**INTRODUCTION**

The term e-commerce was coined back in the 1960s, with the rise of electronic commerce – the buying and selling of goods through the transmission of data – which was made possible by the introduction of the electronic data interchange. Fast forward fifty years and **e-commerce has changed the way in which society sells goods and services.**

E-commerce has become one of the **most popular methods in online** By definition it covers a variety of business activities which use internet as a platform for either information exchange or monetary transaction or both at times  


**What is E-Commerce?**

‘E-commerce’ and ‘online shopping’ are often used interchangeably but at its core e-commerce is much broader than this – it **embodies a concept for doing business online**, incorporating a multitude of different services e.g. **making online payments, booking flights etc.**

E-commerce has **experienced rapid growth since its humble beginnings** with e-commerce sales projected to [grow to 599.2 billion USD by 2024](http://www.statista.com/statistics/272391/us-retail-e-commerce-sales-forecast/). The COVID-19 outbreak saw e-commerce sales spike 25% in March 2020 alone. The power of e-commerce should not be underestimated as it continues to pervade everyday life and present significant**opportunities** for small, medium, and large businesses and online investors. You don’t need to look far to see the potential of e-commerce businesses.

**Why Do People Buy ‘Online’?**

1. **Lower Prices:**Managing an online storefront is **far cheaper than an offline, brick and mortar store.** Typically **less staff are required** to manage an online shop as web-based management systems enable owners to **automate inventory management** and warehousing is not necessarily required (as we discuss later). As such, e-commerce business owners **can afford to pass operational cost savings on to consumers** (in the form of product or service discounts) whilst protecting their overall margin. Furthermore, with the rise of**price comparison websites**, consumers have more **transparency with regard to prices** and are able to shop around, typically purchasing from online outlets instead.
2. **Accessibility and Convenience**: Unlike many offline stores, consumers **can access e-commerce websites 24 hours a day.** Customers can read about services, browse products and place orders whenever they wish. In that sense, online shopping is **extremely convenient and gives the consumer more control**. Furthermore, those living in more remote areas are able to order from their home at a touch of a button, saving them time travelling to a shopping centre.
3. **Wider Choice:**For the past twenty years, the growth of online shopping has to a large extent been based around increased choice. With an almost endless choice of brands and products to choose from, consumers are **not limited by the availability of specific products** in their local town, city or country. **Items can be sourced and shipped globally.** Interestingly, one recent study found that consumers are actually starting to become frustrated by [e-commerce sites that offer too much choice](http://www.mycustomer.com/news/consumers-frustrated-ecommerce-sites-offering-too-much-choice). Whichever way you look at it though, more choice has likely been a good thing over the long term.

**Why Do Businesses Sell ‘Online’?**

1. **Higher Margins:**Setup costs and **ongoing operational costs such as rent, heating, electricity, warehousing** (if operating a drop-ship model) and inventory management are often significantly reduced or otherwise eliminated. Further, customer service and other administrative tasks can be automated or outsourced at a relatively low-cost. As such, **higher margins can usually be achieved when selling via an online store** compared to operating an offline business.
2. **Scalability:**With a brick and mortar business, the owner is often limited by the amount of people who can physically be in the store at any one time. There is **no limit when trading online.** Running an e-commerce business means **tapping into a truly global market.** Furthermore, online platforms enable rapid scaling. With the e**mergence of social media and content marketing** as well as the option of generating traffic and conversions through **pay-per-click (PPC**), expanding into new regions or markets can happen quickly. A great example of this in practice is [Choxi](https://www.choxi.com/), a business that experienced [1,023% growth in revenue](http://www.information-age.com/industry/hardware/123458288/how-scale-your-e-commerce-startup) in just one year.
3. **Consumer Insight / Technology:**E-commerce businesses typically collate a tremendous amount of customer data. With every element of consumer behavior being tracked, e-commerce business owners are able to**understand, tweak and improve the customer shopping experience** for customers – making **data-led decisions to increase conversion rates and sales**. With technology rapidly evolving, it is important that online retailers use tools such as Google Analytics correctly **to understand their customers’ buying habits**, unlocking **insight from this data presents a unique advantage, not available to offline stores**. Those who leverage the right systems and technology can see their businesses grow extremely quickly.

Having understood the benefits of running an e-commerce business, it’s time to turn attention towards the**different types of e-commerce businesses available.**

**Proposed system and its Objective**

The E-commerce Management System has many advantages, compare to traditional store as one can compare the cost of a product with other e-commerce websites, and if a user dislikes any product he/she can return it with out going any where with safely getting your refund with in 2 -3 days securitly . While we can make use of the current technology to overcome the problem with the existing system. The E-commerce Management System companies can use a flying robot(Dorne), so when a user places an order, the company will send the product through the robot(Drones). The robot will find the user by using the GPS, and in this way, we can reduce the time to deliver a product. While before sending a product to the customer the e-commerce company will check the product that it is same product or not with the requested order.we have

a plane to give the customer lock their product (No one can buy this prouduct with out that customer ) . this oppurtunity valid for 10 days only.

