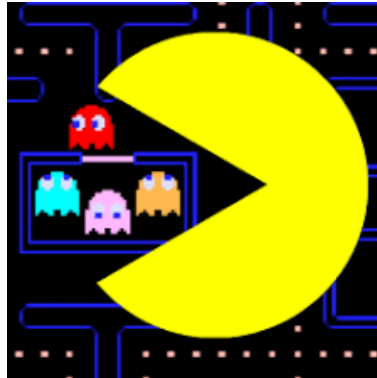




**Universidad de las Fuerzas Armadas**

**ESPE**

**Group: PACSTORE**



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# **HUERTO ECO-MARKET**

**Team name: Pacstore**

## **Problem**

We need a system that organizes the register of the existence of products of the business, indicating the expiration date, until which time the food can be consumed safely; as well as include the sales record and the different prices of the products by season.

To understand the operation of the program, it is necessary to analyze the activities they perform within the business and its organization to maintain the structure and updated data of the inventory.

## **Overview**

Commercial enterprises are those companies that are dedicated to buying goods to sell them without transforming them. In a broad sense, these types of companies carry out organized economic activities, such as buying and selling products that may well be raw materials or finished products. These types of businesses need an excellent organization to avoid economic losses since it is not only required to manage the merchandise of the business but also the date on which these products expire, so the order in which the products are presented on the shelves would also change.

## **Calendar**

The supply and organization of products on counters and shelves is essential. You must think about the ease so that the products can be removed, that they are visible and above all that order can be evidenced. Therefore, in this business the administration of the products is based on a calendar which helps you control the expiration of them, as well as the days in which a type of product is sold and of course indicates the exact day on which they must communicate with suppliers to acquire fresh and quality products. This system has benefited the administrator, because after a thorough analysis of customer behavior during a long time, the following results have been obtained:

Product Day	Meat and chicken	Fruits and vegetables	Perishable products	General Production
Monday			X	
Tuesday				X
Wednesday	X			
Thursday	X			
Friday		X		
Saturday				
Sunday				

*Table 1. Inputs are managed based on a calendar of days*

Therefore, to automate processes it is essential to manage an automatic inventory since it helps to control and register immediately the inputs and outputs of merchandise and products of the business; in turn, each product and registered stría c on their respective information: price, packaging unit, minimum sales quantity, reference, barcode, discounts, VAT, among other.

And why is this necessary? Simple, by focusing on managing this type of process it helps the administrator directly since it will indicate in real time the exact amount that a product has in inventory; For example, if the product is about to run out, the business staff will already be aware of the situation and will be able to make the purchasing and replenishment decisions of their inventory.

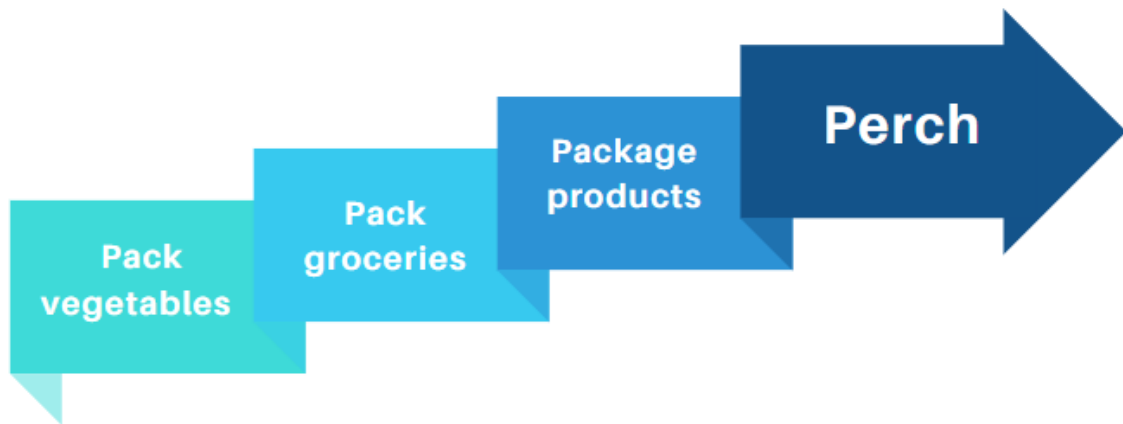
In the case of perishable products, by using a monthly calendar focused specifically with suppliers, it helps to make it easier to visualize the date when the expiration is near and, therefore, the business will offer quality and fresh products to its customers, and also provides The opportunity to boost sales and avoid unnecessary losses of merchandise.

