

Project Design Phase-II
Solution Requirements (Functional & Non-functional)

Date	14 October 2022
Team ID	PNT2022TMID27765
Project Name	Global sales data analytics
Maximum Marks	4 Marks

Functional Requirements:

Following are the functional requirements of the proposed solution.

FR No.	Functional Requirement (Epic)	Sub Requirement (Story / Sub-Task)
FR-1	User Registration	Registration through Facebook Registration .through Gmail Registration through google
FR-2	Account creation	Gmail and password for account creation
FR-3	User Confirmation	Confirmation via Email Confirmation via OTP
FR-4	Personal details for account	Name, age, sex, mail id, contact no, previous sales records, etc for health account basic details

Non-functional Requirements:

Following are the non-functional requirements of the proposed solution.

FR No.	Non-Functional Requirement	Description
NFR-1	Usability	Good mobile navigation will boost the usability of the entire product, helping users to enjoy all the features offered. Bad navigation will make it difficult to find things, making it less likely that users will ever experience the product the way the design team had envisioned. Our solution has better features in navigation such as hamburger menu, Bottom navigation, Top navigation, Cards, Tabs, Gesture-Based Navigation, Full-screen navigation, 3D touch. The report mainly focuses on the most dynamic information of the global market.

NFR-2	Security	<p>Global security service revenues are forecast to increase 4.4% per year to \$295 billion in 2026, with most growth occurring in the first half of the forecast period due to strengthening economic environments as the impact of the COVID-19 pandemic fades. Though the most significant recovery from the pandemic-driven downturn already occurred in 2021, long-term growth prospects for the industry are quite healthy, as companies work to respond to an evolving social environment and provide increasingly complex technology-aided solutions.</p> <p>While the overall effect of the COVID-19 pandemic on the global security services industry was negative, the impact on a segment-by-segment basis was complex and varied:</p> <ol style="list-style-type: none"> 1. Spending on security guards was boosted in many countries by the need to enforce public health regulations. 2. Falling occupancy rates in commercial real estate shrank the market base, but reduced in-person presence at many facilities also created security risks that required solutions. 3. Concern about property crime – which is an important driver of security spending – broadly increased and was exacerbated by widespread rioting.
NFR-3	Reliability	<p>In most instances, the sales organization consults with the customer to determine its needs in terms of product type, quantity, required quality and delivery expectations.</p> <p>After negotiation, the salespeople typically reach an agreement on pricing and terms with the customer and a contract is executed. Upon receipt of the purchase order, production schedules the job, manufactures the product in compliance with the company's safety and environmental management policies and prepares the order for shipping to the customer.</p> <p>The customer demands product, price, quality and transport from the sales department. The sales department, in turn, demands that the production department manufacture the product to comply with the terms set forth by the customer, and the production department demands reliability from the machine, process and plant design team, and from the maintenance department..</p>

NFR-4	Performance	<p>High performers have a 36.97% conversion rate, and they take on average 36.5 days to close a deal. For low performers, the average conversion rate is 4.95% and they take 53.62 days to close.</p> <p>Great salespeople are especially careful about not filling their days with conversations leading to nowhere. At the same time, once they've detected a potential prospect, they use all their intelligence and experience to maximize their chances of winning.</p>
NFR-5	Availability	<p>By setting up An Application Performance Monitoring (APM) system that helps to monitor the availability of application. Consistent performance monitoring and optimization help you to tackle issues as quickly as they show up. Our record is designed in such a way that to emphasize availability</p>

		by spreading data across clusters so that if one fails the entirety of the data is not lost.
NFR-6	Scalability	A scalable app can easily accommodate double, triple, or even ten times its current amount of users by withstanding no crashes, no downtime, Fast loading speeds, Top-notch security. We're gonna make our app more scalable by using right Tech stack & Infrastructure scaling to process millions of data with bug free , multiple database servers that accommodate millions of user to secure our app's fail-safe performance, using caching and stateless approach to reduce the load, Content Delivery Networks (CDN) to minimal response time.