Global Sales Data Analytics

A PROJECT REPORT

Submitted by

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1.INTRODUCTION

If you want to achieve your sales goals month after month, then guesswork and intuition aren't your best friends. You need to perform a strategic sales analysis and get cold, hard data. You will gain an understanding of the data ecosystem and the fundamentals of data analysis, such as data gathering or data mining and is to reduce the manufacturing cost of the raw material and improved the sales forecasting by identifying the key factors like the total sales revenue on a monthly and quarterly basis on the region and the sale amount. And the **decision support system** Data Warehousing Project is focused on analyzing the entire business process. In order to provide critical information like daily revenue, Weekly Revenue, Monthly Revenue, total sales, goals, information on employees and vision of the company developed Business Intelligence System.

1.1 Project Overview:

The automated, prospective analyses offered by data mining move beyond the analyses of past events provided by retrospective tools typical of decision support system.In this sales forecasting management project, the specific forecasting for sales are managed. The owner can be able to use this application to predict the sales forecasting.

1.2PURPOSE:

Regular sales data analysis provides an understanding of the products that your customers are buying and helps you dissect why they are behaving in a certain way. You can also find patterns in your lead conversions and drop offs.

Data mining tools predict future trends and behaviors, allowing businesses to make proactive, knowledge-driven decisions and is a powerful new technology with great potential to help companies focus on the most important information in the data they have collected about the behavior of their customers and potential customers.

Thousands of data points at your fingertips. Build, refine and analyze your audience in our intuitive platform. Monitor trends. Granular Global Analysis. 46 Countries. 17 Million Panelists. 40,000 Data Points. Create Bespoke Segments.

Sales analytics refers to the technology and processes used to gather sales data and gauge sales performance. Sales leaders use these metrics to set goals, improve internal processes, and forecast future sales and revenue more accurately**.**

2.LITERATURE SURVEY

2.1 Existing Problem:

1. Global sales process is way too long and don't have enough leads.
2. Identify the key sales metrics you need, such as win rate and average deal size.
3. The statement may include workflow bottlenecks, resources challenges or fundamental difficulties such as understanding a customer base.
4. Leads are unqualified and wasting your effort on bad fit prospects.
5. Spending too much time on low-value task .
6. The traditional system is a manual one in which users are maintaining ledgers, books etc. It is very difficult to maintain historical data.
7. Use a tool (such as Pipe drive's CRM) to track this data as leads travel through your pipeline. Record this data in visual dashboards .

2.2 REFERENCES:

1.Han Jiawei, Micheline Kamber and Jian Pei, "Data Mining Concepts and

Techniques" in , MK Publications, 2009.

https://scholar.google.com/scholar?as_q=Data+Mining+Concepts+and+Techniques

2.M. Tennekes and E. de Jonge, "Top-down Data Analysis with Tree maps",

Proceedings of the International Conference on Information Visualization

Theory and Applications (IVAPP' 11), pp. 236-241, March 2011.

https://scholar.google.com/scholar?as_q=Topdown+Data+Analysis+with+TreemapsHYPERLINK

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3.P. Hoek, "Parallel Arc Diagrams: Visualizing Temporal Interactions", Journal of Social Structure, vol. 12, 2011.

https://scholar.google.com/scholar?as_q=Parallel+Arc+Diagrams%3A+Visualizing+Temporal+InteractionsHYPERLINK "https://scholar.google.com/scholar?as_q=Parallel+Arc+Diagrams%3A+Visualizing+Temporal+Interactions&as_occt=title&hl=en&as_sdt=0%2C31" HYPERLINK

4. B. Thuraisingham. Data mining for counterterrorism. In H. Kargupta, A. Joshi, K. Sivakumar, and Y. Yesha (eds.), Data Mining: Next Generation Challenges and Future Directions, pp. 157–183. AAAI/MIT Press, 2004.

https://www.aaai.org/Press/Books/kargupta2.php

5. In this sales forecasting management project, the specific forecasting for sales are managed. The owner can be able to use this application to predict the sales forecasting.

2.3 Problem Statement definition:

Problem statements are important to businesses, individuals and other entities to develop projects that states the challenges faced by your client.

You need to **analyze** the right kind of **sales** data for generating meaningful insights that positively affect your bottom line.

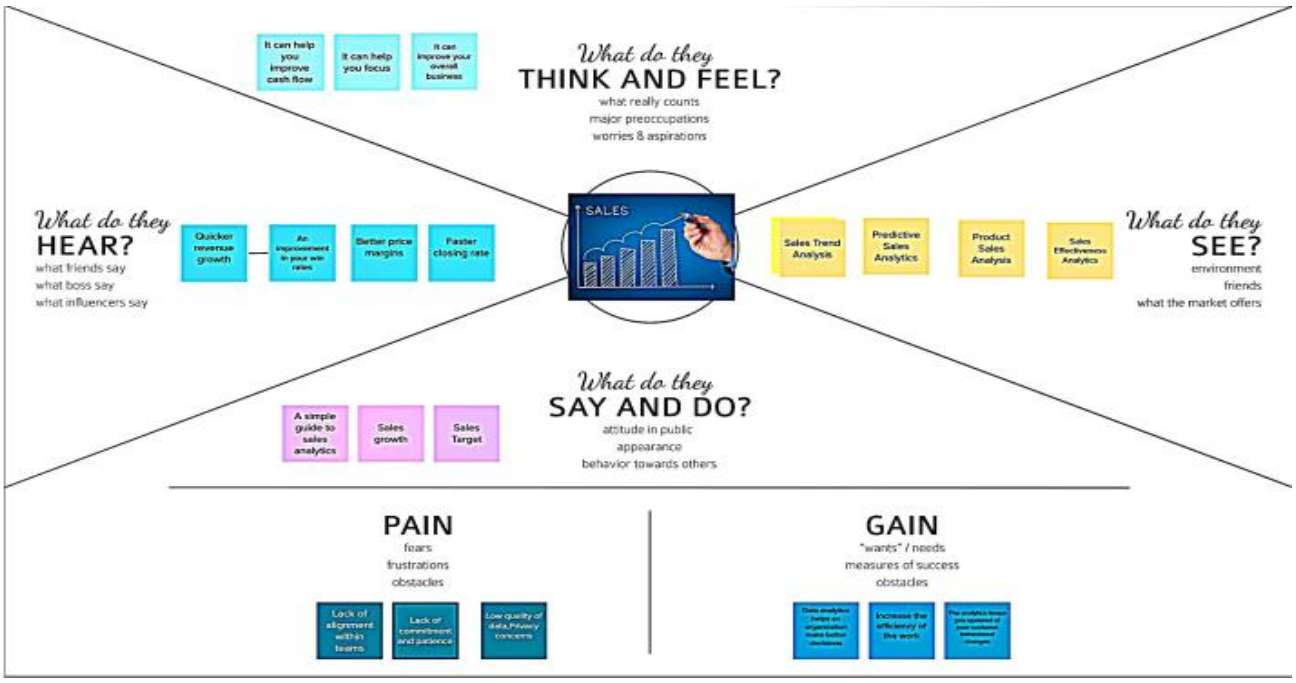
Sales analysis is vital for finding **weak spots and bottlenecks** in sales processes to collect and use sales data to achieve more sales goals.

