✅ Project Presentation & Documentation Structure

---

1. Title Page

Project Title:
 "Smart Sales and Customer Management System for Small Enterprises"

Student Name:
 College/University Name:
 Department of Computer Science

---

2. Abstract / Executive Summary (1 Paragraph)

This project is a web-based Sales and Customer Management System tailored specifically for small-scale business owners managing a limited client base (20–25 customers). The system is designed to streamline inventory tracking, manage vendor and customer details, generate sales reports, and automate stock-level notifications — all accessible to a single admin user. This helps entrepreneurs handle their business operations efficiently, without the need for complex ERP systems.

---

3. Problem Statement

Small-scale business owners often rely on manual records (notebooks or spreadsheets) to manage sales, inventory, and customer information. This method is error-prone, time-consuming, and inefficient. These business owners don't need large-scale, expensive ERP solutions — they need something simple, affordable, and efficient for their scale of operations.

---

4. Objectives of the Project

- To provide a single-user (admin-only) web interface for managing inventory and sales.

- To help maintain up-to-date records of vendors and customers.

- To generate sales reports with downloadable PDFs.

- To give low-stock notifications, preventing out-of-stock situations.

- To simplify daily business management for small entrepreneurs.

---

5. System Features (Structured)

✅ 1. Admin Dashboard

- Quick view of total sales, total products, low stock alerts.

- Access to all modules from one place.

✅ 2. Inventory Management

- Add/edit/delete items in stock.

- Quantity management and item categorization.

- Low stock alert pop-up notifications.

✅ 3. Sales Management

- Record daily sales transactions.

- Assign sales to specific customers.

- Real-time stock update on sales entry.

✅ 4. Customer & Vendor Management

- Store and manage customer profiles (name, contact, etc.).

- Manage vendor information (supplier details).

✅ 5. Report Generation

- Filterable sales reports (by date, customer, item).

- Generate PDF versions of sales reports.

✅ 6. Notification System

- Alerts for stock levels below threshold.

- Notifications displayed on dashboard.

---

6. Technology Stack

- **Frontend:html,css js,bootstarp,**

- **Backend:**python(django)
- **Database:** postgres

- **Tools/Libraries:vscode,git,github**

---

7. Benefits & Impact

- Saves time and reduces manual errors.

- Helps manage business professionally, even for non-tech-savvy users.

- No need for expensive third-party software.

- Instant overview of business health.

---

8. Future Scope

- Add multi-user access (e.g., assistant/staff login).

- Add SMS/Email alerts for low stock or due payments.

- Add basic analytics/dashboard charts.

9. Conclusion

Smart Sales and Customer Management System offers a focused solution for small-scale entrepreneurs, bridging the gap between manual methods and full-scale ERP systems. It ensures that even a single person managing a business can run operations efficiently, with reduced overhead and improved visibility.