

Preventing loopholes through Smart Monitoring Using Geo-Fencing.

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Abstract: Sales executives play a crucial role in pharmaceutical distribution, yet traditional monitoring systems often fail to ensure transparency, accuracy, and real-time accountability. Issues such as fake attendance, sales manipulation, delayed reporting, and lack of location verification reduce productivity and create operational loopholes. To address these challenges, this project proposes a **Geo-Intelligent Mobile and Web-Based Monitoring System** that integrates real-time GPS tracking, geofencing, automated order management, and digital reporting. The system ensures that sales executives work within their assigned areas, follow defined routes, and submit authentic data directly from the field. A centralized admin panel provides live monitoring, task assignment, and performance evaluation through detailed analytics. By automating these processes, the system eliminates manual errors, strengthens accountability, and enhances overall efficiency in pharmaceutical sales operations. This solution ultimately supports better decision-making, improves daily productivity, and enables distributors to achieve more accurate and profitable outcomes.

Keywords: Pharmaceutical sales monitoring, Geofencing technology Geo-Intelligent Tracking, GPS-Based Monitoring etc.