Rayat Shikshan Sansthan's

C. D. JAIN COLLEGE OF COMMERCE, SHRIRAMPUR

A project Report On
"SALES ACCOUNT MANAGEMENT [SAM] SYSTEM"
Submitted To

University of Pune
In Partial Fulfillment of the Requirement Of
BBA (CA) – III
(Bachelor of Business Administration in Computer Application)

Submitted By
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Under Guidance Of
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During Academic Year: **2021-22**

C. D. JAIN COLLEGE OF COMMERCE, SHRIRAPUR

CERTIFICATE

(Department Of Computer Application)

This is certify that project entitled **" SALES ACCOUNT MANAGEMENT SYSTEM "** submitted by **Mr. Gohil Kushal Harish & Mr. Aanand Varun Indrajit** student of **BBA(CA) - III (Bachelor of Business Administration And Computer Application)** had satisfactorily completed the project during the academic year 2021-22 .

Date:

Project Guide: **Head of Department**
Mr. Joshi P.D | Mr. Lande R.D   Mr. Chandratre Y. V.

Internal Examiner   **External Examiner**

Acknowledgement

We are happy to present the project

"SALES ACCOUNT MANAGEMENT SYSTEM"

How Much the Statement This Project Is the Result Of
Our Hard Work Is True, the Support from All of Our Guide
Mr. Lande Sir and **Mr. Joshi Sir** Along With Other
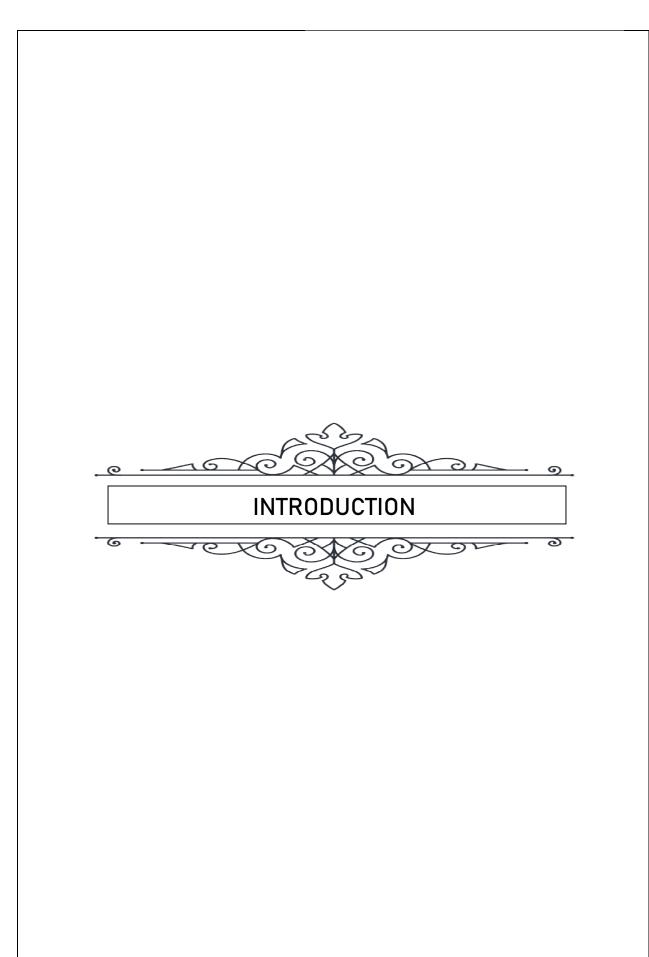Respective Teachers Is Worthy As Too!

We, Throughout This Project Get Many Bugs,
But As Motivated By **Mr. Nabage Sir** About The
Project Management & Debugging Of the Bugs,
We Tried Overcame Them All.

Apart From All, We Would Glad To Make Acknowledgement
Towards The Supportive Teachers
, Non-Teaching Personnel, And Our Classmate
To Keep A **Creative** And
"BOUNCE **BACK"** Environment For Us.

