SALES ACCOUNT MANAGEMENT [SAM] SYSTEM

By

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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.

COMPANY PROFILE

○ Our company was introduced in the year 2009 entitled to "Sales & Marketing Solutions ltd." Initialy based in Gurgaon Haryana . now with efforts of all supporters , we are now a pan india networked company . an Information Technology Enabled Services organization concentrated on executing Lead Generation and white paper syndication programs by utilizing Innovation to drive beneficial income development for our clients over the globe. We are gifted and experienced experts who are knowledgeable with the test of giving financially savvy Deals and Advertising QUALIFIED Leads. We have enthusiasm for building, adjusting, and overseeing groups crosswise over differing and complex associations and utilize this energy to make the best lead gen campaigns.

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.

SCOPE OF SYSTEM

- 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

- 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

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.

OBJECTIVE OF SYSTEM

- 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

- 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!

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

FEASIBILITY STUDY

- 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.

FEASIBILITY STUDY

- 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.

FACT FINDING TECHNIQUE

- 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.

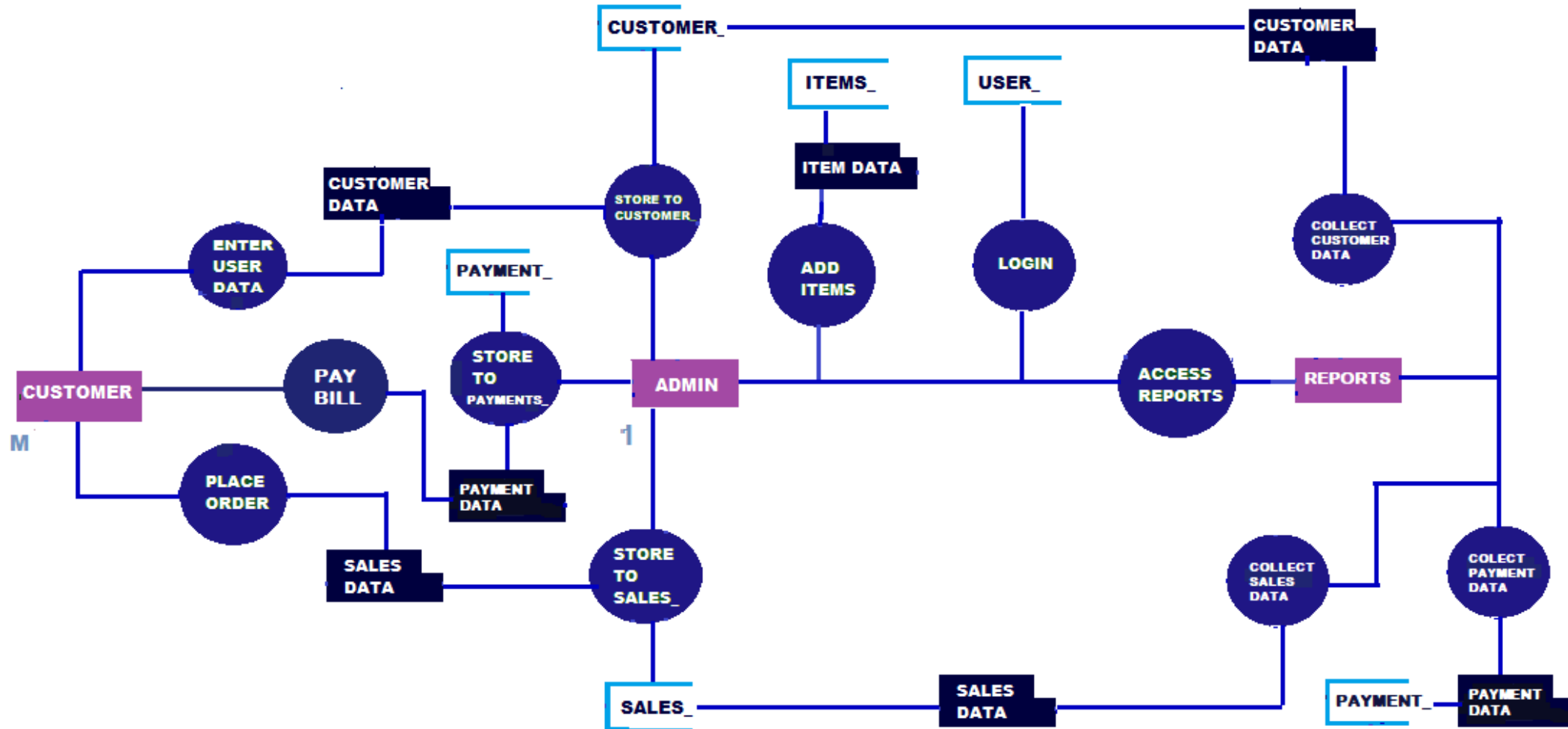# SOFTWARE & HARDWARE REQUIREMENT

- Processor: Intel Pentium
- RAM: 2 GB + [8 GB Preferred For Large Scaled Business]
- Hard Disk: 10 GB +
- Operating System: Windows, Mac, Linux, UNIX, Raspberry Pi, Etc
- Front-End Tech Used: HTML, CSS, JavaScript
- Back-End Support: PHP, MySQL

