

Programmed Name: **BCS**

Course Code: **CSC 1013**

Course Name: **System Analysis and Design**

Assignment: **chapter 2 classwork**

Date**: 5/2/2020**

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Section: **A**

Semester: **second**

Intake:**2019 September**

1. **DISCUSS: Computers perform many jobs that previously were performed by people. Will computer-based transactions and expanded e-commerce eventually replace person-to-person contact? From a customer’s point of view, is this better?**

=No. Computers are great at doing calculations, but they will never replace personal contact. That is the basis of science fiction. Computers do not have the capacity for personal contact. They cannot replace doctors (although they can assist them), They cannot replace farmers to grow needed crops. They cannot replace an auto salesperson (although I wish they could). There are many other jobs they cannot replace. one being that you will always need a human contact because it is in our nature to want totalk to a person not a machine. Although I believe it will progress farther than it is now I do not think it will ever replace that human contact. From a customer's point of view, We all have that experience of trying to call for some kind of support from a company, where we become frustrated with the automated process and even worse being sent to a call center where we are not in contact with the company. e-comerce has gotten a lot better and has allowed us to expand in many ways but there will always be times where we need to go a brick and mortar.

1. **Describe EDI, XML and its use.**

**= Electronic Data Interchange** (**EDI**) is the electronic interchange of business information using a standardized format; a process which allows one company to send information to another company electronically rather than with paper. Business entities conducting business electronically are called trading partners.

Its uses:

**Transportation management.** Major retailers – Walmart, 99 Cents Only Stores, Lowes, Office Depot, and Costco, to name a few – use EDI to manage their transportation and routing instructions.

**Purchase order management**It’s possible to use EDI to integrate purchase orders into the sales order system simply and efficiently. Files can then be archived for accurate accounting and reporting, as well as for future reference during the drafting of additional documents.

**Invoice management.** Invoice processing is an essential component of effective business practice – EDI ensures accurate and fast invoicing, eliminating inaccuracies and facilitating fast payment.

**Warehouse management.**EDI can extract data from an Advanced Shipping Notice infrastructure and produce a clear graphic depiction of sequential processing steps. Furthermore, EDI is commonly used for remote and third-party warehousing fulfillment processes.

**Product management.** EDI solutions can expedite delivery of current products and pricing information to any and all partners, providing individualized information pertinent to the specific needs of the particular partner, in their required format.

**Extensible Markup Language (XML)** is used to describe data. The XML standard is a flexible way to create information formats and electronically share structured data via the public Internet, as well as via corporate networks. The basic building block of an XML document is an element, defined by tags. It’s use are:

 1)XML is flexible enough to represent a huge variety of data and document types.

2)XSLT is easily powerful enough to transform the data and documents to other useful forms

1. **Discuss the concepts of System Development Methodologies.**

**=Systems development methodology (SDM)** is a standard process followed in an organization to conduct all the steps necessary to analyze, design, implement and maintain information systems (IS). It is highly beneficial for organizations to adopt a systems development methodology to develop IS. Systems development life cycle (SDLC) is a framework composed of distinct steps or phases in the development of an Information System. SDLC consists of five stages which include Planning, Analysis, Design, Implementation and Maintenance.

1. **Discuss SWOT analysis.**

**=SWOT analysis (strengths, weaknesses, opportunities and threats analysis)** is a framework for identifying and analyzing the internal and external factors that can have an impact on the viability of a project, product, place or person. SWOT analysis is most commonly used by business entities, but it is also used by nonprofit organizations and, to a lesser degree, individuals for personal assessment. Additionally, it can be used to assess initiatives, products or projects. The framework is credited to Albert Humphrey, who tested the approach in the 1960s and 1970s at the Stanford Research Institute. Developed for business and based on data from Fortune 500 companies, the SWOT analysis has been adopted by organizations of all types as an aid to making decisions.

1. **Discuss feasibility study activities.**

=A feasibility study is an analysis that takes all of a project's relevant factors into account—including economic, technical, legal, and scheduling considerations—to ascertain the likelihood of completing the project successfully. Project managers use feasibility studies to discern the pros and cons of undertaking a project before they invest a lot of time and money into it.

There are some steps of feasibility study activities . they are

Step One: Conduct a Preliminary Analysis

The primary purpose of the preliminary analysis is to screen project ideas before extensive time, effort, and money are invested. Two sets of activities are involved.

