Appendix 1 (First interview with the Client)

— (Client): Hi, thanks for meeting with me. our company is struggling with staying competitive in the market due to our product pricing. Our employees have to constantly compare prices with our competitors and adjust accordingly, which consumes a lot of resources. This problem is affecting our productivity, and we need a more efficient solution.

— (Me): Sure, I can definitely help you with that. Can you tell me more about the specific problem you are trying to solve?

— (Client) Sure, our employees manually visit competitor websites and check their product prices. They then enter this information into a spreadsheet and compare it with our own prices. After that, they update our pricing accordingly. This process is time-consuming and prone to errors. I want to implement a more efficient solution.

— (Me): I see. And what kind of automation software do you have in mind?

— (Client): Honestly, I'm not very familiar with the technical side of things, but I was hoping you could help me with that. What technologies do you think would be best for this kind of project?

— (Me): Based on what you've told me, I think we could build a web application that would gather data about your competitors' prices and present it to your employees in an easy-to-understand way. This would allow them to quickly compare your prices with those of your competitors, without having to manually gather and analyze the data themselves.

— (Client): That sounds great. But what specific technologies would we need to use to build this application?

— (Me): We could use a combination of Python, Flask, and PostgreSQL to build the application. Python is a popular and powerful programming language that would allow us to quickly and efficiently develop the application. Flask is a lightweight web framework that would make it easy for us to create the web interface for the application. And PostgreSQL is a robust and scalable database management system that would allow us to store and retrieve data quickly and efficiently.

— (Client): That sounds good. But could you also explain how the application would be accessed and used by our employees?

— (Me) The web application would be accessible on any device with an internet connection. Your employees would log in with their accounts and run queries to gather and update data from the internet. They could then filter and compare the information, making it easier to adjust your pricing strategy. We'll ensure that the user interface is user-friendly and intuitive.

— (Client) That sounds like a great improvement. How do we ensure the security of our data and prevent unauthorized access to the application?

— (Me) We'll implement user authentication to ensure that only authorized users can access the application. This way, your business information remains secure.

— (Client) Great. I also want to know how the application will stay up-to-date with the latest pricing information.

— (Me) The application will periodically update the data from the internet. Additionally, your employees can manually run update queries whenever needed to ensure that the information is always current.

— (Client) Sounds good. I think this solution could really help our company be more competitive in the market. How soon can you start working on it?

— (Me) I can start working on the project right away. I'll keep you updated on the progress, and if you have any questions or concerns, feel free to contact me anytime.

— (Client) Thank you. I'm looking forward to seeing the completed application and how it improves our business.

— (Me) You're welcome. I'm confident that this solution will greatly benefit your company. Have a great day!

— (Client) You too, goodbye!