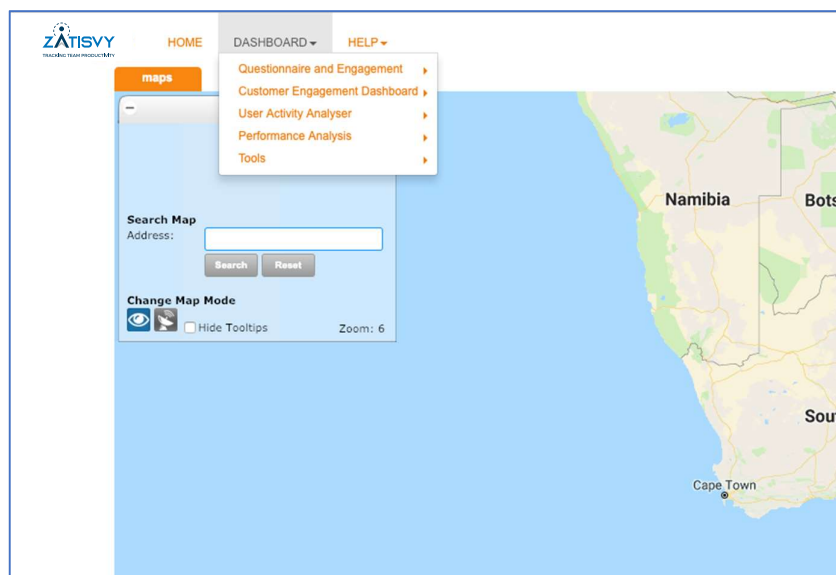
The Dashboard is the Management and Monitoring area for the application. The following functionality exists:

LANDING PAGE



The Dashboard is the management area of the Sales App. There are a number of sub menu items which are used for drilling into the management tools.

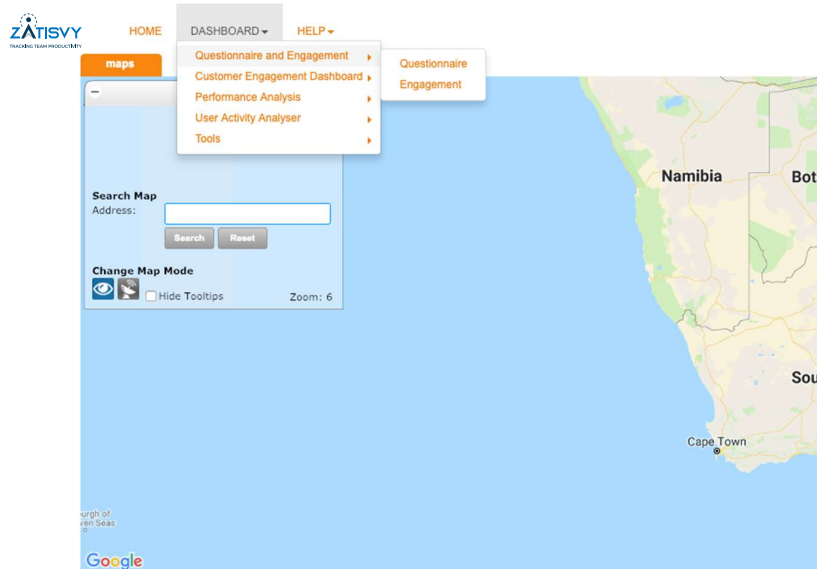
DASHBOARD DROP DOWN MENU (and sub Menu)



The sub menus are:

- Questionnaire and Engagement
- Customer engagement Dashboard
- User Activity Analyser
- Performance Analysis