- **Kushal Gohil & Varun Aanand**

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INTRODUCTION

INTRODUCTION

The retail industry is one of the industries that is growing at in fast pace
Where the number of retail business keep on increasing from time to time to meet
The demand from consumers of specified areas. There are different types of retail shops
available for a consumer to choose ranging from hypermarket to mini market according to
their convenience. Most of the shops can be found in
Residential areas, streets, or shopping malls.

A retail store sells a wide range of goods and services from wholesalers or suppliers
To end-user. Thus, **the nature of the retail business required good management of
inventory** levels to meet the demand of the customers.
The traditional way retailer keeps their sales details is in spreadsheets which
Are not effective anymore when the size of the shop gets bigger. This is because more
Items will be made available in a larger quantity, **thus tracking the sales made
With inventory level in the shop would be complicated and time consuming for the
retailer.**

Besides, the situation gets worst when the retailer does not have a proper method to
determine items purchased by their customers. Thus, this project will provide **the solution
for retailers that are still using traditional ways in keeping their inventory data creating
an inventory system.**

**Shop Sales Management System is a computer-based system that provides
The shop structure for maintaining and controlling goods to be stocked.**
The approach of Shop Sales Management System is commonly used to avoid
Product overstock or outrages by integrating daily 'Point of Sales' with
Store's inventory level.

SCOPE OF SYSTEM

Within the boundary of the project, The System aims in having the following aspects:

SYSTEM - BOUNDARY:

To Overcome Various Issue Mentioned In Introduction Of Desktop-Based Application, We Here Make One Changes To Put The Data On Server, It Can Be Remote Anywhere, Recently "Cloud Servers" Can Be Used Which Make Our End User A Cost Efficient Deal.

SYSTEM - END USER:

The End User Of The System Is The Admin Of Shop Instead Of The Consumer Of The Shop, Where In General System Is The End User.

DATABASE:

This Contains 2 Tables Where One Table Will Contain User Registration Data And The Second Will Contain User Input Data.

LOGIN / SIGNUP:

Here Is The Twist In Our System, The User Of System Is The Admin Of The Shop Who Maintaining The Inventory. He Is Authorized To Register Himself Or Subordinate And Manage The System.

HOW IS THIS BUILD?

Make Sure To Glance Over The Documentation, To Get Answers To The Queries Like Duration Of The Overall Project, What Technology Used, How The Analysis Done And Etc.

NEED & EXISTING SYSTEM

WHY WE NEED THIS? :

- As We Will Further Explained More Details of Our System's Objective.
- We Need This System To Manage An Inventory And Sales Simultaneously In A Synchronous Manner.
- To Overcome The Drawbacks Of Existing System Till The Date.
- And As The Concept WEB Is Building In Various Other Industries, So We Try To Create A WEB Based Retail Industry Software.

EXISTING SYSTEM:

There Are Hundreds of ERP Software Already In Market Providing
Facility of Inventory & Sales Management Like
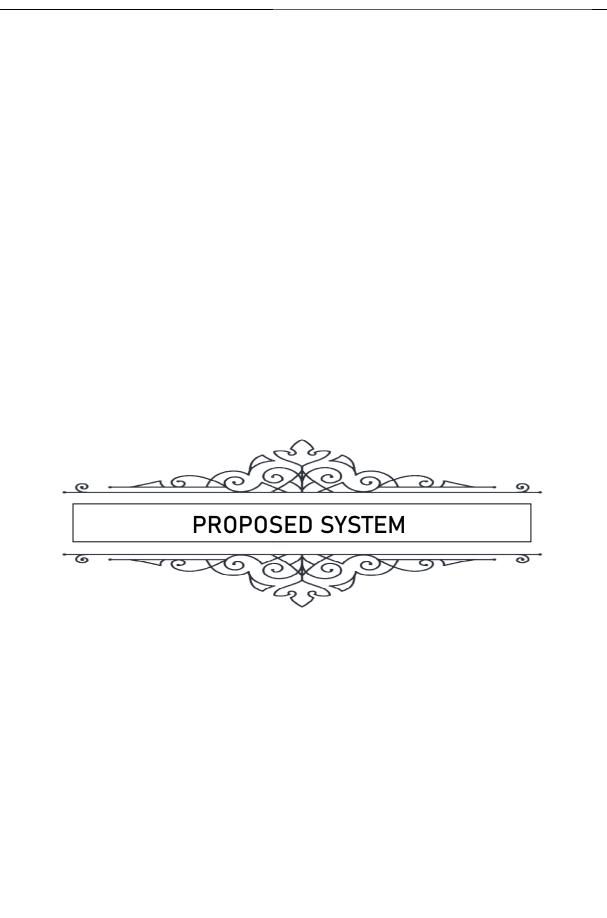**TALLY ERP9, EASYSHOP, RETAILWARE 5.0, MARG 9+**, etc

