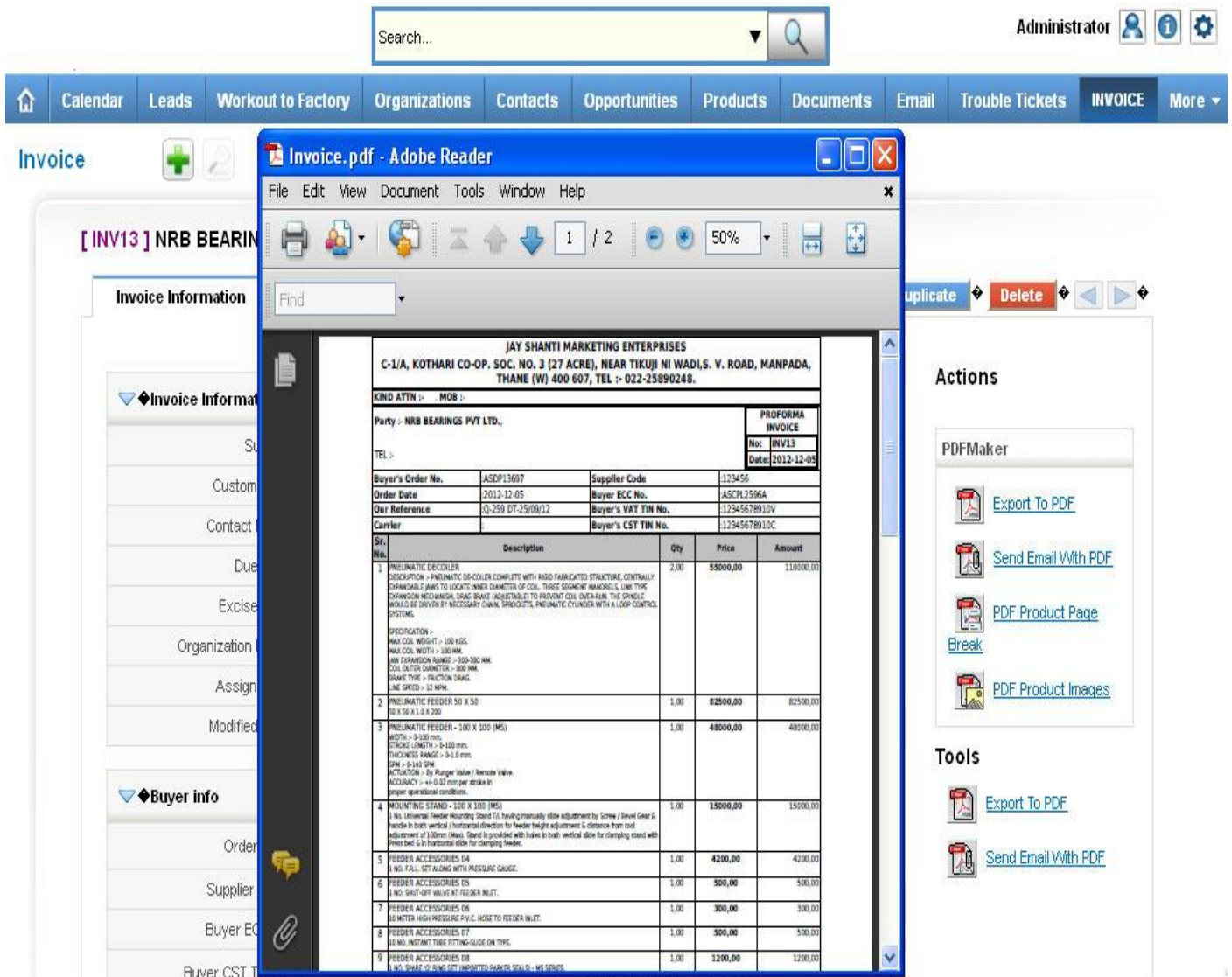


Client Profile: Press Room Automation group put their small steps in promoting Press Automation in 1986 in an under developed Indian Market. In 1995 with wind of globalization, need of automation increased manifold, company went as focusing in adding the range sophistication to meet end customer needs.

