**a news article in an IT trade magazine (e.g., Computerworld, PCWorld, Maximum PC, etc.) about an organization that is implementing a new computer system. Describe the tangible and intangible values that the organization is likely to realize from the new system.**

Following the successful implementation of a new computer system, the organisation realised the following business values. Implementing a new system that let the organization's e-commerce-based firm to go global was a major accomplishment. Realistic values These are the qualities of a firm that can be quantified and measured. Increased cost savings, lowered interest rates, and lower operating expenses are a few examples. The company's sales significantly increased as a result of gaining additional clients. Since the old system required multiple employees to work on a single procedure, it benefited from cost savings. On the other side, the new system results in the automation of many processes. Unquantifiable values

These are the business values that significantly increase the organization's business value but cannot be quantified or articulated in terms of numbers. Examples include improved decision-making abilities, increased capacity to spot flaws, and increased customer satisfaction. The new technology made it simple for customers to pay and allowed them to examine more things at once. As a result, client satisfaction rose. Customers had access to online chat features through the new technology, which provided them a sense of human presence. Additionally, it allowed the worker to provide better, real-time service to the clients.

**Tangible benefits**

May create virtual tours, allowing purchasers to virtually tour properties, fueling the trend of buying homes without ever having set foot inside. 

Integrate the in-person and online shopping processes, and provide customers a new channel to use. From the comfort of their couch, customers can virtually try on clothing and even buy furniture by picturing and determining whether new furniture will fit in their home. 

Can be traded in place of the digital assets they represent and represent intangible digital items like images, videos, or in-game tokens.

Since it enables firms to reach a wider prospective client base, it can boost sales revenue.

Enhance workflows and team performance by offering teams the opportunity to discuss practice-related difficulties during collaborative training experiences.

Intangible benefits

Customer satisfaction has increased as a result of the immersive experience's profound sensory effect and users' strong emotional connection.

Because it enables users to interact with the digital world in the same manner that we interact with the physical world, it improved the user experience.

Increase organisational flexibility since it provides several benefits to workers while reducing overhead costs.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you work for a local car dealership that is part of a large chain such as CarMax. Create a system request you might use to develop a Web-based sales system. Remember to list special issues that are relevant to the project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

Car dealers have realized how profitable it can be to sell automobiles using the Web. Pretend you

work for a local car dealership that is part of a large chain such as CarMax. Create a system request you

might use to develop a Web-based sales system. Remember to list special issues that are relevant to the

project.

|  |  |
| --- | --- |
| Project sponsor |  |
| Business need | Using Internet sales assistance, this system will enable the company to increase connections with potential consumers and provide better service to current ones. |
| Business requirement | Customers who are interested in the automobiles should be able to get information about them via the system. They should be able to request changes to their order with ease, and they ought to be informed when the vehicles they've asked for become available.  The system's features are outlined below:  Allow customers access to inventory  Make information more available for clients that are interested.  Include customer appointment/scheduling information.  They have the ability to request a car that is not currently available and receive notifications about it. |
| Business value | Due to the large number of interested buyers who have easy access to information about vehicle availability, I anticipate that sales of vehicles will increase. I anticipate the new system to gain more customers as a result of much-improved service. |