Structured data focuses on demographic data including name, age, gender, date of birth, address, and preferences, unstructured data includes clicks, likes, links, tweets, voices, etc.

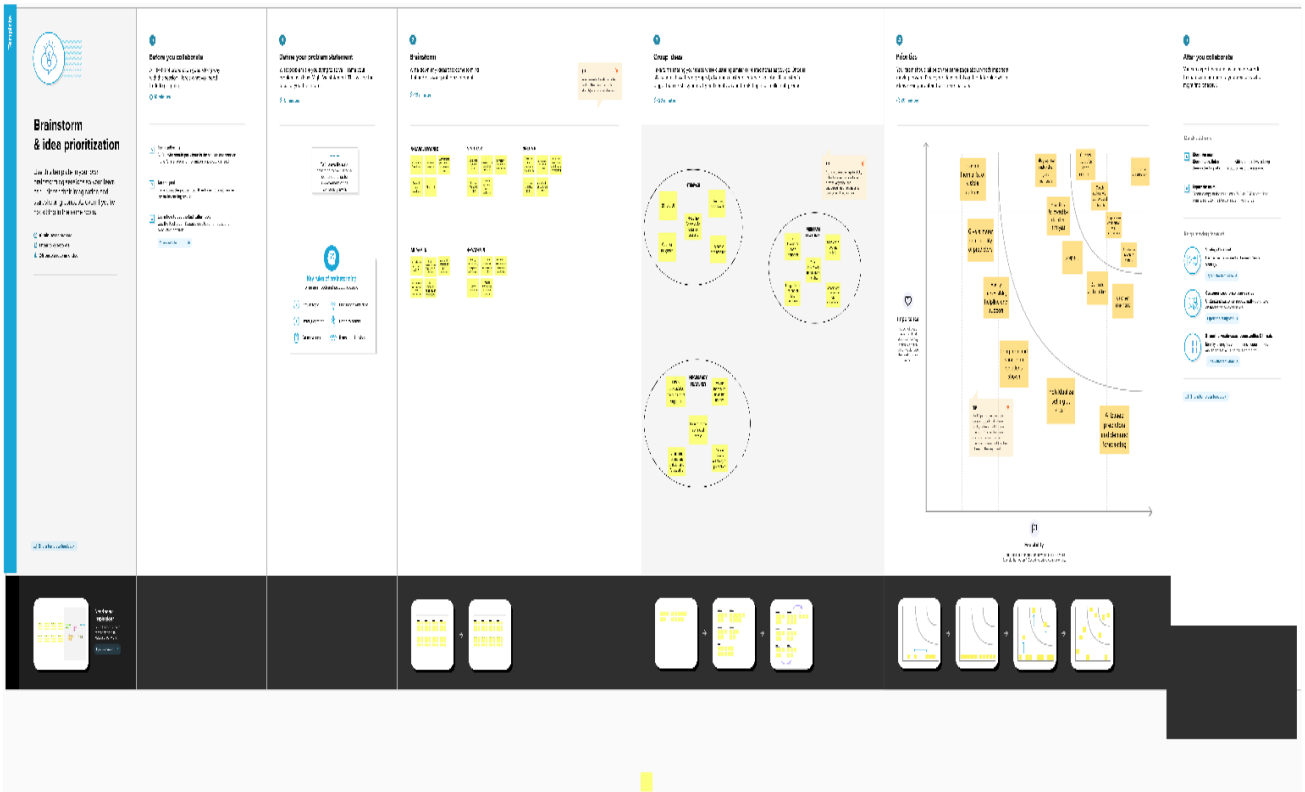
The methodological innovations in studying big data analytics and. We provide insights on methods in descriptive/diagnostic, predictive and prescriptive analytics, and how they can be leveraged to study ‘black swan’ events such as the COVID-19-related global crisis.