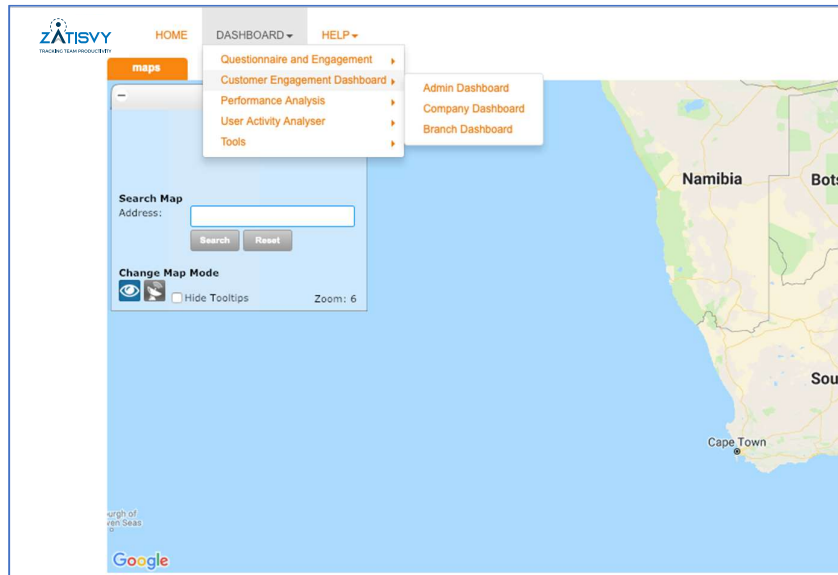
QUESTIONNAIRE AND ENGAGEMENT Sub Menu



Questionnaire and Engagement (see Questionnaire and Engagement Descriptions)

- **Questionnaire** – the questionnaire is used to design the Engagement template
- **Engagement** – the Engagement template appears on mobile device as the discussion guide when engaging with customer

CUSTOMER ENGAGEMENT DASHBOARD



CUSTOMER ENGAGEMENT DASHBOARD and DATA EXPORT LINK

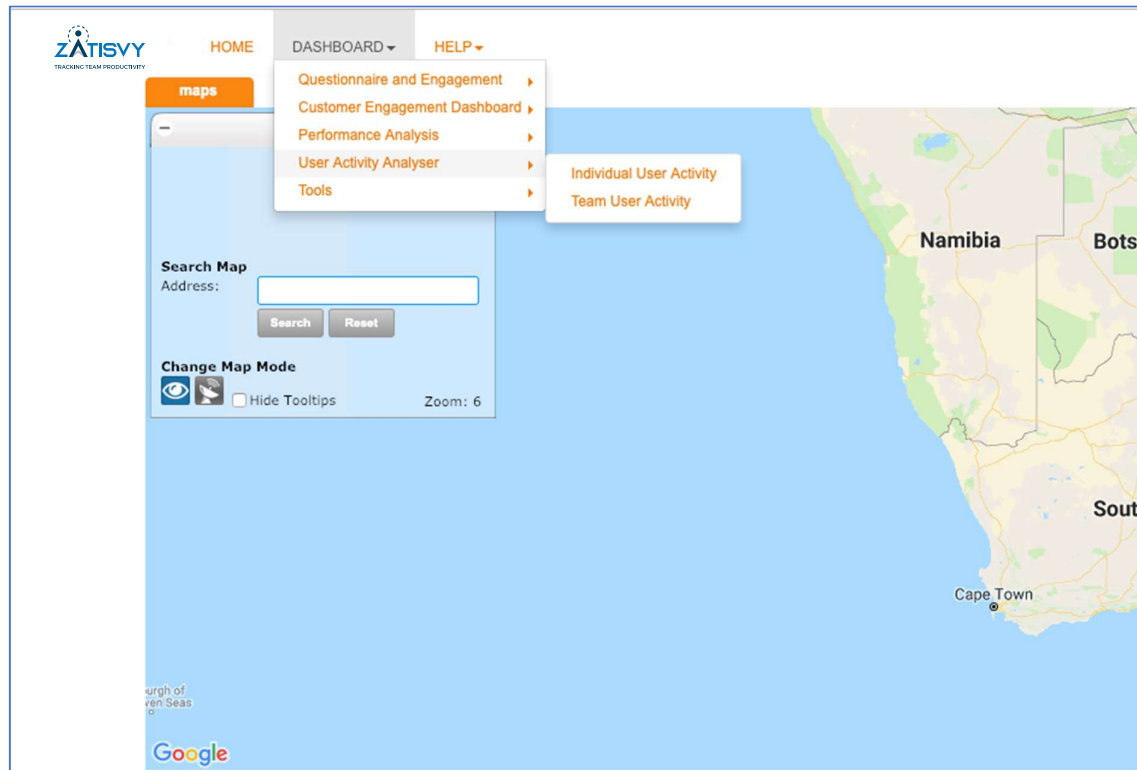


The Activity Dashboard allows a manager to view how many engagements have been conducted by each user by a specified time period

If Branches have been set up, then it is possible to review by branch.

