

Sales Management System

2017

SALES MANAGEMENT SYSTEM: Request for Proposal

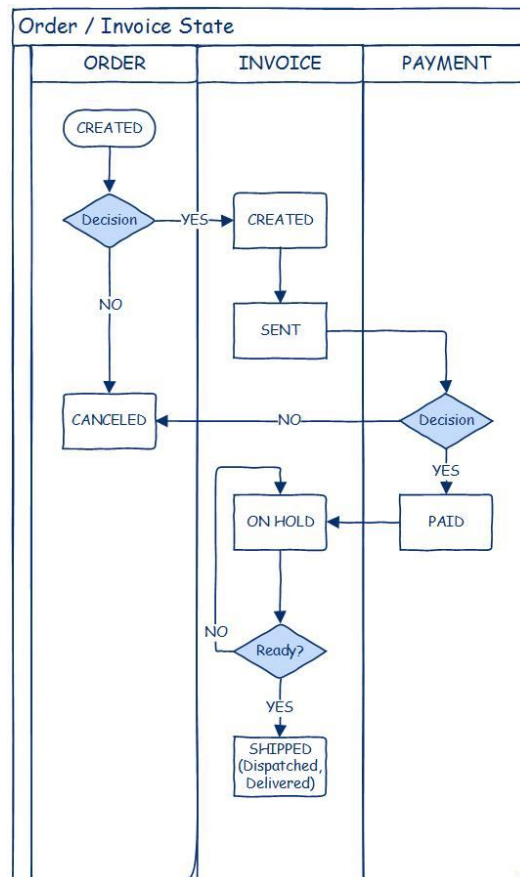
General

The company "XYZ Ltd." sells a wide range of computer equipment all over Bosnia & Herzegovina. Market is divided into zones. Sales force unit is responsible for sales. Policy of the company says that one salesperson can be responsible for one or more zones. Equally, more salespersons can be responsible for one market zone. All members of sales force unit are fully employed in the company.

Assortment is divided into categories. Category can contain one or more product, and one product can be in one category. Each product is purchased from a single supplier.

Goods are sold to customers. Customers are also divided into zones according to their place.

Simple workflow is shown below:



Salesperson creates an order on behalf of a customer. Order is processing, and can be modified, canceled, confirmed, invoice sent, paid, on hold, dispatched and delivered.

After completion of an order, the invoice is issued. When payment is done, goods are dispatched. After process completion, the salesperson flags the invoice +(order) as delivered.

The company sells its wares in the following zones:	Products are divided into categories:
<ol style="list-style-type: none"> 1. Banja Luka 2. Bihać 3. Doboj 4. Mostar 5. Sarajevo 6. Trebinje 7. Tuzla 8. Zenica 	<ol style="list-style-type: none"> 1. Desktop computer 2. Laptop computer 3. Monitor 4. Printer/Scanner 5. Tablet 6. Smartphone 7. Network Equipment 8. Accessories

You will make a web application which is capable of:

Database maintenance

1. Suppliers
2. Customers
3. Products
4. Salesforce
5. Shippers

Orders and Invoices system

1. Salesperson to create / modify an order
2. Cancel or confirm an order
3. Generate and send an invoice
4. Follow-up invoice payment and preparing/dispatching an order

Reports

1. Employee sales by zone
2. Sales by customer
3. Sales by category

Other previews

1. Employees
2. Customers
3. Customer Orders
4. Category Products Form
5. Quarterly Orders
6. Catalog Report with Order Form
7. Product by Category Report
8. Alphabetical List of Products Report
9. Shippers Report
10. Invoices Report
11. Summary of Sales by Year Report
12. Summary of Sales by Quarter Report
13. Detailed Sales by Year Report
14. Detailed Sales Analysis Report

You can provide proposal of additional reports.

Also, you can change look and feel of the attached documents.