**Sales and Customer Management System**

**BY**

**Bishal Somare**

**7-2-559-49-2021**

**142191\21**

Oxford College, Butwal

*A Project Report Submitted to*

**Faculty of Management, Tribhuvan University**

in partial fulfillment of the requirement for the degree of

**Bachelor of Information Management (BIM)**

Butwal

May,2025

# STUDENTDECLARATION

This is to certify that we have completed the Project entitled “**GanaSalesLite: A Sales and Customer Management System for Ganapati Enterprise**” under the guidance of **Mr. Suraj Khatri** in partial fulfillment of the requirements for the degree of Bachelor of Information Management at Faculty of Management, Tribhuvan University. This is our original work and we have not submitted it earlier elsewhere.

**CERTIFICATE FROM THE SUPERVISOR**

This is to certify that the project entitled “**GanaSalesLite: A Sales and Customer Management System for Ganapati Enterprise**” is an academic work done by **Bishal Somare** and **Pranish Siris** submitted in the partial fulfillment of the requirements for the degree of Bachelor of Information Management at Faculty of Management, Tribhuvan University under my guidance and supervision. To the best of my knowledge, the information presented by them in the project report has not been submitted earlier.

Signature of the Supervisor

Name: Suraj Khatri

Designation: Lecturer

Date:

**APPROVAL SHEET**

This is to certify that the project titled **“GanaSalesLite: A Sales and Customer Management System for Ganapati Enterprise”** submitted by **Bishal Somare** and **Pranish Siris** has been examined and approved. In our opinion, it meets the required scope and quality standards for a project submitted in partial fulfillment of the requirements for the degree of Bachelor of Information Management (BIM).

**Approval Panel:**

|  |  |  |  |
| --- | --- | --- | --- |
| **S.NO.** | **Name** | **Designation** | **Signature** |
| **1** | **Aashish Neupane** | **Project Supervisor** |  |
| **2** | **Ashok Gurung** | **Program Coordinator** |  |
| **3** | **Om Khatri** | **Internal Examiner** |  |
| **4** | **External** | **External Examiner** |  |

Date of Defense:

Department:

Faculty: Management

**ACKNOWLEDGEMENTS**

The successful completion of this project, "GanaSalesLite," is the culmination of dedicated effort, guidance, and support from various individuals, to whom we extend our deepest gratitude.

First and foremost, we are immensely grateful to our project supervisor, **Mr. Suraj Khatri**, for his invaluable guidance, constructive feedback, and unwavering support throughout the project lifecycle. His insights and expertise were instrumental in shaping this project and navigating challenges.

We would like to express our sincere thanks to **Mr. Ashok Gurung**, Program Coordinator (BIM), and the **Faculty of Management, Tribhuvan University**, for providing us with the opportunity to undertake this project as part of our curriculum and for their continuous encouragement.

Our heartfelt appreciation goes to **Oxford College, Butwal**, for providing the necessary resources and a conducive learning environment.

We are also thankful to **Ganapati Enterprise** for allowing us to understand their operational context, which formed the basis of this project.

Finally, we wish to thank our families and friends for their constant encouragement, patience, and support during this endeavor.

**Name**: Anuska Adhikari

**TU Roll No**: 14191/21

**ABSTRACT**

Small and medium-sized enterprises (SMEs) like Ganapati Enterprise often face challenges in efficiently managing their sales and customer data due to reliance on manual processes or overly complex software. This project, "GanaSalesLite" presents a streamlined Sales and Customer Management System designed specifically for the single-admin/owner of Ganapati Enterprise. The system aims to automate and simplify core business operations, including product management, customer record keeping, sales transaction entry, billing, and basic inventory overview and sales reporting.

Developed using the RAD Model, GanaSalesLite employs a technology stack comprising Python with the Django framework for the backend, postgresql for database management, and HTML, CSS, and JavaScript (with Bootstrap) for a responsive and user-friendly frontend. The system focuses on providing essential functionalities without the overhead of features typically found in larger ERP systems, making it suitable for a small-scale enterprise with a single primary user.

Key features include intuitive interfaces for managing products and customer details, an efficient sales entry process with automated bill generation, and a dashboard providing an overview of sales and inventory status. The project is expected to enhance operational efficiency, improve data accuracy, provide better insights through simple reports, and ultimately support Ganapati Enterprise in its day-to-day business activities.