The Export functionality exports the detailed data into Excel

USER ACTIVITY ANALYSER



There are two menu options:

- Individual User Activity
- Team User Activity

Individual User Activity

There are two views in the Individual User Activity area:

- Form Search
- Map Search

Form Search

These metrics are dependent on the user having their mobile device on during working hours as it is transmitting a location at least every two minutes

This report shows, for a specified period, details of the user behavior, broken down into the following components:

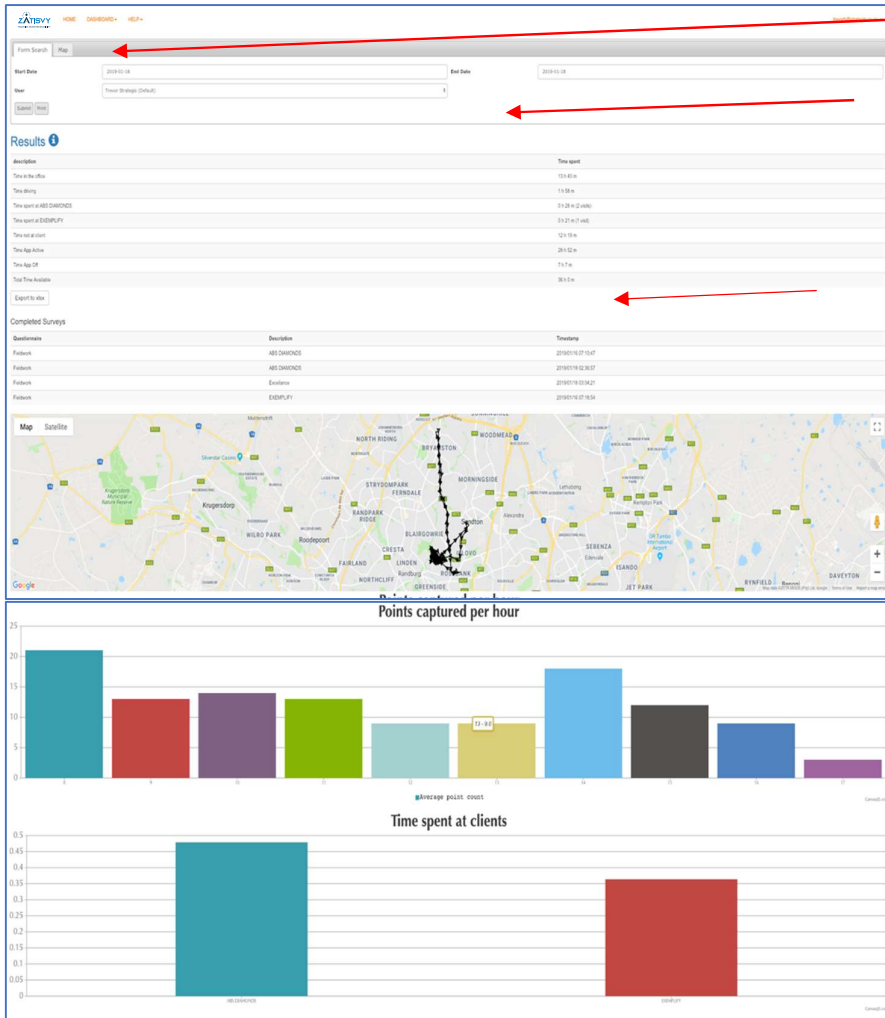
- Time at Office – Each user is allocated at least one office and whenever they spend time within 100m of the office, it will allocate the time
- Time Driving – when the mobile device is travelling faster than 7km between locations, the user is deemed to be driving
- Time at clients – each client is being plotted and when the user is within 100m of the client, it will track their presence.
- Time Not at Client – the unaccounted time during the day. The calculation is Total Time Available less the Time Accounted for in other activities
- Time App Off – the Time is when the device has not been transmitting
- Time Suspended – the time the user stopped the app from sending locations
- Total Time Available – the total working time for the day is set at a company level

The map shows the locations plotted for the period

The Points Captured by Hour graph shows the number of locations transmitted by the user by the hour.

The Time Spent at Clients graph shows the time spent at each customer

Form or Map Tabs



Select User and Date Period

Time in Office
Time Driving
Time at Clients
Time Not at Client
Time App Off
Total Time Available

Map showing travel

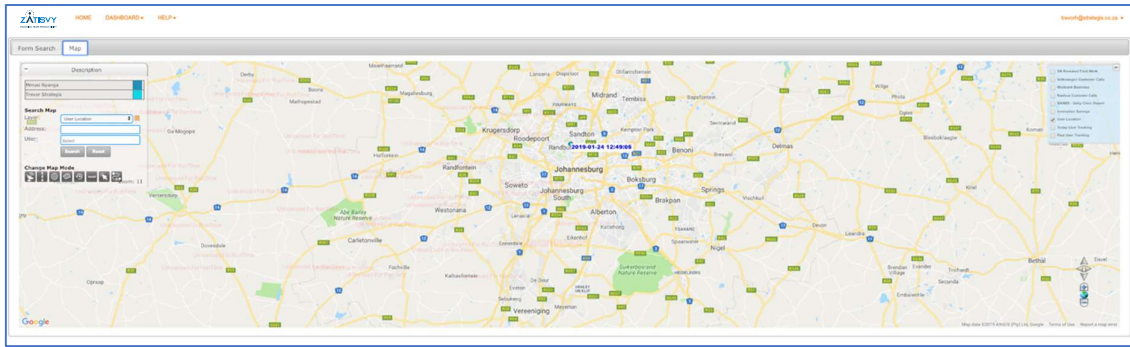
Points submitted per hour by user device

