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A MOBILE ERP APPLICATION FOR REAL-TIME QUOTING, ORDER ENTRY, AND COMMISSION TRACKING

S.NIKESH[1]
Student, Department of Management , Annai College Arts and Science kovilacheri ,India.

Dr. R. RAJKUMAR[2]
Director & Professor, Department of Management, Annai College of Arts and science kovilacheri,India

K. VIMALANATHAN[3]
Research Scholar, Department of Management, Annai College of Arts and science kovilacheri ,India.

H. AYESHA TASNEEM[4]
Assistant Professor, Department of Management, Annai College of Arts and science kovilacheri ,India.

Abstract

Enterprise Resource Planning (ERP) systems are essential for integrating business processes and enhancing organizational efficiency. However, traditional ERP systems often lack mobility, limiting real-time access to critical business information for sales personnel operating in the field. This study proposes the development of a Mobile ERP Application for Real-Time Quoting, Order Entry, and Commission Tracking to improve sales operations and decision-making. The proposed application enables sales representatives to generate instant quotations, place customer orders, and monitor commission earnings directly through mobile devices. The system integrates sales management functions into a centralized platform, reducing manual processes, minimizing errors, and improving data accuracy. Furthermore, the application facilitates real-time synchronization of product, pricing, and order information, allowing managers to effectively monitor sales performance and business activities. The proposed solution enhances communication, operational efficiency, productivity, and transparency by providing anytime, anywhere access to business data. The study concludes that a mobile ERP platform can significantly improve sales effectiveness and support business process automation in modern organizations.

Keywords: Enterprise Resource Planning (ERP)[1] *, Mobile ERP*[2]*, Real-Time Quoting*[3]*, Order Entry*[4]*, Commission Tracking*[5]*, Sales Management*[6]*, Business Process Automation*[7]*, Mobile Application*[8]