3.IDEATION & PROPOSED SOLUTION

3.1 Empathy Map Canvas



3.2 Ideation & Brainstorming

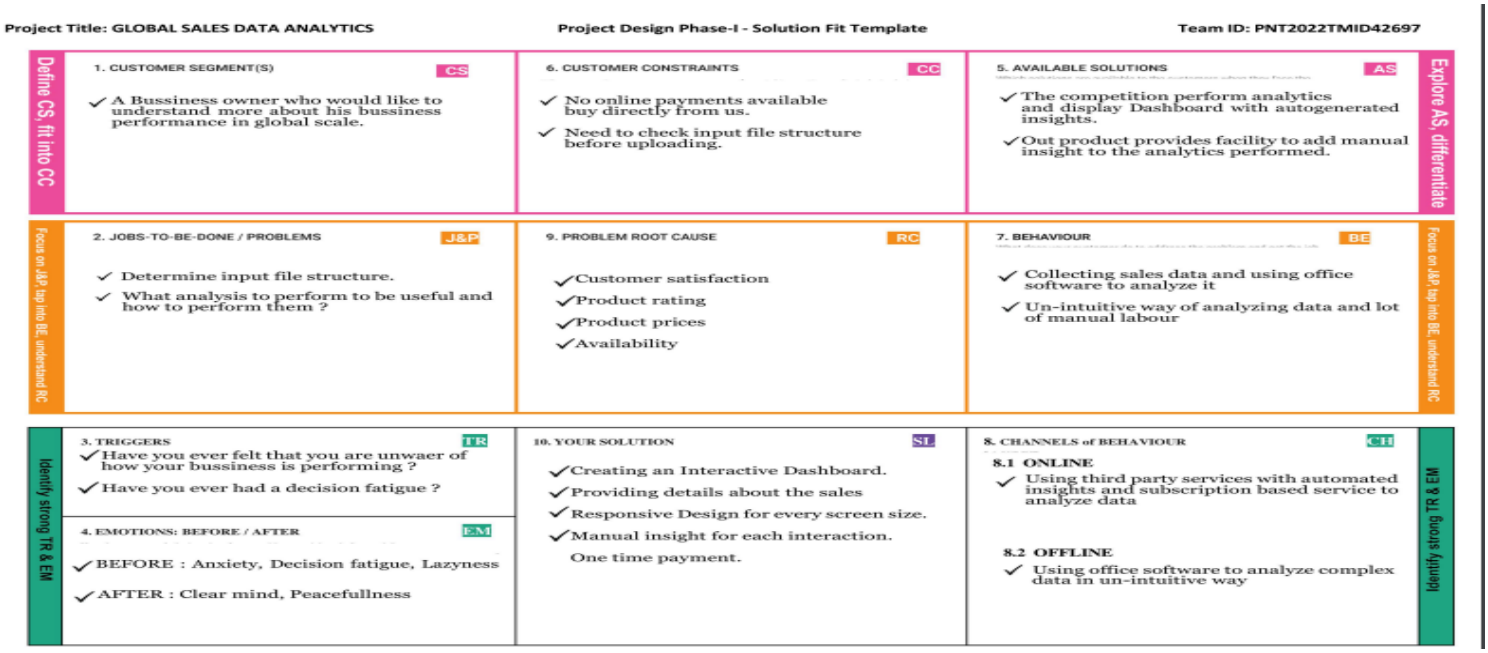


3.3 Proposed Solution:

S.No	Parameter	Description
1.	Problem Statement (Problem to be solved)	Sales include all the actions involved in the product sale, consumer service and business service and it is used to predict the demand of customers over time for goods and services. For the sales and marketing team to review their performance data visualization techniques called sales analytics is used and to collect and use the sales data to produce productive results and they are in turn used to identify and optimize the sales. Various attributes are used to plan an efficient sales model which will benefit both customer and business.
2.	Idea / Solution description	The sales data is studied which will give knowledge about the trends in sales. Based on the understanding, the processed data is analyzed.
3.	Novelty / Uniqueness	During the analysis, extraction of new features will be done with that, more understanding can be made and we can come up with better decisions which will increase the salesperson's profit.
4.	Social Impact / Customer Satisfaction	An insight about the profit of the product is gained. An insight about the sales in different location and time is gained.
5.	Business Model(Revenue Model)	The dashboard is created in which trends of sales can be viewed and so that better decisions can be made by the company or organization.

6.	Scalability of the Solution	Thus, the final model can be used by the small stores as well as the MNC's. Also, this solution is easily accessible and acquires less memory.

3.4 Problem Solution Fit:



4.Requirement analysis:

4.1 Functional requirement :

Sl.No	Functional Requirements(Epic)	Sub Requirements(Sub Task)
FR-1	User Registration	Registration through Form Registration through Gmail Registration through LinkedIN
FR-2	User Confirmation	Confirmation via Email Confirmation via OTP

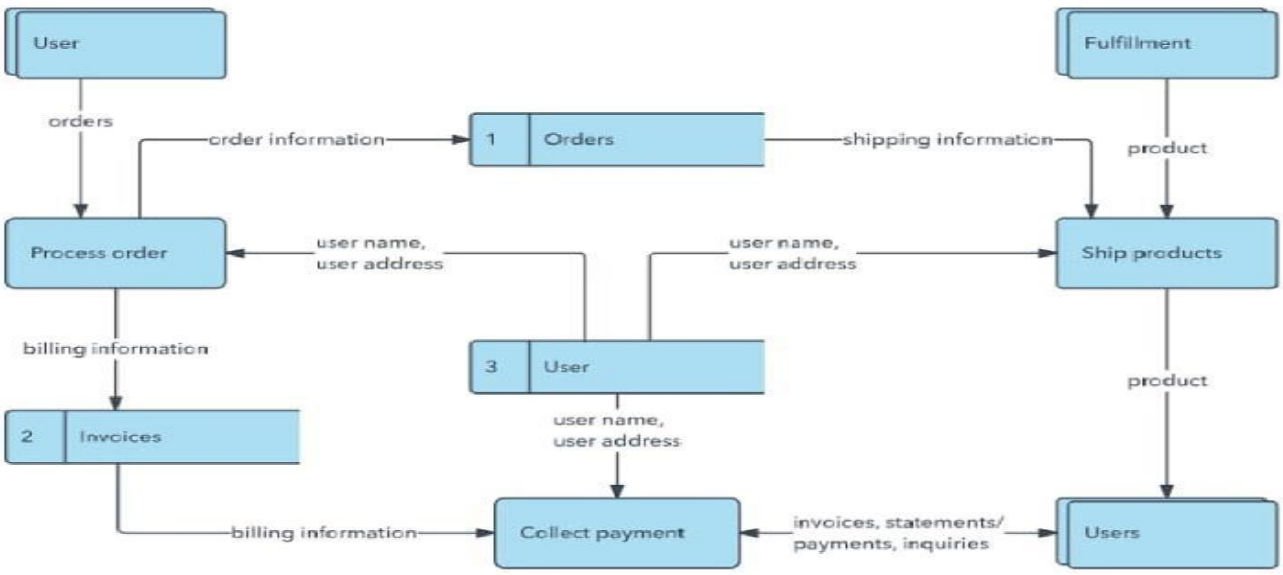
FR-3	Data Entry	Login via Email and password
FR-4	Data Generated	To store the data set through the cloud
FR- 5	Exploring Data	Getting higher state of efficiency and also to know entire data analysis

4.2 Non Functional requirement:

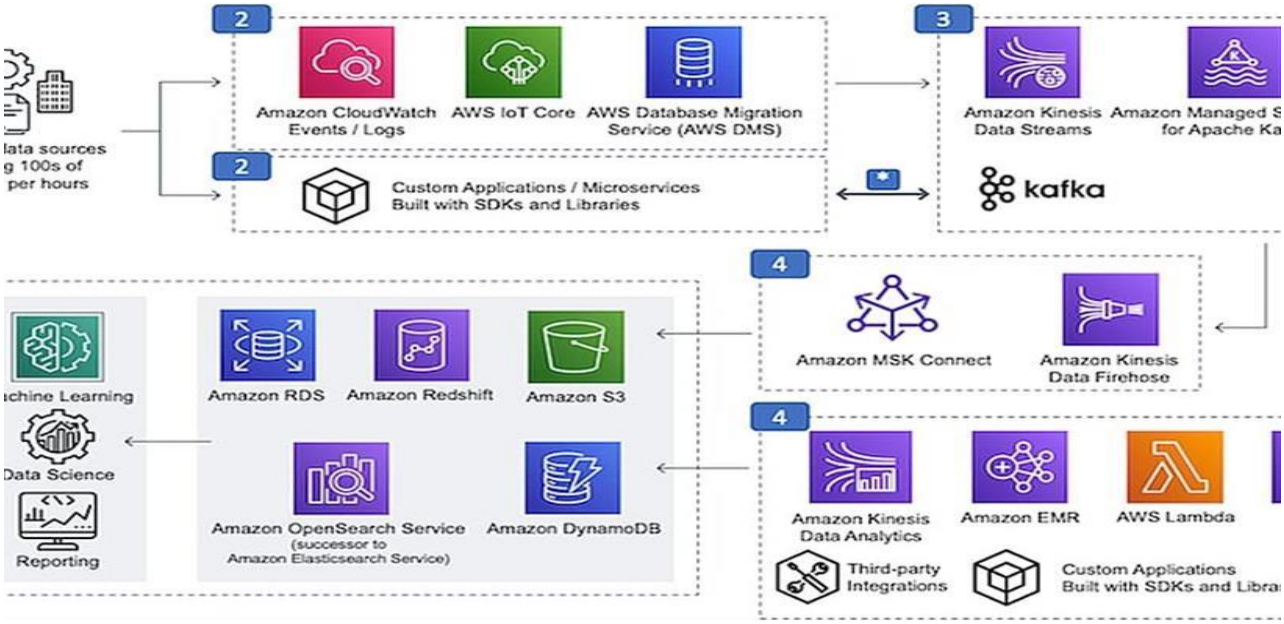
FR No	Non Functional Requirement	Description
NFR 1	Usability	Optimized resources and it can be used by everyone
NFR 2	Security	It has securable because it has end to end encryption
NFR 3	Reliability	It has high reliability based on development
NFR4	Performance	It has high state of performance and efficiency
NFR 5	Availability	It has available in all platforms and websites.
NFR 6	Scalability	The ability of a hardware and software parallel System to exploit increasing computing resources efficiency in the analysis of the (very)large datasets