BUT,

They are not a specialized in this facility,

From Personal Experience to Handling This Software, They Provide
Other Facilities Like Accounts Management, Retail Counter Billing Etc.
So Cause Of, Not Focused, There Are Some Functional Bugs in Them,

We try to conceptualize this bug into a new solution to the Inventory management.

OBJECTIVE OF SYSTEM

As The Available Existing System Provides Limited Functions to the User,

Thus This Project Will Contain Enhanced And More Flexible Functions To The Store. The Objectives Include:

• To Provide A Function To Manage Goods In The Store More Efficiently. Basic Functions Such As 'Add', 'Delete', And 'Update' For Data Management Will Be Made Available.

• To Provide A Function To Add A Customer In The Database So That Next Time Customer Comes To Shop Again We Can Get His Previous Data.

• To Provide A Function To Add A Product In The Database So That Users Can Select The Product From The Dropdown And It Will Easy For Us To Get The Report.

PROPOSED SYSTEM

PROPOSED SYSTEM

FOR WHOM DID SYSTEM DESIGN? :

As Mentioned Already the System – End User Before, This Is Just To Emphasize It More Clearly,

Our System Target the Owners or Sole Traders Who Mostly Unable To Manage Their Inventory Whole Manually, And As Business Expands This Issue Get More Complex,

So To Make Them to Focus on Growth and Expansion of Business to Give Our Country's Economy Strength to Be *'VISHWA GURU 'Again*!

HOW THIS SYSTEM WORKS? :

- Admin Will Need Just To Keep Himself Online While Working With Our Application.

- When Ever His Consumer Buy Something From His Inventory Enter Respective Data In Our System.

- If Admin Want Also Add Stock Of Products In Inventory, He Can Do It Efficiently.

- As The **Business** Is **A Legal Fight** For **Customer Satisfaction**, Our End User Can Analysis The Data As Per His Filter Of Choices And Get Help In Process Of Decision Making!

FEASIBILITY STUDY

• **TECHNICAL FEASIBILITY:**

Technical Aspect Is The Most Important Part In The System Development.
As The System Is Web Based, HTML CSS JS Used To Develop the Interface And
PHP for the Functions with the Database. For The Database Aspect, MSQL Will Be
Used Which Will Link The System Interface With The Data Storage.
The Exposure Gain in 'Business System Development' Subject Through
Course Curriculum Has Given Us the Credibility to Develop the Program as Specified
. Moreover, Online Tutorial on System Development Also Vastly Available On
The Internet Which Will Helps Us in Development Stage.

• **ECONOMICAL FEASIBILITY:**

Basic Analysis Has Been Done In Investigating the Economical Feasibilities
Of The Project. The Financial Analysis Demonstrates That the New System Will
Reveals A Positive Economic Feasibility. In Term of Software Designing and License
It Can Be Found On Open Source in the Internet Thus, Owner Does Not Need To
Purchase The Software From The Vendor. New System Will Be Requiring
Extra Cost on the Hardware Implementation Part. In Term of Special Staff Training,
The New System Will Not Need Any Extra Cost. Normally, Newly Develop System Will
Need For Special Training for the User, However In This Case the System the Handling
Part Is Very Easy And Eliminate The Need For Training. Besides, a Friendly Interface
Makes Staff Work With Less Stress.

