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**CRM APPLICATION**

30-April-2021

**─**

Name

Company Name

# 

# 

# **Overview**

* Our goal is to create a complete and flawless application where you will be able to manage your customers , can sell your services assign task to your team and manage all that in a single tab of application, In CRM you will have all features flawlessly

# **Features**

These are the core features we will cover

## Application

1 Account Management

2 Customer Profile Management

3 Identity and Access Management

4 Accounting

5 Billing

6 Reporting

7 Document Library

8 Point of Sale

# **Specifications**

For Web you suggested us to use Java as Core programming language so we chooses

Spring. Why because it's a platform that covers most technologies needed to build web applications: Creating MVC applications. Providing authentication and authorization. Connecting to RDBMS databases using JDBC, Hibernate and JPA. Connecting to NoSQL databases (MongoDB, Neo4J, Redis, Solr, Hadoop, etc.)

We will use RDBMS Database with SQL with it.

And it will be the most complete stack with Java we can have.

I have few suggestions regarding technology. I have mentioned it last at the document

Required from Client:

* Hosting Credentials (Any VPS will be a good option)
* Download server if needed for storing data and document
* Web Application Flow chart for different users

# **Milestones**

The cost of project is 1500$ and breakdown structure is mention below

Special Instructions: 20% Amount of Down payment shall be required for project initiation.

|  |  |  |  |
| --- | --- | --- | --- |
| Milestone | Task to be completed | Days | Amount |
| 1 | After Design Application | 15 | 10% |
| 2 | After completing Point Of Sale | 10 | 15% |
| 3 | Customer Profile Management + Access Management (Roles and Permission) | 15 | 15% |
| 4 | Document + Library + Reporting | 15 | 20% |
| 5 | After Covering All rest of features And final Delivery | 25 | 15% |
| 6 | Revision and small fixes | 3-5 | 5% |

Here are some suggestions from my side as I have experience of 2 CRMs before. As you mention in the docs you want applications in PHP and javascript but in discussion I felt that Java appeals to you more. Here are few reasons why i feel Nodejs Or PHP will be better Option in Our case

* Hosting

Hosting of PHP applications is cheaper as it can be run on shared hosting too . all we need to have Apache + phpmyadmin and our application will work perfectly

* Storage Clouds:

In future if we ever use cloud storage in CRM (for saving and downloading documents) we have many option but with PHP(Laravel) we have better support in term of bucket management

* Scaling: In scaling both technologies are best in their case but if ever you want to scale you application and want more development PHP case will give you benefit in long run because developers are easily available.
* Maintenance

PHP laravel applications are easy to maintain as compared to java . Maintenance of application in PHP is quiet cheap as compare to Java because developer don’t need to manage configuration and server configuration all time

There are many more reasons to give you suggestions.

I can suggest you this stack. In same cost with better quality code and clear documentation in this stack

* Laravel (PHP)
* VueJS (ES06 (Javascript))
* MySQL (for database)
* HTML + CSS + Bootstrap (for responsive screen)

Let me know which one looks you fine in meeting i can discuss in more clear way because CRM works for company for atleast 5-6 years and we need to choose completeness with stability