5.Project Design:

5. 1.Data Flow Diagram:



5.2 Solution and Technical Architecture:



6.Project Planning & Scheduling:

6.1 Sprint Planning & Estimation

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
Sprint-1	Registration	USN-1	As a user, I can register for the application by entering my email, password, and confirming my password.	2	High	Abirami B, Gayathri R , Vinitha K, Rajarajeswari D, Sneha P
		USN-2	As a user, I will receive confirmation email once I have registered for the application	1	Low	
		USN-3	As a user, I will log in to the desired application using login credentials.	1	Medium	
Sprint-2	Pre processing	USN-4	As a user, I can do the data cleaning process.	2	High	Abirami B, Gayathri R , Vinitha K, Rajarajeswari D, Sneha P
		USN-5	As a user, I can perform Extract, Transform Load (ETL) process.	2	High	
Sprint-3	Dashboard	USN-6	As a user, I can upload the data of global sales for analysis.	1	Medium	

Sprint	Functional Requirement (Epic)	User Story Number	User Story / Task	Story Points	Priority	Team Members
	Dashboard	USN-7	As a user, I can analyse the data by performing calculations and executing several visualization charts.	2	High	Abirami B, Gayathri R , Vinitha K, Rajarajeswari D, Sneha P
		USN-8	As a user, I can gain insights of the data for business analysis	2	High	
		USN-9	As a user, I can get the information for business analysis.	1	Medium	
Sprint-4	Report, Story and customer care	USN-10	As a user, I can generate report for the customer or sales analyst for knowing the insights about the sales.	2	Medium	Abirami B, Gayathri R , Vinitha K, Rajarajeswari D, Sneha P
		USN-11	As a user, I can clear queries of customers from the analysis of the sales.	1	Medium	
		USN-12	As a user, I can modify report according to the information gathered after analysis.	1	Low	

6.2 Sprint Delivery Schedule :

Sprint	Total Story Points	Duration	Sprint Start Date	Sprint End Date (Planned)	Story Points Completed (as on Planned End Date)	Sprint Release Date (Actual)
Sprint-1	4	6 Days	24 Oct 2022	29 Oct 2022	20	29 Oct 2022
Sprint-2	4	6 Days	31 Oct 2022	05 Nov 2022	20	05 Oct 2022
Sprint-3	6	6 Days	07 Nov 2022	12 Nov 2022	20	12 Oct 2022
Sprint-4	4	6 Days	14 Nov 2022	19 Nov 2022	20	19 Oct 2022

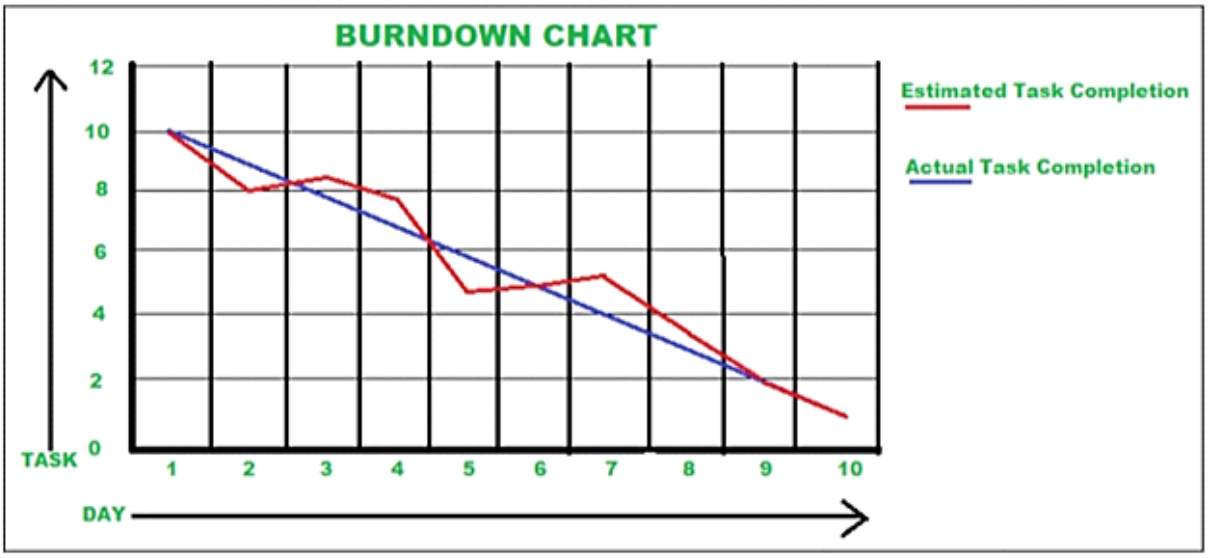
Velocity:

We have a 24-day sprint duration, and the velocity of the team is 20 (points per sprint). Let's calculate the team's average velocity (AV) per iteration unit (story points per day)

