



ECOTECH

Preferred Indian IT Partner...



Norinco - CRM Web Solution

About Client

Norinco Private Limited is a multi-faceted company representing suppliers of quality goods from all over the world and with a broad client base in India. The company has been in this business since 1942 and is today, run by a board of directors who oversee a dynamic and dedicated team of over 110 employees spread out over 8 branches. Over the years Norinco has earned itself a reputation of being one of the very few company's in its field that delivers with honest, clear and consistent business practices.

Their business interests cover a wide spectrum of engineering industries:

- **Metallurgy and Cement**
- **Marine and Oceanography**
- **Offshore and shipbuilding industries**
- **Project management services**
- **Annual maintenance contracts**
- **Special products**





Business Need

In Norinco, previously sales activities and day to day activities of Norinco employees were managed manually. There was a need of a CRM web application to be developed that would provide the Norinco management quick overview of all the sales activities at corporate and branch levels.

Features:

- Manage users
- Manage branches
- Manage customers
- Manage projects
- Generate reports
- Search/Add/Edit
- Import/Export
- Manage principals
- Manage suppliers
- Manage products
- Scheduling

Our Solution:

Developed a CRM web solution with all features using following technology:

Software Requirement

- Language: ASP.Net 3.5 with C#
- Database: MSSQL
- Web Server: Windows IIS
- Operating System: Windows XP/Vista (required on every machine for “Outlook Addin” module of CRM application)
- Mail Server: MS Exchange Server 2007
- Mail Client: MS Outlook 2007
- Browser Compatibility: IE 7.0, IE 8.0, Chrome 2.0 and above, Firefox 3.0 and above
- Development Platform: ASP.Net, MSSQL, AJAX, Windows Server, HTML

Third Party Tools

Telerik:

- ASP.Net, AJAX Support
- Visual appeal
- Day, Week, Month and Timeline Views
- Support for any data source
- Support for Microsoft Exchange Provider
- Support for Recurring Appointments
- Custom Resources and Resource Grouping
- Inline and Detailed Editing Capabilities
- Rich Client-side API
- Integrated Datepicker for Quick Navigation





Benefits:

Using the Norinco CRM web application, the Norinco personnel can perform the following functions:

- Manage access rights of different users of the system
- Manage different branches of Norinco
- Manage the customers of Norinco
- Manage the projects that are handled by different employees of Norinco
- Manage day to day activity of Norinco employees
- View reports based on different fields provided for report generation
- Maintain a record of all communications/interactions that have taken place between Norinco personnel and customers
- Maintain a record of all communications/interactions that have taken place internally within company employees
- Manage documents that are generated during each phase of the project

What We Are Proud Of:

Manage Customers

Welcome, superadmin [Sign Out]

NORINCO

Home Customer Principal Supplier Product Project Branch Scheduling Reports Doc Templates Settings

Manage Customer | Export Customer Contacts | Import Customer Contacts

Search/Edit Customer | Add Customer | Add Customer Contacts

Search Options

Customer ID: Customer Name:

State: City:

Status: Active Inactive Delete

Customer List

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Customer ID	Customer Name	Contact Address	City	Country	Phone	Fax	Website	Status	Action
C-03551	pradnya	NIBM Road	Pune	India	9856634889	-	-	Active	
C-03550	Aeron1389	Powergas House, 177, Vidyanagari Marg, Kalina, Mumbai-399783	Mumbai	India	406-22-66915901	406-22-66915934	-	Active	

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What We Are Proud Of:

Manage Products

Welcome, superadmin [Sign Out]

NORINCO

Home Customer Principal Supplier **Product** Project Branch Scheduling Reports Doc Templates Settings

Search/Edit Product | Add Product | Import

Search Options

Product No: Product Name:

Status: Active Inactive Delete Principal/Supplier Name: --Select--

[Search](#) [Reset](#)

Product List

[Export Selected](#) [Export All](#)

<input type="checkbox"/>	ProductNo	ProductName	Type	Supplier/Principal	Country	Currency	UnitPrice	Status	Action
<input type="checkbox"/>	P-0010	product667	Supplier	ABB Industry Pte. Ltd.	India	INR	-	Active	
<input type="checkbox"/>	P-0009	eeee	Supplier	ABB AS2	India	INR	-	Active	
<input type="checkbox"/>	P-0008	Product test	Supplier	ABB AS1	India	INR	12.00	Active	
<input type="checkbox"/>	P-0007	Product ttt	Supplier	ABB Industry Pte. Ltd.	India	INR	45.67	Active	
<input type="checkbox"/>	P-0006	Product hhh	Supplier	ABB AS1	India	INR	56.00	Active	
<input type="checkbox"/>	P-0005	Product 666	Supplier	ABB AS1	India	INR	0.00	Active	
<input type="checkbox"/>	P-0004	Product	Supplier	ABB AS1	India	INR	0.00	Active	
<input type="checkbox"/>	P-0003	Product test	Principal	Air Products AS	India	INR	0.00	Active	

What We Are Proud Of:

Manage Projects

Welcome, superadmin [Sign Out]

NORINCO

Home Customer Principal Supplier Product **Project** Branch Scheduling Reports Doc Templates Settings

Search/Edit Project | **Add Project**

Add Project Fields marked with * are mandatory

Date of Lead: * <input type="text" value="dd/mm/yyyy"/>	Project Name: * <input type="text"/>
Handled by Branch: -- Select Branch --	Project Status: * Leads Received
Incoming Ref. No.: <input type="text"/>	Incoming Ref. Date: * <input type="text" value="dd/mm/yyyy"/>
Category: * -- Select Category --	Customer: * -- Select Customer --
Tender Submission Due Date: <input type="text" value="dd/mm/yyyy"/>	Description: <input type="text" value=""/>
Project Owner: <input type="text"/>	Project Team: Brch_Report_Admin_View Cust_Import_Add
Remarks/Comments: <input type="text" value=""/>	

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