• **OPERATIONAL FEASIBILITY:**

The Risk of Familiarity with the Application Is Medium Because the Users/Staff
Never Used To Computerized System. Thus, There Is a Need for Brief Introduction
On Handing the System In Order To Implement the System. Besides, As Most Of
The Staffs in the Store Are Not IT Literate, the To-Be System Will Be
User-Friendly And Easy To Operate.

FACT FINDING TECHNIQUE

QUESTIONARIES:

We Have Designed A Questionary With Some Basics Questions Regarding To Solve Our Facts About How Exactly The Retail Market Is Work, How They Manage Inventory Manually Etc.

GROUND LEVEL ANALYSIS:

Although Have Experienced Issue Of **'Stock Is Not Available ',** We Go At Local Businesses To Help Us Analyze Their Daily Routine Business Activities, This Make Us To Find Where We Can Use Hit The Stroke Theory In Manual Inventory System.

MEETING WITH END USER:

As Most Of The End User Directly Relate To Our System, We Decides To Meet Them And Go At Deep To Solve The System Issue. They Told Us, Their Market Affect As Consumer Get Dissatisfied Due To Lack Of Products Consumer Want From Them.

SOFTWARE & HARDWARE REQUIREMENT

As This Is a Web Based Application,

End-User System Specification Does Not Affect But Still,

Why to Take Risk at Initial!

So Here Is,

|| HARDWARE REQUIREMENT ||

• Processor

Intel Pentium +
[Prefer At Least Quad Core to Support Network Connectivity]

• RAM

2 GB +
[8 GB Preferred For Large Scaled Business]

• Hard Disk

10 GB +

|| SOFTWARE REQUIREMENT ||

• Operating System

Windows, Mac, Linux, UNIX, Raspberry Pi, Etc

• Front-End Tech Used

HTML, CSS, JavaScript
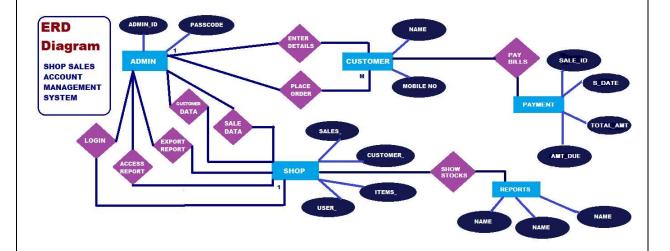
• Back-End Support

PHP, Myself

ANALYSIS   & DESIGN
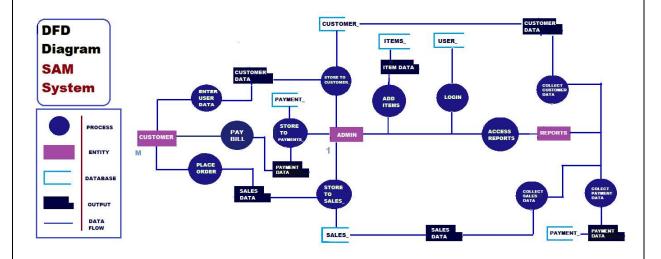
ANALYSIS & DESIGEN

ERD [How Entity Relates?   ]

DFD [How Data Flows?]

DATA DICTIONARY

USER TABLE

Field name	Data Type	Constrains	Description
user_Id	varchar		User Name
password	varchar		User Password

CUSTOMER TABLE

Field name	Data Type	Constrains	Description
Cname	varchar		Customer Name
mobile	int		Customer Phone no

ITEM TABLE
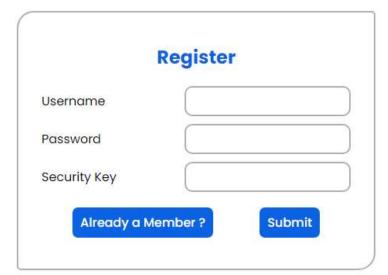
Field name	Data Type	Constrains	Description
id	int	Primary Key	Id of Item
iname	varchar		Item Name
iprice	int		Item Price
qty	int		Item Quantity
category	varchar		Item Category