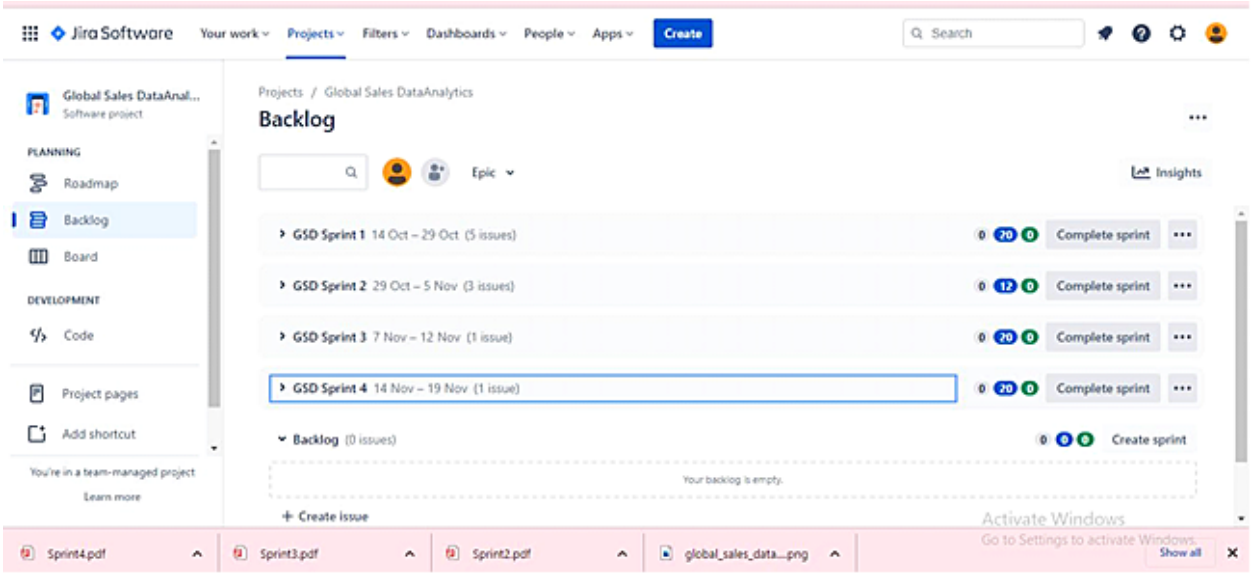
AV = Sprint Duration / Velocity = 20 / 10 = 2

Burndown Chart :

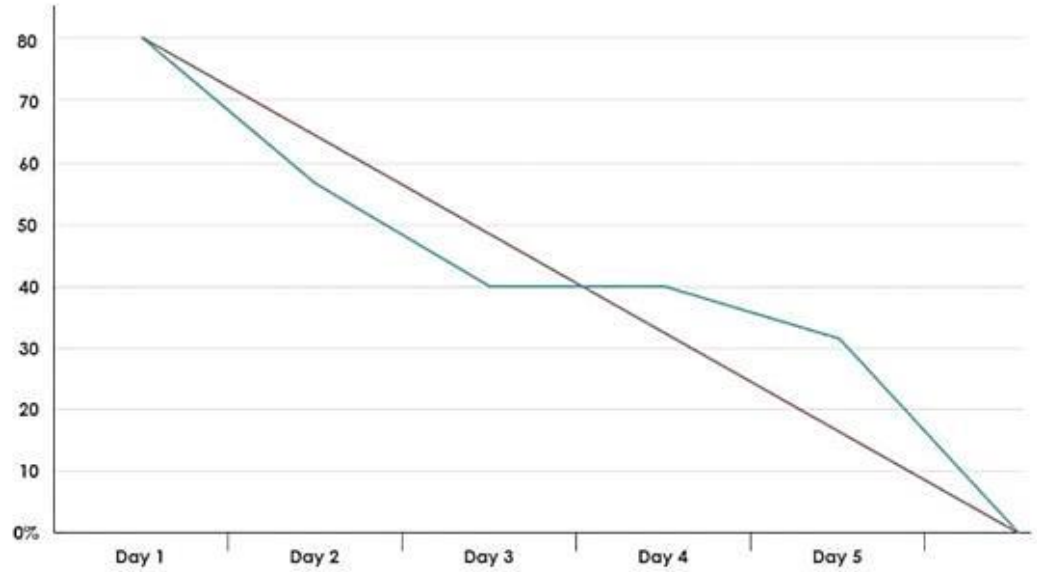
A burn down chart is a graphical representation of work left to do versus time. It is often used in agile software development methodologies such as Scrum. However, burn down charts can be applied to any project containing measurable progress over time.



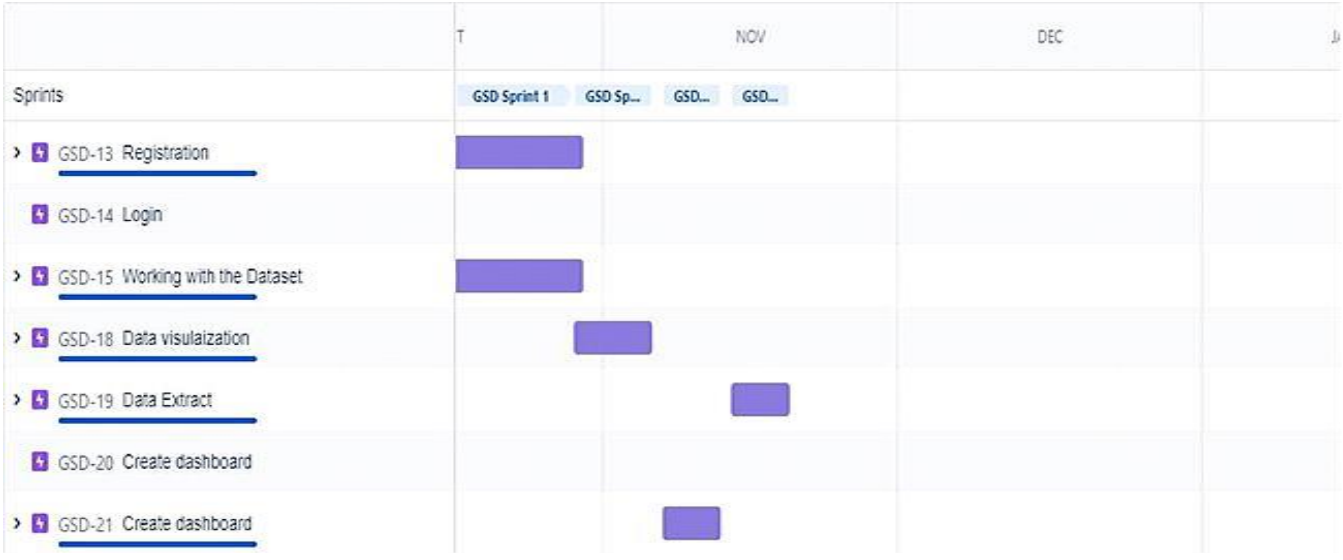
6.3 Reports from JIRA :



Burndown chart :



Road Map:



7.Coding & Solution:

7.1 Feature 1

Sales – Analysis:

This is an analysis of the sales data with particular focus given to how promotions and advertising translate into sales, in terms of both units sold and sales dollars.