Time spent at customers

Map search

User Location

User Location view shows the last location transmitted and will stop showing a location after 1 hour

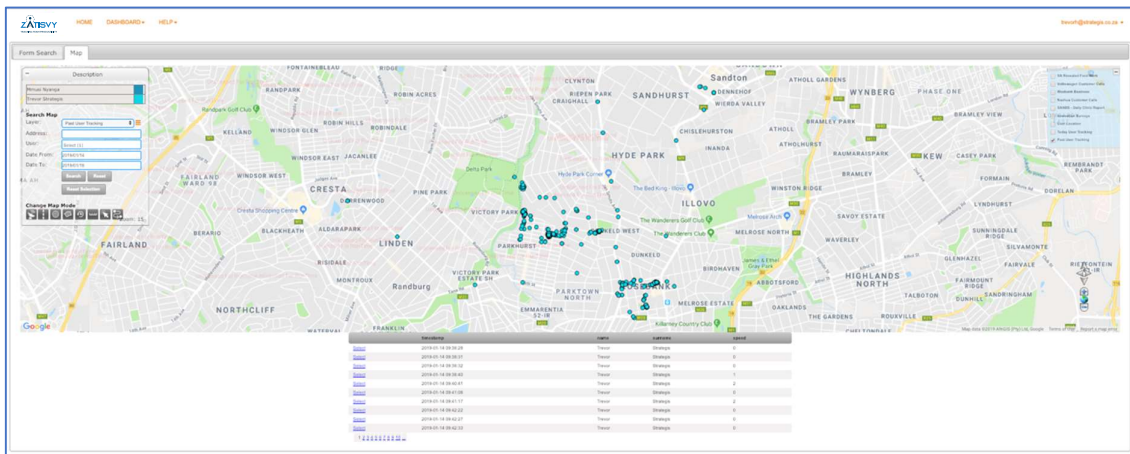


Today User Tracking

Today User Tracking shows the track of a selected user for today

Past User Tracking

Past User Tracking allows viewing by user and date range



Team User Activity

The Team User Activity sheet groups all the Users activities onto one sheet and summarises the total activity of the team