Project Screenshot:



The screenshot shows a web application interface with a top navigation bar containing 'Calendar', 'Leads', 'Workout to Factory', 'Organizations', 'Contacts', 'Opportunities', 'Products', 'Documents', 'Email', 'Trouble Tickets', 'INVOICE', and 'More'. A search bar is located at the top left, and the user is logged in as 'Administrator'. The main content area displays an 'Invoice.pdf - Adobe Reader' window. The invoice is for 'JAY SHANTI MARKETING ENTERPRISES' and lists several pneumatic feeders and accessories. The items are as follows:

Sr. No.	Description	Qty	Price	Amount
1	PNEUMATIC FEEDER - 200 X 100 (MS) (DESCRIPTION - PNEUMATIC CO-COOLER COMPLETE WITH RIGID FABRICATED STRUCTURE, CENTRALLY OPERABLE ARMS TO LOCATE INNER DIAMETER OF COIL, THREE SEGMENT WAREHOUSE, LINE THICKNESS MEASUREMENT, SHOCK BRIDGE ADJUSTABLE TO PREVENT COIL OVERHEAT, THE SPRING WOULD BE PROVIDED BY NECESSARY CHAIN, SPRING, PNEUMATIC CYLINDER WITH A LOOP CONTROL SYSTEM.)	2.00	55000.00	110000.00
2	PNEUMATIC FEEDER 50 X 50 (30 X 50 X 1.0 X 1.20)	1.00	82500.00	82500.00
3	PNEUMATIC FEEDER - 100 X 100 (MS) (WIDTH - 9-10mm, STROKE LENGTH - 9-10mm, THICKNESS RANGE - 9-1.0mm, PIN - 9-1.0mm, ACTUATION - By Range Valve / Remote Valve, ACCURACY - +/- 0.01 mm per stroke in proper operational conditions.)	1.00	48000.00	48000.00
4	ROLLING STAND - 100 X 100 (MS) (A No. Universal Feeder Mounting Stand To, having manually slide adjustment by Screw / Bevel Gear & handle in both vertical / horizontal direction for feeder height adjustment & clearance from coil. Indentment of 100mm. Stand is provided with holes in both vertical slide for clamping feeder. Press bed is in horizontal slide for clamping feeder.)	1.00	15000.00	15000.00
5	FEEDER ACCESSORIES (A) (NO. FALL, SET ALONG WITH PRESSURE GAUGE.)	1.00	4200.00	4200.00
6	FEEDER ACCESSORIES (B) (NO. SHUT-OFF VALVE AT FEEDER INLET.)	1.00	500.00	500.00
7	FEEDER ACCESSORIES (C) (10 METRE HIGH PRESSURE P.V.C. HOSE TO FEEDER INLET.)	1.00	300.00	300.00
8	FEEDER ACCESSORIES (D) (10 METRE INSTANT TUBE FITTING SLIDE ON THRE.)	1.00	500.00	500.00
9	FEEDER ACCESSORIES (E) (10 METRE INSTANT TUBE FITTING SLIDE ON THRE.)	1.00	1200.00	1200.00

Following are the different products of the company:

- First Indian Pneumatic Feeder.
- Concept of complete automated lines in small scale & medium scale industry.
- First to introduce Heavy Duty Press Feed lines for 6mm to 10mm thickness coils for Automobile segment.
- Precision Component Leveler with full automation for loading & unloading. First NC Servo Roll Feeder.
- Multi-Station Flexible Punching Press with programmable feed length & programmable punching sequence for lighting & related long length sheet metal components needed with complete manufacturing & quick change over flexibility.
- Economical, Sophisticated, Automated Cut to Length Lines for thin / delicate full width coils.

Business Needs:

- Company sells machines to big automaker customer in India also being exported to countries in Italy / Israel / Middle East.
- To manage such a large customer base it's hard for company to do all stuff using some basic software's so company wants the software which manages customer accounts, invoice, quotes, sales order and lead management.
- So company chooses vTiger as base software and select Variance InfoTech to fulfill their customization needs in vTiger.

The Solution: Variance InfoTech proposed the solution to Customize vTiger System as per customer needs.

Following is the list work done by Team Variance:

Customization

- Customization of Organization, Contact and Opportunity.
- Creation of **Custom Module** called "**Work out to factory**". This module will used when sales department unable to provide cost of any machine inquiry. So the sales person forward inquiry to factory staff.
- Convert Leads to Organization and Workout to factory.
- Customization of Opportunities with same fields as Leads and "work out to factory".
- Change the Layout of PDF export of Invoice, Quote and Sales Order using "PDF Maker" with change in the code of PDF maker to fulfill the requirement.
- FAQ customization in customer portal to add an option for customer to Add image of machines.

Tools and Technology:

- vTiger version 5.4
- mySQL