Different types of Sales Analysis

- Furniture company sales analysis HTML file
- Cereal Company Sales Analysis HTML file
- Financial Statement Analysis PDF file

Analysis using R Shiny Dashboard

- Furniture company sales Dashboard R Shiny app

Steps for Cereal Company Sales Analysis

1. Download the Raw Data

2. Analysis code R file

3. Final Analysis R file

Steps for Furniture company sales analysis

1. Download the Raw Data

2. Analysis code R file

3. Dashboard Code HTML file

4. Final Dashboard PDF file

5. Final Analysis HTML file

Feature-1:

Step 1: Understand the Business

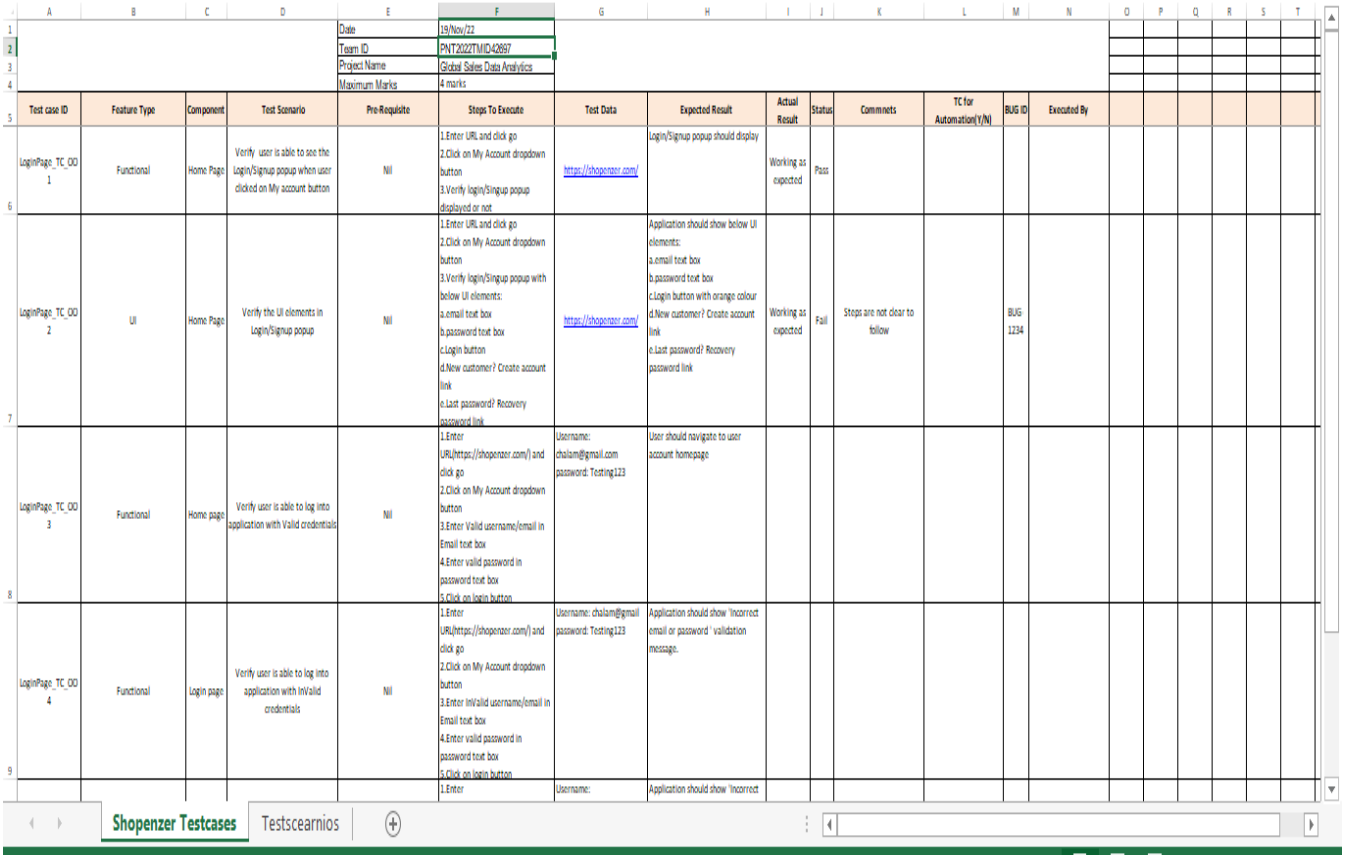
Step 2: Get Your Data

Step 3: Explore and Clean Your Data

Step 4: Enrich Your Datasets

8.Testing :

8.1 Test cases:



			Date	19/Nov/22	
			Team ID	PNT2022TMID42697	
			Project Name	Global Sales Data Analytics	
			Maximum Marks	4 marks	

Test case ID	Feature Type	Component	Test Scenario	Pre-Requisite	Steps To Execute	Test Data	Expected Result	Actual Result	Status	Commnets	TC for Automation(Y/N)	BUG ID	Executed By
LoginPage_TC_OO1	Functional	Home Page	Verify user is able to see the Login/Signup popup when user clicked on My account button	Nil	1.Enter URL and click go 2.Click on My Account dropdown button 3.Verify login/Singup popup displayed or not	https://shopenzer.com/	Login/Signup popup should display	Working as expected	Pass				
LoginPage_TC_OO2	UI	Home Page	Verify the UI elements in Login/Signup popup	Nil	1.Enter URL and click go 2.Click on My Account dropdown button 3.Verify login/Singup popup with below UI elements: a.email text box b.password text box c.Login button d.New customer? Create account link e.Last password? Recovery password link	https://shopenzer.com/	Application should show below UI elements: a.email text box b.password text box c.Login button with orange colour d.New customer? Create account link e.Last password? Recovery password link	Working as expected	Fail	Steps are not clear to follow		BUG 1234	
LoginPage_TC_OO3	Functional	Home page	Verify user is able to log into application with Valid credentials	Nil	1.Enter URL(https://shopenzer.com/) and click go 2.Click on My Account dropdown button 3.Enter Valid username/email in Email text box 4.Enter valid password in password text box 5.Click on login button	Username: cholam@gmail.com password: Testing123	User should navigate to user account homepage						
LoginPage_TC_OO4	Functional	Login page	Verify user is able to log into application with InValid credentials	Nil	1.Enter URL(https://shopenzer.com/) and click go 2.Click on My Account dropdown button 3.Enter InValid username/email in Email text box 4.Enter valid password in password text box 5.Click on login button	Username: cholam@gmail password: Testing123	Application should show 'Incorrect email or password ' validation message.						
					1.Enter	Username:	Application should show 'Incorrect						

Shopenzer Testcases | Testsceanrios

8.2 USER ACCEPTANCE TESTING

Copying and pasting screenshots of test results into Word or Excel is very time-consuming and prone to human error. Optimize your UAT testing with automated documentation, workflow and defect management. The right tool will help you with exploratory testing and be able to document tests using a recorder for playback as needed, accelerating the process and reducing the back-and-forth between the software development and testing teams.