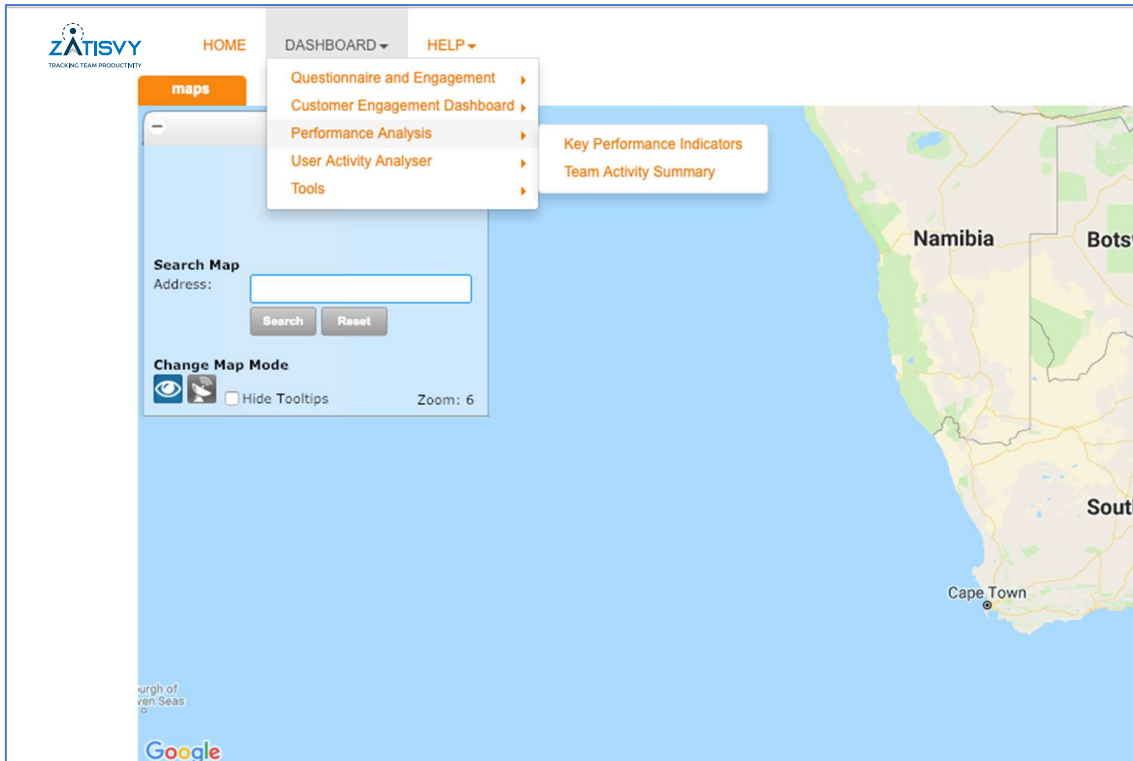
ZATISVY		HOME	REPORTS	HELP
Start Date:	2019-01-14	End Date:	2019-01-18	
Grouped Report				
Date From:	2019-01-14	Date To:	2019-01-18	
Mmusi Nyanga (Strategy - Default)				
absenteeism		Total spent		
Time in the office		1:22:00		
Time sleeping		1:14:00		
Time spent at ABC COMPANY		0:00:00		
Time spent at DEFACIS		0:00:00		
Time spent at GHIJKL		0:00:00		
Time not at work		0:00:00		
Time App Active		0:00:00		
Time App Off		0:00:00		
Total Time Available		0:00:00		
Trevor Straleno (Strategy - Default)				
absenteeism		Total spent		
Time in the office		0:00:00		
Time sleeping		0:00:00		
Time spent at ABC COMPANY		0:00:00		
Time spent at DEFACIS		0:00:00		
Time spent at GHIJKL		0:00:00		
Time not at work		0:00:00		
Time App Active		0:00:00		
Time App Off		0:00:00		
Total Time Available		0:00:00		
Group Totals				
absenteeism		Total spent		
Time in the office		1:22:00		
Time sleeping		1:14:00		
Time spent at ABC COMPANY		0:00:00		
Time spent at DEFACIS		0:00:00		
Time spent at GHIJKL		0:00:00		
Time not at work		0:00:00		
Time App Active		0:00:00		
Time App Off		0:00:00		
Total Time Available		0:00:00		

PERFORMANCE ANALYSIS

The Performance Analysis area relates to the utilization of the app by the users.

There are two views:

- Key Performance Indicators
- Team Activity Summary



Key Performance Indicators

Team Activity Score
Company: Strategis
Branch: Default

Start Date: 2019-01-14 End Date: 2019-01-18

Name	Surname	Company	Branch	Manager	Avg Number of Engagements	App Time On%	Average Client Dwell Time
Mmusi	Nyanga	Strategis	Default		3	15%	10 minutes
Trevor	Strategis	Strategis	Default		1.2	100%	61 minutes

Legend:

Avg Number of Engagements	App Time on %	Average Client Dwell Time
No Engagements	less than 20%	less than 6 minutes
1 or more engagements	20% or more	6 minutes or more
4 or more engagements	80% or more	20 minutes or more

The effectiveness of the app is driven by three elements, and these can be reviewed by any date range:

- Number of Engagements – a key component of a sales representative is client meetings – this is a measurement of this
- Time App Active – it is essential that the sales app is active at all times in order to fully analyse a sales representative activity

- Time Spent at customer – a measure of customer relationship and engagement is the time spent with the customer

Team Activity Summary

Team Activity Summary

Company: Strategis
Branch: Default

Start Date: 2019-01-21 End Date: 2019-01-25

Name	Surname	Company	Branch	Last Location	Time Since Last Location	Last Survey	Time Since Last Survey	Total Time Available	Time Logged	Time in Office
Mital	Nungu	Strategis	Default	20190124 12:48:05	2 d 9 h 19 m	20190118 15:29:32	7 d 21 h 39 m	43 h 8 m	34 h 58 m	34 h 58 m
Tevor	Strategis	Strategis	Default	20190124 13:07:30	2 d 9 h 1 m	20190118 15:04:21	8 d 22 h 8 m	43 h 8 m	17 h 49 m	15 h 46 m

Legend:

- No data
- Less than a day
- 1 to 3 days
- More than 3 days

The Team Activity Summary is a detailed view of the Users activity over a period of time