**Core components :**

* User Friendly. If your store is easy to navigate, you will have a greater chance of making a sale from the start.
* More attractive and stylish.
* Shopping Cart and Checkout Process.
* Mobile Compatibility.
* Images and Descriptions.
* Customer Support.
* Security and Privacy.

**Minimun and maximun software /Hardware requirments**

**Software requirments:**

This section lists the requirment that are need to run the system efficiently.The operating system needed for the system to run effectively, the interface to run the application, the driver for running the website or application, the integrated development environment to develop the application,and third-party tool used for editing purposes are as follows :

Operating system : (windows ,linux)

Web browser :Chrome,Googel,Firefox,Edge etc.

Environments setup tools : Xampp ,Apache,Mysql

**Hardware requirments:**

Hardware is simple to access and obtain. Almost everyone has hardware in their home capable of helping them run a software You must have quality equipment to successfully run a software and have a smooth run process. The hardware you have will determine how easy your daily work is when running a small business. You need organization and the hardware needed will help you save money and time in the end.

### 1.   External Hard Drive

Given that most things are done online these days it’s important to have some kind of hard drive to store information in. External hard drives keep your business organized and your information in a secure place. You must invest in this type of equipment to maintain a successful running business online and physically.

This is especially beneficial for those who are afraid or don’t like to store information in the Cloud or directly on their computer’s hard drive. These are also used as back up for any accidents that may occur.

### Desktop/Laptop Computer

### This is the most essentiol thing in the making of any website .

### Window 10

### AMD ryzen 3 processor and AMD RADEON GRAPHICS

### RAM :- 8GB

### ROM :- 1TB(TERA BYTES)

### 3.   Network Server

Network servers are highly important for fast and easy speeds and databases. You will have access to more storage capacity and higher security. For your Webiste , you want to stay away from using your computers network server and get one that is specifically dedicated to your business only.

**Advantages and Limitations of the Proposed System :**

**REQUIRMENT DETERMINATION AND ANALYSIS:**

Admin Console :

This is an important module of any e-commerce application. A business analyst should clearly determine the aspects that an admin can control from the backend. These include:

* Product Management –Product images, description, seller information, prices etc. Admin should be able to manage this data i.e. add, remove and edit a product.
* Content management – The design aspect of the website i.e. the static pages a user sees at the front end. It’s important to create an attractive and effective website to attract and retain traffic.
* Master Management – Besides the product data, there are other masters that need to be managed at the back end. For instance pin code masters help in extracting a city when the user enters the pin code while adding the shipping address.
* Admin should be able to carry out promotional activities. Admin user should be able to create promo codes and offers as per the business requirements.

User Actions On The Website

* **Registration**  
  In order to use the system the users will need to register in the system, and for registration, they need to provide various information related to them such as name, address, etc.  
  **Search bar :**This provides users with an option through which they can search the product they want to purchase.  
  **Cart** :After selecting a product if the user wants to purchase it, later they can save the product in the cart.  
  **Checkout**  
  Through this module, the user can place their order and can choose preferred method for payment.  
  **Purchase history**  
  This will show the purchase done by the user in the past.

**Perfome action on profile : he/she can change name,address,password etc.**

Guest user

* Guest user is the type of user thet are new user .They can view type products,catogorys how website look like etc aciton an perfome by guest user .if the intrested by website the login to the website.

Tageted user

* Admin
* User/customer

**System design:**

Use case Diagram:

Activity Diagram:

Data Dictionary:

**Proposed Enhancements:**

* **Growing WEB Traffic**
* **Shopping Made Easy**
* **Updated Security**
* **Updated Security**
* Multiple payment methods
* Popular searches module
* Image slider
* Breadcrumb navigation
* Product filtering & sorting

**Conclusion:**

In general, today’ world must always strive (try )to create the next best thing that consumers will want because consumers continue to desire their products, services etc. to continuously be better, faster, and cheaper. In this world of new technology need to accommodate to the new types of consumer needs and trends because it will prove to be vital to their business’ success and survival. E-commerce is continuously progressing and is becoming more and more important to businesses as technology continues to advance and is something that should be taken advantage of and implemented.

From the inception of the Internet and e-commerce, the possibilities have become endless for both businesses and consumers. Creating more opportunities for profit and advancements for businesses, while creating more options for consumers. However, just like anything else, e-commerce has its disadvantages including consumer uncertainties, but nothing that can not be resolved or avoided by good decision-making and business practices