SALESEASE
A web-based sales and customer management system

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Introduction

"Sales Ease" is an efficient and scalable sales and operational management system developed for Ganapati enterprises. This system focuses on automating key business process, streamlining sales workflows, and enhancing operational precision to meet the demands of a fast paced and competitive business environment.

Problem Definition

- Faces inefficient inventory and sales management due to lack of an integrated system.
- Results in poor data security and time-consuming document storage.
- Challenges in tracking sales and stock levels.
- Existing system cannot detect expired products.
- Unable to generate sales reports or provide accurate sales data.

प्रो.: विष्णुप्रसाद पाण्डेय

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गणपति इन्टरप्राईजेज

देवदह-२, घोडाहा, रुपन्देही

समीरमा विभिन्न कम्पनीका किराना र कस्मेटिक सामानहरू

Objectives

- To automatically generate report on sales and inventory activities.

- To provide notifications on low level of stock.

- To generate receipt for customer references.

Scope

- It focuses on enhancing efficiency in managing customer data, tracking sales transactions, monitoring inventory, and generating useful insights via dashboards.

Limitations

- It is designed for web-based environments, without offline access or a mobile application.

Methodology

- Software Development Model
- Study of Existing System
- Requirement Analysis
- Feasibility Analysis
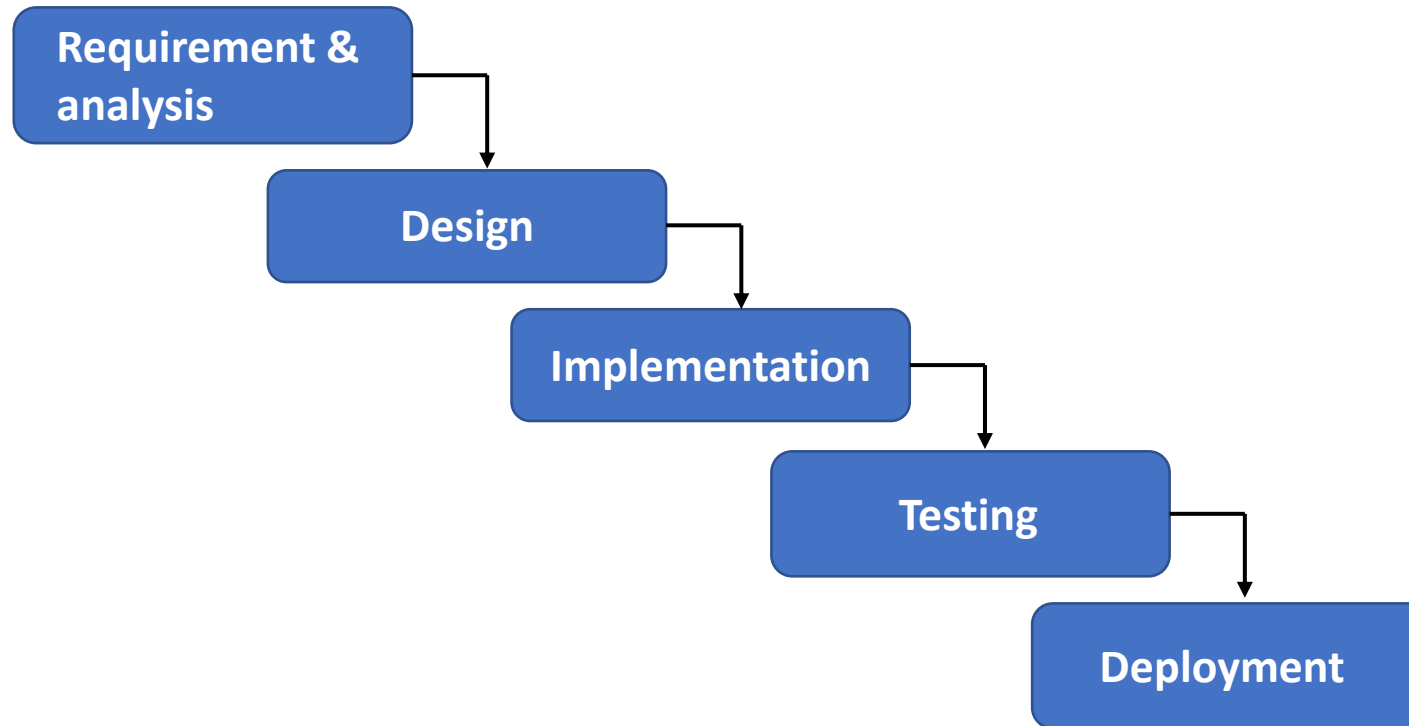- Tools used

Software Development

Figure 1:WaterFall Model

Study of Existing System

- Salesforce is a leading customer relationship management (CRM) platform, focusing on sales automation, marketing, and customer service. It offers customizability and advanced analytics for businesses

- Zoho CRM from Zoho is a cloud-based customer relationship management (CRM) platform to manage the sales, marketing and customer support facets of business-to-business (B2B) and business-to-customer (B2C) (Houpes, 2015).