However, when working with processed products, raw materials, organic and inorganic products, there will be an expiration date and, by having an organized summary of the inventory, these products can be collected and in the end they serve as fertilizer. This idea was proposed by the administrator, that is, this activity does not cause a loss to the business.

On the other hand, packaging the products guarantees the preservation of the organoleptic properties of the product. It helps since, of its ease of transport, storage and handling, they depend to a large extent on both the distribution channel wanting to buy it, and the final consumer.

## RESUPPLY

It takes place every Friday



## Control

Cost control, another aspect to take into account in the administration of a store since it is considered fixed costs, variable costs and total cost. To do this, it will be defined in more detail.

- Fixed: They are the expenses that are repeated, regardless of whether sales increase or decrease; They are those that serve to operate the business, such as electricity, water, telephone, rent, salaries, etc.
- Variables: These are costs that increase or decrease in proportion to the increase or decrease in sales.
- Total: It is the sum of fixed costs plus variable costs over a period of time.

## Payment method

Nowadays it is very common for businesses such as in this case the minimarket to have at their disposal different forms of payment to offer their customers. Good tools or forms of payment are those that help to take advantage of sales opportunities at all times. Among the most common tools we have:

- Bank transfers
- Debit cards
- Credit cards
- Effective

### Bank Transfers:

A bank transfer is an operation through which a person or entity instructs your bank to send a certain amount of money charged to your account to the account of another person or company. In short, bank transfer involves moving money from one account to another.

Bank transfers have a number of features that differentiate it from other types of payment methods.

- The bank accounts involved may belong to different banks.
- They usually involve the application of commissions, the amount of which will depend on the degree of urgency of the transfer or the bank in question.

There are different types of transfers, which are

- **Urgent transfers:** are those in which the beneficiary receives the money in a very short period of time, usually the same day.
- **Ordinary transfers:** are those in which the beneficiary receives the money in one or two working days, depending on the bank in question.
- **Transfers by telephone:** as the name says, they are those that are carried out by telephone.
- **Internet transfer:** are those that are carried out through the Internet. This is the most used alternative today, since it can be done from the comfort of your home, needing only a device with an Internet connection.
- **ATM transfer:** they are carried out through the ATM.

It is possible to cancel or modify a bank transfer, although, for this, it is necessary to comply with the indicated deadline. In addition, in these cases, you must face the payment of quite a high cost.

### **Debit cards:**

Debit cards allow you to use the funds available in a bank account. They do not constitute a loan from a bank or a line of credit.

You can use it to pay in virtually all stores with a card reader (contactless payments, Chip and PIN and magnetic stripe) as well as to make online purchases.

**Credit cards:**

Certain cards allow you to defer credit payment over several months. Usually, a small interest is paid for this benefit, although depending on the card and the financial institution, there is the option of deferring interest-free payments. It is important to know that there is a credit limit depending on the financial profile and credit history. The challenges of making credit card payments mean how easy they are to use and spend more, which means going beyond your own means. On the plus side, a credit card payment is useful for making larger one-time purchases, which can be paid in smaller monthly installments over a period of time.

**Effective:**

Cash payment hardly needs any introduction, as it has been with us for decades and even centuries. However, due to some of the different payment methods named above, it is slowly becoming something that will be forgotten as its security is questionable and it does not offer the same level of convenience that the new payment methods offer.