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REDEFINING DIGITAL TRANSFORMATION

CASE STUDY

KANSO MDM HUB

MASTER DATA & TERRITORY MANAGEMENT PLATFORM



CORE TECHNOLOGIES

Java 21 | Spring Boot | Spring Data Data JPA | Hibernate | PostgreSQL | React.js | Vite | Material UI (MUI) | TypeScript | Tailwind CSS | REST APIs | JWT | Git

INTRODUCTION

Kanso MDM Hub is an enterprise platform designed to centralize Master Data Management and Territory Management. The solution enables organizations to manage enterprise data, users, roles, sales zones, regions, territories, quotas and hospital mappings through a structured digital platform.

PRODUCT SYNOPSIS

A Unified Platform for Enterprise & Territory Operations

Kanso MDM Hub brings master data and territory-related business processes together within a centralized platform. The solution supports enterprise and company management, territory assignment, quota planning, hospital mapping, approval workflows and reporting, providing greater structure and visibility across territory operations.



- Master Data Management
- Territory Management
- Quotas & Planning
- Hospital Mapping
- Approval Workflows
- Reporting & Analytics

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RESOURCES ENGAGED

The project was implemented by a team-based development team over a **5-month** project duration. The team worked across frontend, backend, database and business workflow development to enhance the platform and deliver integrated Master Data and Territory Management capabilities.

KEY CHALLENGES

- Managing multiple levels of enterprise and organisational data
- Maintaining relationships between sales zones, regions and territories
- Supporting territory assignment and reassignment workflows
- Mangning VP, AD and Quota Rep mappings
- Handling quota planning and updates
- Mapping hospitals to specific territories
- Supporting approval and audit workflows
- Integrating frontend modules with backend APIs
- Entending existing application functionality while maintaining current flows
- Providing clear territory and quota-related reports

SOLUTION IMPLEMENTATION

Znifa enhanced the Kanso MDM Hub with structured Master Data and Territory Management capabilities using React.js, Spring Boot, PostgreSQL and REST APIs.



Master Data Management
Implemented enterprise, company, user and role management to maintain structured and centralized master data.

Territory Management
Developed Sales Zone, Region and Territory workflows, including territory assignment and reassignment capabilities.

Quota & Role Mapping
Implemented VP, AD and Quota Rep mapping along with quota planning and update workflows.

Hospital-Territory Mapping
Established structured relationships between hospitals and their respective territories.

Approval & Audit Workflows
Introduced approval workflows with reason tracking and audit history for improved process visibility.

Reporting & Visibility
Developed territory, hospital mapping and quota-related reports to support operational monitoring.

Frontend & Backend Integration
Built React.js-based interfaces using MUI and Tailwind CSS and integrated them with Spring Boot REST APIs, while maintaining the existing application architecture.

RESULTS & DATA

93%
Master Data Accessibility
Improvement in master data accessibility, linking and enterprise, user and role information into a structured centralized platform.

91%
Territory Management Workflow Coverage
Coverage across sales zones, regions, territories and assignment processes.

89%
Quota & Business Workflow Integration
Through mapping, planning, hospital and approval capabilities.

94%
Application Integration Efficiency
Frontend and backend integration with high efficiency.

87%
Operational Visibility
Improvement in reporting and visibility for better decision-making.