9.RESULTS

9.1 PERFORMANCE Metrics:

The analysis covered the period from 2012 to 2015, with conversion to the Brazilian currency Real BRL (R$). Some results:

- The US was the country with the highest profit.
- The country that presented the biggest loss in sales was Turkey.

- There was greater demand for Superstore products to be shipped via the standard mode.
- The Technology Category presented better results in Profit and Sales.
- The Retail segment performed better for all the years evaluated.

10.ADVANTAGES

1. Cost efficiency
2. Receive full-scale services
3. Maximize presentation
4. Save time
5. It is used to identify ,optimize, and forecast sales.
6. Better prediction, profit function performance

DISADVANTAGES

1. Risk of choosing the wrong provider
2. Lack of on-site support
3. Less control
4. Data security
5. Sales pattern can be changed

11.CONCLUSION

By implementing this analytics solution, the company brought their competitive and sales data reporting in-house, cut costs and increased the accuracy of their reporting and analysis. As the company moves forward with this new solution, their sales reporting costs will most likely be reduced by 50 to 70%. They are now able to analyze raw data themselves, respond more quickly to changes in market trends and perform root cause analysis to determine those shifts in the market. By securing quicker access to their data with the new solution, the company was also able to reduce the risk associated with delayed responses to changes in their markets. With the new solution, the company can now process sales reports faster than the outsourced solution, reducing turnaround time between 50% to 60%. The reporting needs of the company have been streamlined, consolidating over 10reports into the centralized dashboard solution. The company's competitive analysis group is also able to more quickly respond to internal data requests given they have the ability to pull the information themselves. With this quicker

response, the company is better able to react to changes in the market and predict opportunities for its sales force. The business also experienced an increase in the overall understanding of their sales data throughout the organization. The company now has great flexibility in the presentation of their sales and competitive data, while also being able to integrate sales data with other key data points for the organization.

12.FUTURE SCOPE

Sales analytics refers to the use of technology to collect and use sales data to derive actionable insights. It is used to identify, optimize, and forecast sales. It uses different metrics and KPIs to plan an efficient sales model that generates higher revenue for the business.

13.APPENDIX

SOURCE CODE :

```
from flask import Flask, render_template, request, redirect, url_for,

session import ibm_db

 import re


app = Flask(_name_)


hostname = '2f3279a5-73d1-4859-88f0-
a6c3e6b4b907.c3n41cmd0nqnrk39u98g.databases.appdomain.cloud

' uid = 'hmf80902' pwd = 'oHzpnV88erkd09' driver = "{IBM DB2

ODBC DRIVER}" db_name = 'bludb' port = '30756' protocol =

'TCPIP' cert = "C:/Users/Raji/Desktop/IBM/TEST/certi.crt" dsn = (

    "DATABASE ={0};"

    "HOSTNAME ={1};"

    "PORT ={2};"
```

```
    "UID ={3};"
    "SECURITY=SSL;"
    "PROTOCOL={4};"
    "PWD ={6};"
).format(db_name, hostname, port, uid, protocol, cert, pwd)
connection = ibm_db.connect(dsn, "", "") print(dsn)
# query = "SELECT username FROM USER1 WHERE username=?"
# stmt = ibm_db.prepare(connection, query)
# ibm_db.bind_param(stmt, 1, username)
# ibm_db.execute(stmt)
# username = ibm_db.fetch_assoc(stmt)
# print(username)
try:
    conn = ibm_db.connect(dsn,"", "")
print("connected to database") except:
    print("unable to connect") server =
ibm_db.server_info(conn)
print("DBSNAME: ", server.DBMS_NAME)
print("DBMS_VER: ", server.DBMS_VER)
print("DBNAME: ", server.DB_NAME)

app.secret_key = 'a'
```

```
@app.route('/',       methods=['GET',       'POST'])
@app.route('/register', methods=['GET', 'POST'])
def register():
    msg = " "     if
request.method == 'POST':
        username = request.form['username']        email_id =
request.form['email_id']        phone_no =
request.form['phone_no']        password =
request.form['password']        query = "SELECT * FROM
USER1 WHERE username=?;"        stmt =
ibm_db.prepare(connection, query)
ibm_db.bind_param(stmt, 1, username)
ibm_db.execute(stmt)        account = ibm_db.fetch_assoc(stmt)
if (account):

            msg = "Account already exists!"            return
render_template('register.html', msg=msg)
        # elif not re.match(r'[^@]+@[^@]+\.[^@]+', email_id):
        #     msg = "Invalid email addres"
        # elif not re.match(r'[A-Za-z0-9+', username):
        #     msg = "Name must contain only characters and numbers"
        else:
            query = "INSERT INTO USER1 values(?,?,?,?)"
stmt        =        ibm_db.prepare(connection,        query)
ibm_db.bind_param(stmt,             1,             username)
ibm_db.bind_param(stmt,             2,             email_id)
```

```
ibm_db.bind_param(stmt, 3, phone_no)
ibm_db.bind_param(stmt, 4, password)
ibm_db.execute(stmt) msg = 'You have
successfully Logged In!!' return
render_template('login.html', msg=msg)
   else:
      msg = 'PLEASE FILL OUT OF THE FORM'
      return render_template('register.html', msg=msg)


@app.route('/login', methods=['GET', 'POST'])
def login(): global userid msg = ' ' if
request.method == "POST":
      username = request.form['username'] password =
request.form['password'] query = "select * from user1 where
username=? and password=?" stmt = ibm_db.prepare(connection,
query) ibm_db.bind_param(stmt, 1, username)
ibm_db.bind_param(stmt, 2, password) ibm_db.execute(stmt)
account = ibm_db.fetch_assoc(stmt)

      print(account)
if account:
         session['Loggedin'] = True
session['id'] = account['USERNAME']
session['username'] = account['USERNAME']
msg = 'Logged in Successfully'
         return render_template('welcome.html', msg=msg,
username=str.upper(username))
```

```
        else:
            msg = 'Incorrect Username or Password'
return render_template('login.html', msg=msg)
    else:
        msg = 'PLEASE FILL OUT OF THE FORM'
return render_template('login.html', msg=msg)


@app.route('/welcome', methods=['GET', 'POST']) def
welcome():
    if request.method == 'POST':
        username = request.form['username']         print(username)
return render_template('welcome.html', username=username)
    else:
        return render_template('welcome.html', username=username) if "main" ==
_name_:
        app.run()
```