SALES TABLE
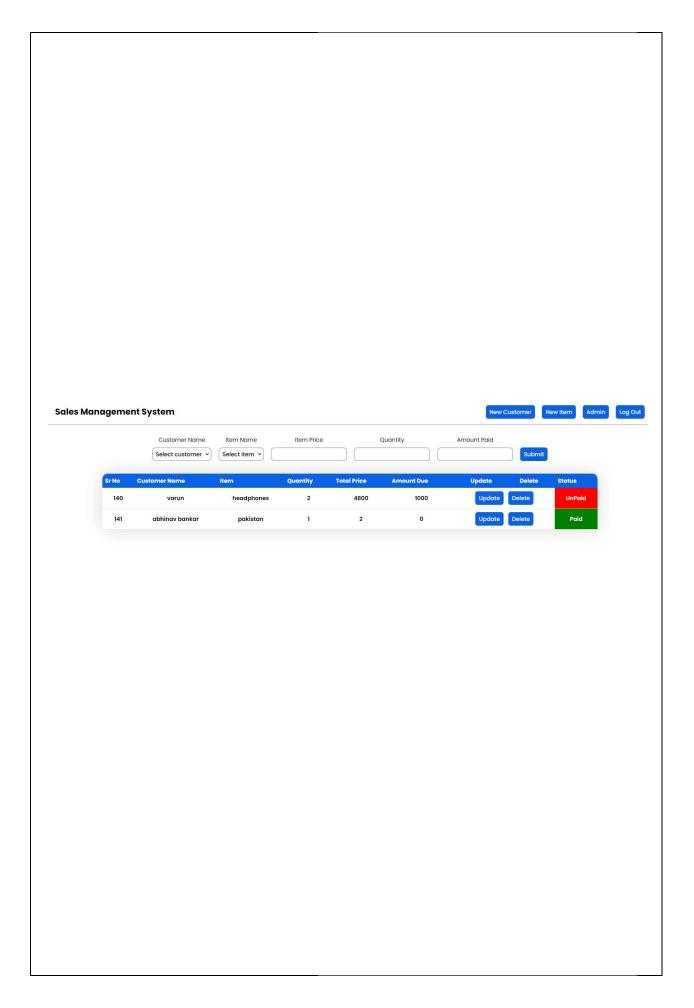
Field name	Data Type	Constrains	Description
sid	int	Primary Key	Sales Id
sdate	Date		Sales Date
stime	Time		Sales Time
cname	varchar		Customer Name
iname	varchar		Item Name
iqy	int		Item Quantity
iprice	int		Item Price
stotal	int		Total Price
amtpaid	int		Amount Paid
amtdue	int		Amount Due
estatus	varchar		Payment Status

