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Sales management system

INDEX

S.no PAGE NO

CONTENT

1. Introduction

2. System analysis and

Problem Description

3. Data source and

description of the CSV file

4. Design

5. Modification/deletion.

6. Methodology/Flow diagram

7. Hardware and software used

1.INTRODUCTION

Sales management system is an integrated system which also take inventory management in concern to some extent.

This system is useful for lower levels of chain of distribution. That being wholesellers and retailers.

It takes details about the sale as input and processess the data and generates a bill/invoice as output.

Other then generating of bill/invoice it can also provied some other useful information about the sales and inventory of the business.

Each time an item is purchased it will be removed from the inventory where all the available items are stored.

2.system analysis and problem description.

Working of the existing system

In this section we will look how the existing system works. Following is the point by point details of how a transaction takes place and how it is recorded in the current system:-

* Customer enters the store and asks the person on the counter for the item they are looking for.
* The person on the counter opens up a register and looks for the item , if it is available in the inventory of the shop.
* After knowing the availability of the item , it is presented before the customer.
* After the deal is placed, discounts are checked , given to the customer if any.
* Customer are asked for their name, phone no.
* If the customer denies to give such information, some other non-related characters are recorded.
* Then the details of the customer , name of the item , quantity of the item and price of each is recorded.
* Total amount is calculated according to the item and quantity
* Net amount is calculated after reducing discount ,if any.
* Date and bill no is recorded
* Then the bill is prepared containing name, address, phone no of the business along with the customers name, name of the item, quantity purchased , amount before discount and after discount.
* For the sake of simplicity, the entire inventory will be stored in a table & quantity will be reduced of individual items at the time of the sale.

Need for a new system(reasons)

From the working analysis of the existing system following problems are arising:-

1) Time consuming:-The above process of recording everything shows that the existing system is time consuming.

2) Manually recording:- All the details are recorded manually which adds to he time comsumption.

3) Large calculatiom:- Even big shopowners do transaction which include large amount of money which arise to large and complicated calculation.

4) Prone to errors:- Manual recording can make lots of errors and rectifying it would make a lot of effort.

5) Cost and storage ineffecient:- Buying and storing stacks of registers , which do not guarantee the safety of the data , can be catogarised as ineffecient use of the resources.

From the above point which states the limitations of the existing system, following point justifies the need of a system:-

1) Less or no time consuming:- The new system would be no time consuming as all the calculation would be done by the computer.

2) Cost and storage efficient:- The new system will cost only once and safety of the data is ensured as it can be stored in various devices which does not require much space.

3) Calculation done at ease:- Even when large transaction are taking place with large calculation , it will be done at ease.

4) Extendable:- The storage can be extended within the system and no need to buy another system.

3. DATA description of the CSV file

This project would inlude two CSV files:

1) Sales

2) Inventory

1) Sales: The sales would include details about the purchase such as bill.no , name of the customer, phone.no of the customer, name of the item, price, quantity , total amount , net amount, date.

It would lool like this:-

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Bill no | name | phone | Item | price | qtn | total amount | discount | net amount | date |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |

2) Inventory: The inventory would include details about the stock of goods the business is having with it. After every transaction , items will be reduced from it:

It would lool like this:-

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| item code | item name | |  |  | price | discount |
| \_ | \_ |  |  |  | \_ | \_ |
| \_ | \_ |  |  |  | \_ | \_ |

4.design

This section would show what output will be generated and requiered input for the same:-

* output

It will first generate a bill at the end of the transaction which would look like this:-

Bill/invoice

| ------------Name of the business----------- |

| ====Address & phone==== |

|Billno\_\_\_\_\_\_ |

|Name of the customer\_\_\_\_\_\_\_ |

|Phone no.\_\_\_\_\_\_\_\_\_\_ Date\_\_\_\_\_\_\_ |

| Itemcode | Name | Price | Quantity | Amount | discount | net amount|

| | | | | | | |

| | | | | | | |

| | | | | | | |

Total \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

To know about the business,

It can show the number of purchases on a particular date:-

| Date:=\_\_\_\_\_\_\_\_

|Billnos | netAmount|

| | |

| | |

| | |

Total\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

To know the total discount given in a specific date:-

|Total discounts | Date |

| | |  
| | |

| | |

| | |

* Input

For every output there must be an input. The system will need following details to generate the above output:

Name of the customer:\_\_\_\_\_\_\_\_\_\_\_\_

Phone.no of the custome:\_\_\_\_\_\_\_\_\_\_\_\_\_

Itemcode: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quantity: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Discount:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Billno:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

To know about all the transaction that took place so Far.:

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Bill no | name | phone | Item | price | qtn | total amount | discount | net amount | date |
|  |  |  |  |  |  |  |  |  |  |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |
| \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ | \_ |

To know about the contents of inventory:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| item code | item name | |  |  | price | discount |
| \_ | \_ |  |  |  | \_ | \_ |
| \_ | \_ |  |  |  | \_ | \_ |

* Modification/deletion.

The application can modify or delete a particular

record by providing it a valid bill no. It will find and ascertain that record from the storage location which would be having the corresponding bill no entered. Then it will replace the new values with older ones and then it will save the altered record in the exact same location from where it was ascertained.

\* Alterable values are:

1. Name of the customer.

2. Phone number of the customer.

3. Bill number.

\* Protocols to be followed during the modification process.

1. No entry must be left empty or it will create a new record having the entered values.

2. If it is decided to not alter some values than old values must be entered during the modification process.

3. Bill no should be valid.

4. Bill no initially entered to alter the data must not change during the process, after the everything is done then different bill no can be entered for another modification.

\* In case of deletion of, entered bill no can be directly deleted.

6.Flow diagram of the proposed work:-

|  |
| --- |
| Input of Data |

|  |
| --- |
| Proccessing of data |

|  |
| --- |
| Generation of bill |

|  |
| --- |
| Update/storing of data |

7.hard and software used

\* Hardware

Processor: AMD ryzen 3 3200u 2.60ghz

Ram: 8 gb

Gfx: AMD radeon vega 3

\*Software

Python 3.8

With docx module

THANK YOU