1. Describe or outline as specifically as possible the planned services, target markets, and unique characteristics of the services by answering these questions:
   * Does the practice serve a currently unserved need? (e.g., multicultural populations or age groups who are not currently being served)
   * Does the practice serve an existing market in which demand exceeds supply?
   * Can the practice successfully compete with existing practices because of an "advantageous situation," such as better design, price, location, or availability (e.g., balance assessment and rehabilitation, programmable devices)?
2. Determine whether there are any insurmountable obstacles. A "yes" response to the following indicates that the idea has little chance for success:
   * Are capital requirements for entry or continuing operations unavailable or unaffordable?
   * Do any factors prevent effective marketing to any or all referral sources?

If the information gathered so far indicates that the idea has potential, then continue with a detailed feasibility study.

Step Two: Prepare a Projected Income Statement

Anticipated income must cover direct and indirect costs, taking into account the expected income growth curve. Working backward from the anticipated income, the revenue necessary to generate that income can be derived in order to build a projected income statement.

Factors that determine this statement are services provided, fees for services, volume of services, and adjust-ments to revenues (e.g., actual reimbursement levels).

Step Three: Conduct a Market Survey

A good market survey is crucial. If the planner cannot perform this survey, an outside firm should be hired. The primary objective of a market survey is a realistic projection of revenues. The major steps include:

* Define the geographic influence on the market.
* Review population trends, demographic features, cultural factors, and purchasing power in the community.
* Analyze competing services in the community to determine their major strengths and weaknesses. Factors to consider include pricing, product lines, sources of referral, location, promotional activities, quality of service, consumer loyalty and satisfaction, and sales.
* Determine total volume in the market area and estimate expected market share.
* Estimate market expansion opportunities (e.g., responsiveness to new/enhanced services).

Step Four: Plan Business Organization and Operations

At this point, the organization and operations of the business should be planned in sufficient depth to determine the technical feasibility and costs involved in start-up, fixed investment, and operations. Extensive effort is necessary to develop detailed plans for:

* Equipment
* Merchandising methods
* Facility location and design (or layout)
* Availability and cost of personnel
* Supply availability (e.g., vendors, pricing schedules. exclusive or franchised products)
* Overhead (e.g., utilities, taxes, insurance)

Step Five: Prepare an Opening Day Balance Sheet

The Opening Day Balance Sheet should reflect the practice's assets and liabilities as accurately as possible at the time the practice begins, before the practice generates income.

Prepare a list of assets required for practice operations. The list should include item, source, cost, and available financing methods. Necessary assets include everything from cash necessary for working capital to buildings and land. Although the resulting list is rather simple, the amount of effort required may be extensive.

Liabilities to be incurred and the investment required by the practice must also be clarified. These items need to be considered:

* Whether to lease or buy land, buildings, and equipment
* How to finance asset purchases
* How to finance accounts receivable

Step Six: Review and Analyze All Data

This review is crucial. The planner should determine if any data or analysis performed should change any of the preceding analyses. Basically, taking this step means "Step back and reflect one more time."

* Reexamine the Projected Income Statement and compare with the list of desired assets and the Opening Day Balance Sheet. Given all expenses and liabilities, does the Income Statement reflect realistic expectations?
* Analyze risk and contingencies. Consider the likelihood of significant changes in the current market that could alter projections.

Step Seven: Make "Go/No Go" Decision

All the preceding steps have been aimed at providing data and analysis for the "go/no go" decision. If the analysis indicates that the business should yield at least the desired minimum income and has growth potential, a "go" decision is appropriate. Anything less mandates a "no go" decision. Additional considerations include:

* Is there a commitment to make the necessary sacrifices in time, effort and money?
* Will the activity satisfy long-term aspirations?

1. **Discuss any feasibility study document**

= A good Feasibility Study helps to objectively decide whether to proceed with a proposed project. A Feasibility Study should have broad considerations when considering whether to undertake a new project. It should consider things such as technological limitations, the marketplace, your marketing strategy, staffing requirements, schedule and financial projections. Our free Feasibility Study template helps you to get started quickly with your own feasibility study. Feasibility studies are a type of report used for decision making. They help an organization decide whether it's feasible to make a change in the way they do business.

For instance, a feasibility study might help the board of a corporation determine whether they should replace a piece of equipment, adopt a different system, change their method of production, or hire an outside contractor. Generally speaking, there should be no “pitching” in a feasibility study; the job of the writer is simply to provide enough information to help in the decision process.

If you've been assigned the task of writing a feasibility study, you could simply start with a blank screen on your word processor and write all the pages from scratch.

But if you'd like to speed up the process and get some guidance, you could use a product like Proposal Kit, which includes templates for all sorts of topics, as well as sample proposals and studies, and graphic designs to make the finished product look great. Don't be thrown by the name Proposal Kit; it's great for creating not only business proposals, but for writing grant proposals and creating all sorts of business documents.