UI / UX of the System
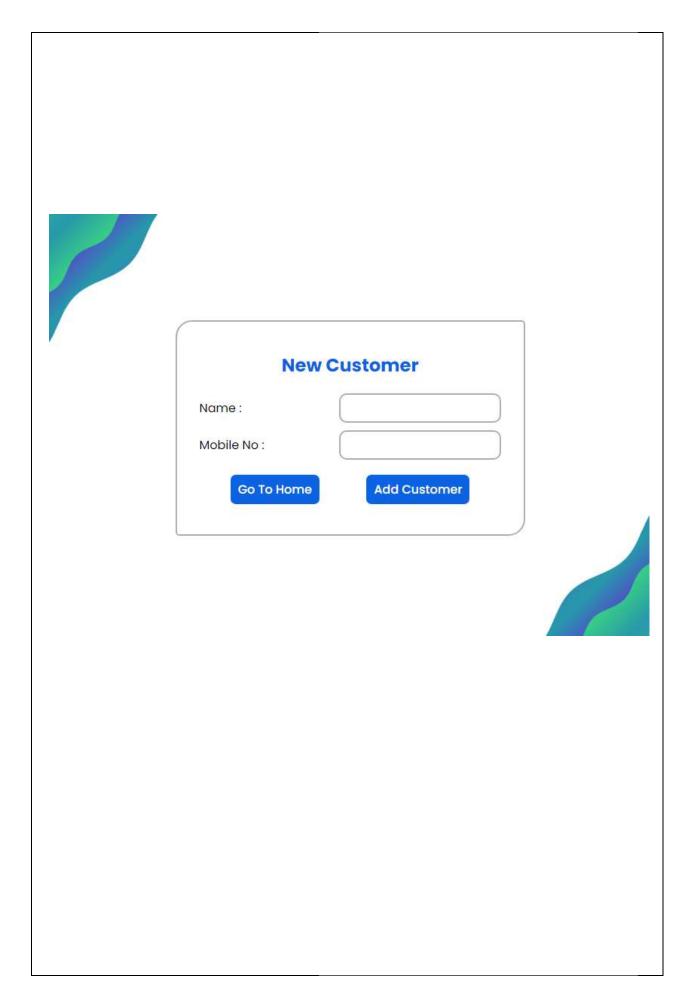
SCREENSHOTS

Login

Username

Password

Create a Account   **Submit**

Sales Management System

Customer Name	Item Name	Item Price	Quantity	Amount Paid	
Select customer ⌄	Select Item ⌄				Submit

Sr No	Customer Name	Item	Quantity	Total Price	Amount Due	Update	Delete	Status
140	varun	headphones	2	4800	1000	Update	Delete	UnPaid
141	abhinav bankar	pakistan	1	2	0	Update	Delete	Paid

New Item

Item Name :

Item Price :

Item Quantity :

Item Category :

Go To Home   **Add Item**

New Customer

Name :

Mobile No :

Go To Home   **Add Customer**

ALERTS!!

Warning for Empty Fields entered by user!

localhost says

All fields are required

OK

Warning for Invalid Fields entered by user!

localhost says

Invalid username or password

OK
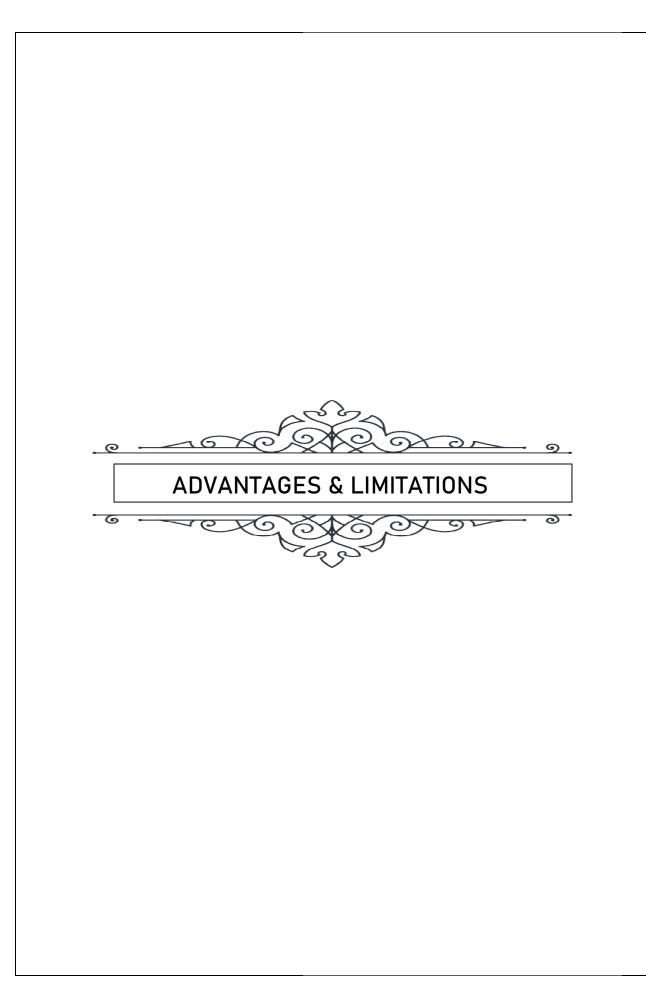
Success Message for Insertion of Sale Entry!

