Presentation Talking Point for Awaken Inventory and Sales Management System

* Home Page
  + The home page will have the ability to access the inventory and sales pages while also providing a starting place for whomever is using the software
    - This will help to keep the user from being overwhelmed with information as soon as they start the application
  + The home page will have some background decorations and will feature photos from the user’s projects
* Inventory Page
  + The inventory page may seem clustered in the swing GUI but this is not how it will remain after implementation
    - The page will display only the search bar and empty list when first loaded and will allow the user to search the inventory by item number, item description or name, and by the brand label associated with each item
    - This list will display and each item will be available to click and each item will have a small thumbnail and its item number displayed next to its name
    - When the item is clicked it will bring up the other panel which will display all information about the item in text fields so that the information can be edited and saved
    - When an item is saved it will store all the information currently in the text field after double checking with the user that the save is the option they would like to continue with
    - This page will have a basic background and will be kept to a minimal level of clutter so as not to distract or overwhelm the user accessing the inventory
  + When the user is finished with the inventory page they can go back to the home page to access the sales page, after implementation there may be a way to access the sales page from the inventory page but currently there is not.
  + Upon leaving the inventory page all changes made by the user should be recorded into a log and stored so it can later be inspected and to provide a backup in case a mistake is made
* Sales Page
  + On the sales page we have 6 different Panels each displaying its own unique and handy information
    - The first panel is showing the current YTD in sales and it is also showing the YTD for sales from the previous year, this makes it easy for users to make a quick comparison between how well they are doing this year and how well they were doing the previous year at the same time. This can help with many areas of analysis
    - The second panel is showing sales for the current date(xx/xx/xxxx) against the sales for the same date the previous year(xx/xx/xxx(x-1)) this allows for the user to quickly see if they are out performing their own sales from the previous year. This panel will also have to contain the day for each date because sales from a Tuesday will not be the same as sales from a Saturday.
    - The third panel is showing the average transaction value for all previous transactions made and this may be potentially displayed as a graph so that users can see the trend of transaction value overtime. This information will be put with the average unit price and this graph laid over the other graph will give the user an idea of how much money they are making off each piece and will allow for determination of a “market price”
    - The fourth panel will contain total units sold for all of time and for YTD and for the current date this will give the user an idea of how many items they are selling and when the slow periods are for moving large quantities versus moving expensive items. This information will be stored with the units sold per transaction, keeping the total number of units sold with the units sold per transaction for the same time periods will allow users to easily identify what would be a good period for sales versus a period where one or two people had a shopping spree, this will also allow them to more accurately identify the dates when shopping seasons (Christmas, fourth of July, etc.) have the largest impact on sales
    - The fifth panel will show the number of open tickets and the number of returns which will allow the user to see the amount of problems they are currently having with the merchandise and will allow them to quickly root out “problem” pieces inside the collections and flag those for inspection or removal
    - The sixth panel will just display general alerts which can include
      * The number of tickets is > 5
      * The number of returns in a 7-day period is > 3
      * The current YTD is more than 10% lower than the previous YTD
      * The current date sales are more than 15% lower than the previous year on the same date
      * Any note left in the system by a user describing a problem should be displayed here as well

After implementing all of these features we will have a fully functional inventory and sales management system for a small to medium retail clothing business. This business will be based on the web and will have no brick and mortar locations so we will avoid having to keep up with multiple locations and will have only one warehouse for the clothing. The business owners would like to find some way to record and chart where each piece of clothing is going so they know where to target advertising and where their advertising has been most effective but this feature will depend highly on the online shopping platform that they are using. An effective and easy way to add items to the inventory will be by using a system of recording called SKU or stock keeping unit this will be made up of a style number and a color number and when entered will allow for quick and easy population of item information such as material, color, size, gender, season, and item number. As for the database, if we choose to implement a full database for this project we can use one of the many online hosted database systems or even a local OracleSQL database system. This will give us all a little more knowledge when it comes to database creations and population but I do understand that it can be difficult work so if we have to end up using local memory that is something I think we are all capable of doing and something that can be used as a backup. The benefits of using an online database would be the access to a dashboard, which if we are able to get the HTML code up and running will make access a lot easier. This is all open for suggestion and nothing is completely set in stone at this point so if you have any questions or ideas please let us know in the group or simply add them to this document.