Requirement Analysis

- **Functional Requirements**

➢Admin can registered sales admin and inventory admin.

➢Secure login for users (admin and staffs).

➢Inventory admin can track real-time inventory levels.

➢Admin and inventory admin can manage inventory.

➢System will notify the admin when stock reach ROL.

➢Admin and sales admin can view the sales history of customer and products.

➢Admin and sales admin can manage customer information.

➢Admin and inventory admin can manage vendor.

- **Non-functional Requirements**
➢Performance
➢Security
➢Usability
➢Maintainability
➢Reliability

Feasibility Analysis

- **Technical Feasibility**

➢Optimizing processing time for tasks ensures a responsive and smooth user experience.

➢Designed for maintainability with clear documentation and modular components, enabling easy updates and troubleshooting.

- **Operational Feasibility**

➢The system is designed with a fully GUI-based interface, ensuring ease of use for all types of user, including non-technical staff.

➢The system automates repetitive tasks such as data management, reducing manual effort and improving operational efficiency.

- **Economic Feasibility**

➢The project leverages open-source technologies, reducing licensing costs.

➢Minimal hardware investment is required.

Tools Used

Frontend

• HTML5, CSS, Bootstrap, AJAX, JavaScript 5.5.2.

Backend

• Django(Python)

Database

• MySQL

IDE For Development

• Visual Studio Code

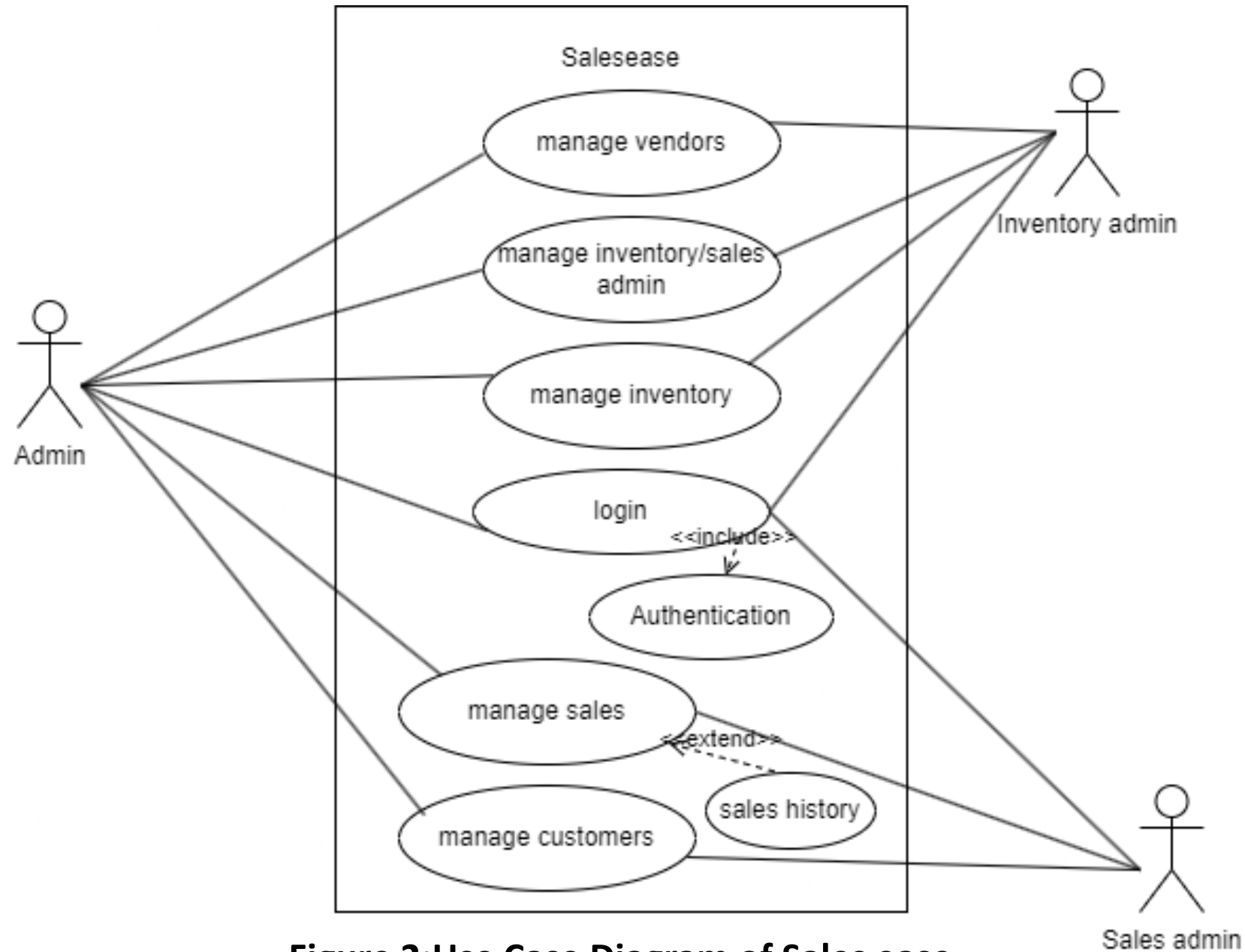**Version Control**

• Git

• GitHub

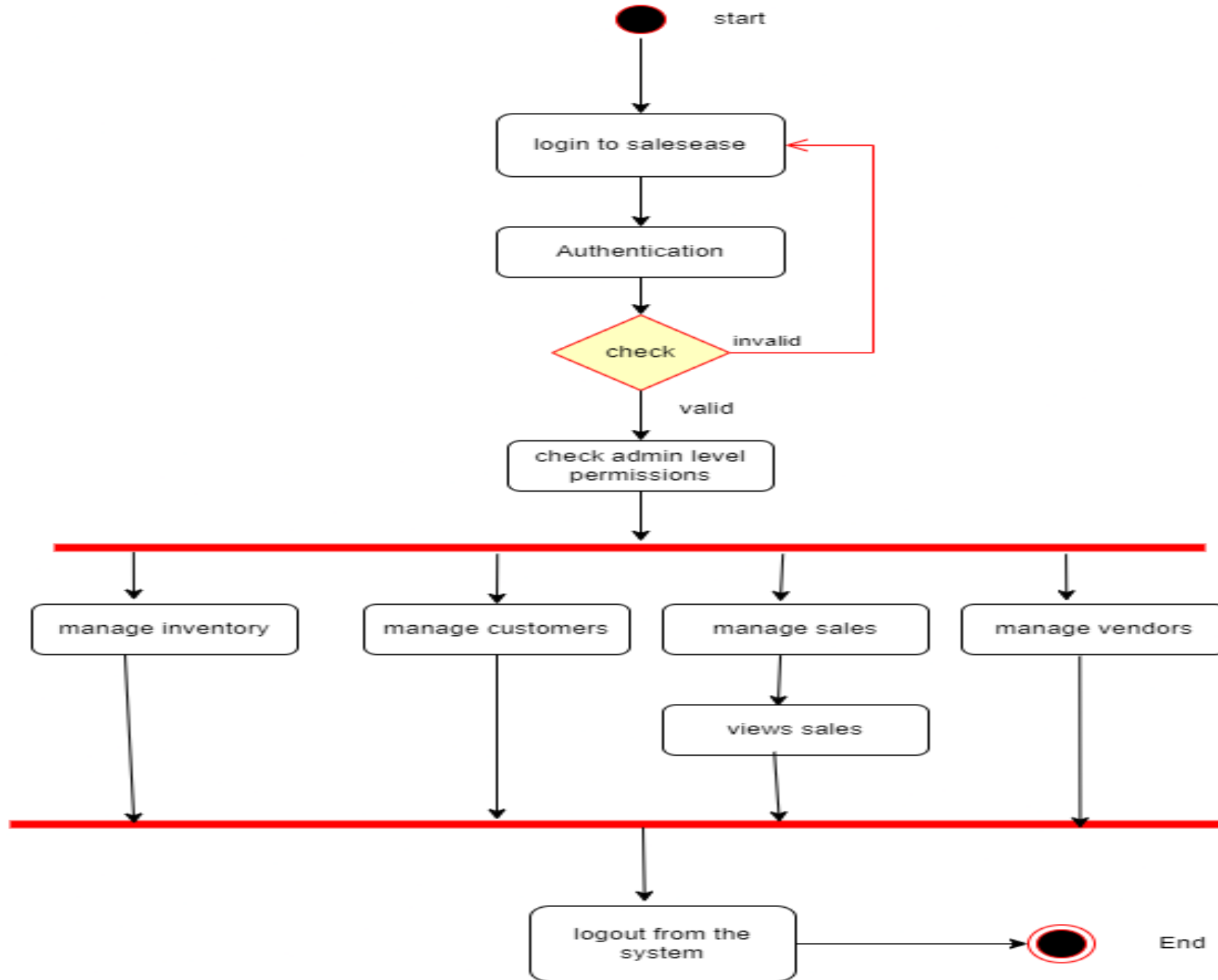# Overview of System

Figure 2:Use Case Diagram of Sales ease

Figure 3:Activity Diagram of Salesease

Gantt Chart for the project

Months / Phase	December			January				February				March				April	
	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II
Requirements and analysis	▓	▓	▓														
Design				▓	▓	▓	▓										
Implementation								▓	▓	▓	▓						
Testing													▓	▓	▓		
Deployment																▓	▓
Documentation	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓	▓

Expected Outcomes

"Sales Ease" is expected to:

- Notifications on low stock level.
- Elimination of manual data entry and reduction of errors.
- Generation of receipts for customer references.

Thank You