localhost says

RECORD INSERTED SUCCESSFULLY

OK
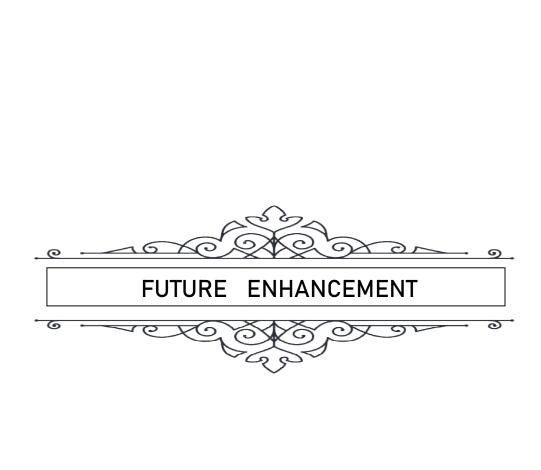
Success Message New Item Registration!

localhost says

Item Added to Stock Successfully

OK

Success Message New Customer Registration!

localhost says

Customer Registered Successfully

OK

Success Message for Sub-User Registration!

localhost says

User Registered Successfully

OK

Alert for Unauthorized Registration without Key!

localhost says

Not Authorised To Register

OK

ADVANTAGES & LIMITATIONS
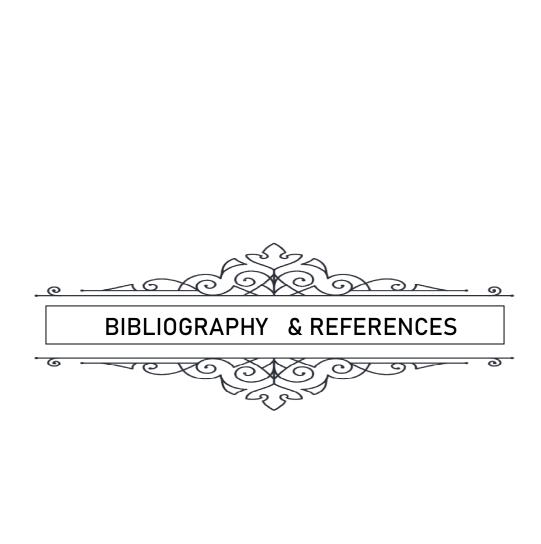
ADVANTAGE OF SYSTEM

As The Advantages Of Switching To Modern Inventory Control System Clearly Proven By Many Businesses, Identified Few Benefits As Follows:

- Sales Management Increases Profitability: Activities Such As Forecasting, Controlling and Managing Inventory Increase Sales and Productivity of the Store Resulting In Greater Profitability. Besides, Accuracy Improvements On The Inventory Level Will Result In Reduction Of Fixing Costly Mistakes.

- Sales Management Improves Cash Flow: Purchasing The Correct Inventory In The Right Amount To Meet Customer Demand And At The Same Time Eliminating Slow Moving, Obsolete Inventory Leads To Better Cash Flow And Eventually To Higher Profits.

- Sales Management Improves Decision-Making: Real-Time Business Intelligence Across All Areas Of The Store Is Possible With Rapid, Accurate Data Collection. Not Only That, Issues And Events Integrated With The System Enables To Proactively Identify And Solve The Issues.

- Sales Management Increases Customer Satisfaction: Anticipating In Seasonal Promotion And Changing Marketing Conditions By Having The Right Products In Stock For Customers

LIMITATION OF SYSTEM

- As No one can be perfect 100%, we too have some limitations those are targets of our future enhancements.

- First, we encountered initial level limit is the reports are not yet available for the admin as this panel is under construction!!

- Another one is, we have to use API of payment gateway, so User's consumer satisfaction for his consumers will grow with 30 – 40 %.

- Are some of points we encountered during the manual testing, so as AGILE methodology, our Next Inception Model will be to overcome this drawbacks.

- Updates of new version will be soon available on our consumer federal panel.

FUTURE ENHANCEMENT

FUTURE ENHANCEMENT

1. **Admin Dashboard Panel.**

2. **Payment Gateway.**

3. **Cloud Server Service [CSC].**

4. **UI / UX Updates As Per Feedbacks.**

5. **AI & ML for Stock Predictions.**

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Payment Gateway:

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THANK YOU!!

Mr. Gohil Kushal   Mr. Aanand Varun