ANALYSIS ANALYSIS & DESIGN
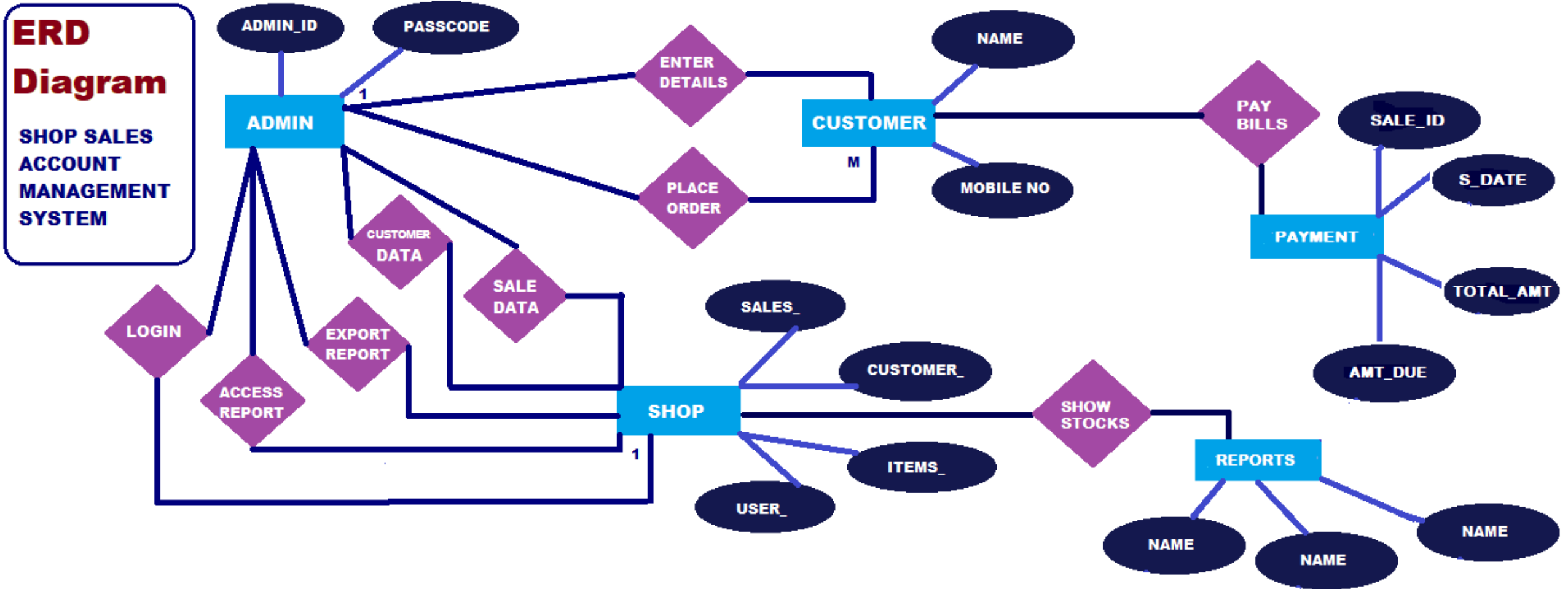
ANALYSIS ANALYSIS & DESIGN

DATA DICTIONARY

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

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

DATA DICTIONARY

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

DATA DICTIONARY

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

Register

Username   user01

Password   •••••

Security Key   ••••••••

Already a Member ?   **Submit**

Login

Username   admin

Password   ●●●

Create a Account   **Submit**

Sales Management System

Customer Name | Item Name | Quantity | Amount Paid

Select customer ▾   Select Item ▾   [   ]   [   ]   **Submit**

Sr No	Customer Name	Item	Quantity	Total Price	Amount Due	Update	Delete	Status
146	kushal gohil	laptop	2	134000	0	Update	Delete	Paid
148	adil memon	keyboard wired 1m	10	2500	0	Update	Delete	Paid
149	saurabh rathi	razor os 10 pro	1	45940	40	Update	Delete	UnPaid
151	deva varma	mouse wireless - 1m	2	680	0	Update	Delete	Paid
152	varun anand	keyboard wireless rx	1	1599	0	Update	Delete	Paid
158	kushal gohil	keyboard wired 1m	1	400	199	Update	Delete	UnPaid

New Customer

Name : saurabh rathi

Mobile No : 7769340244

Go To Home **Add Customer**

New Item

Item Name :   Keyboard Wireless RXD

Item Price :   1099

Item Quantity :   25

Item Category :   Tech Gadgets

Go To Home   **Add Item**

localhost says

RECORD INSERTED SUCCESSFULLY

OK

localhost says

User Registered Successfully

OK

localhost says

Not Authorised To Register

OK

ADVANTAGES & LIMITATIONS

○ 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.

ADVANTAGES & LIMITATIONS

- 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

- Admin Dashboard Panel.
- Payment Gateway
- Cloud Server Service [CSC]
- UI / UX Updates As Per Feedbacks
- AI & ML for Stock Predictions

CONCLUSION

- In summary, the project works is relevancy to the objectives set. The project is designed based on preliminary study that had been carried on with Rahmath Store. Thus activities of developing the system which is planning and analysis is based on the result retrieved from the interview on observation. Not only that, as this would be the first computerized system that will be used by the store, the functions only focused on solving major problem which is inventory management problem. The interfaces design is also categorized as user friendly due to lack of IT background of the workers which means the system can be handle by people not even from IT background. Due to time constraints, it is not possible for the developer to implement many functions in the system, thus the developer have few future works suggestion for continuation.

BIBLIOGRAPHY & BIBLIOGRAPHY & REFERENCES

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Thank You