LOGIN PAGE:

```
<!DOCTYPE html>
<html>
<head>
<meta name="viewport" content="width=device-width, initial-scale=1">
<title> Login Page </title>
<style>
Body {
```

```
  font-family: Calibri, Helvetica, sans-serif;
  background-color:white;
  background-image: url('https://uploads-ssl.webflow.com/60e3caa50ec2a701bbf83598/61413ba6e2c7cb3fc42d5249_60c025e054f2267b7e657af5_60a30e27845e16729afaec26_shutterstock_1861448179-min.jpeg');"
}
button {
      background-color:#c3e3dc;
      width: 100%;
       color: purple;
       padding: 15px;
       margin: 10px 0px;
       border: none;
       cursor: pointer;
        }
form  button{
       border: 3px solid #f156189;
   }
input[type=text], input[type=password] {
       width: 100%;
       margin: 8px 0;
       padding: 12px 20px;
       display: inline-block;
       border: 2px white;
       box-sizing: border-box;
   }
```

```
button:hover {
        opacity: 0.7;
    }
  .cancelbtn {
        width: auto;
        padding: 10px 18px;
        margin: 10px 5px;
    }


.container {
        padding: 65px;
<!--    background-color:pink; -->



}


</style>
</head>
<body>
    <center> <h1 style="color:white">Login Form</h1> </center>
    <form>
        <div class="container">
            <label style="color:white" >Username : </label>
```

```
        <input type="text" placeholder="Enter Username" name="username" required>

        <label style="color:white">Password : </label>

        <input type="password" placeholder="Enter Password" name="password" required>

        <button type="submit">Login</button>


        <input type="checkbox"checked="checked">

        <label style="color:white">Remember me</label>

        <button type="button" class="cancelbtn"> Cancel</button>

        <a href="#"> Forgot password? </a>


      </div>

   </form>


</body>

</html>
```

LOGIN FORM:

```
<!DOCTYPE html>

<html>

<head>

<meta name="viewport" content="width=device-width, initial-scale=1">

<title> Login Page </title>

<style>

Body {

  font-family: Calibri, Helvetica, sans-serif;

  background-color:white;
```

```
  background-image: url('https://uploads-ssl.webflow.com/60e3caa50ec2a701bbf83598/61413ba6e2c7cb3fc42d5249_60c025e054f2267b7e657af5_60a30e27845e16729afaec26_shutterstock_1861448179-min.jpeg');"
}
button {
      background-color:#c3e3dc;
      width: 100%;
       color: purple;
       padding: 15px;
       margin: 10px 0px;
       border: none;
       cursor: pointer;
        }
form {
       border: 3px solid #f156189;
   }
input[type=text], input[type=password] {
       width: 100%;
       margin: 8px 0;
       padding: 12px 20px;
       display: inline-block;
       border: 2px white;
       box-sizing: border-box;
   }
button:hover {
       opacity: 0.7;
```

```
    }
  .cancelbtn {
        width: auto;
        padding: 10px 18px;
        margin: 20px;
        background-color: skyblue;
        border-radius: 5px;
        font-weight: bold;
        color: black;
    }

.content {
    margin: 0px 20%;
    color: white;
}
.container {
        padding: 25px;
    }
.loginbtn {
        background-color: skyblue;
        text-decoration: none;
        color: black;
        margin-left: 30%;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
```

```
        margin-right: 20px;
    }
.forgotbtn {
        background-color: skyblue;
        text-decoration: none;
        color: black;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
    }
.aboutbtn {
        background-color: skyblue;
        text-decoration: none;
        color: black;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
        margin-right: 20px;
    }
.dashboardbtn {
        background-color: skyblue;
        text-decoration: none;
        color: black;
        padding: 10px 20px;
        font-weight: bold;
        border-radius: 5px;
```

```
    }
.Datasetbtn{
  background-color:skyblue;
  color:black;
  padding:10px 20px;
  font-weight:bold;
  border-radius:5px;
  }
</style>
</head>
<body>
    <center> <h1 style="background-color:white">Login Form</h1> </center>
    <form>
        <div class="container content">
            <label style="color: white; font-weight: bold;">Username : </label>
            <input type="text" placeholder="Enter Username" name="username">
            <label style="color: white; font-weight: bold; ">Password : </label>
            <input type="password" placeholder="Enter Password"
name="password"><br><br>
            <a href="https://www.ibm.com/in-en/products/cognos-analytics"
class="loginbtn">Login</a>
            <a href="about.html" class="aboutbtn">About</a>
            <a
href="https://us3.ca.analytics.ibm.com/bi/?perspective=dashboard&pathRef=.publi
c_folders%2FDatavisulaization%2FData%2Bvisulaization&action=view&mode=d
ashboard&subView=model000001846c063c4b_00000000"
class="dashboardbtn">Dashboard</a>  <a
href="https://www.kaggle.com/datasets/apoorvaappz/global-super-store-dataset"
class="Datasetbtn">Dataset</a><br><br><br>
```

```
        <input type="checkbox" checked="checked" style="margin-left:
25%;">Remember me

        <a href="#" class="cancelbtn">Cancel</a>

        <a href="#" class="forgotbtn">Forgot password?</a>


      </div>

   </form>

</body>

 </html>
```

ABOUT:

```
<!DOCTYPE html>

<html lang="en">

<head>

  <meta charset="UTF-8">

  <meta http-equiv="X-UA-Compatible" content="IE=edge">

  <meta name="viewport" content="width=device-width, initial-scale=1.0">

  <link rel="stylesheet"
href="https://cdn.jsdelivr.net/npm/bootstrap@4.6.1/dist/css/bootstrap.min.css">

  <script
src="https://cdn.jsdelivr.net/npm/jquery@3.6.0/dist/jquery.slim.min.js"></script>

  <script
src="https://cdn.jsdelivr.net/npm/popper.js@1.16.1/dist/umd/popper.min.js"></scri
pt>

  <script
src="https://cdn.jsdelivr.net/npm/bootstrap@4.6.1/dist/js/bootstrap.bundle.min.js">
</script>

  <title>About</title>
```

```
<style>
  *{
    margin:0px;
    box-sizing: border-box;
  }
  body{
    font-family: Arial, Helvetica, sans-serif;
    margin: 0;
    background: #8e9eab;  /* fallback for old browsers */
    background: -webkit-linear-gradient(to right, #eef2f3, #8e9eab);  /* Chrome 10-25, Safari 5.1-6 */
    background: linear-gradient(to right, #eef2f3, #8e9eab); /* W3C, IE 10+/ Edge, Firefox 16+, Chrome 26+, Opera 12+, Safari 7+ */


  }
  #about{
    margin-top: 50px;
  }
  h1{
    font-size: 60px;
  }
  p{
    font-size: 20px;
  }
  #cards{
    padding: 30px
  }
```

```
    .column{
      padding: 30px;
    }
    .card{
      border: none;
      box-shadow: rgba(0, 0, 0, 0.24) 0px 3px 8px;
    }
    button{
      margin-left: 100px;
      margin-top: 50px;
    }
    #home-btn{
      margin-top: 50px;
      margin-left: 100px;
      padding:10px 30px;
      font-size: 30px;
    }
  </style>
</head>
<body>



  <a href="index.html" class="btn btn-dark stretched-link" id="home-
btn">Home</a>
<div class="container-fluid" id="about">
    <h1>ABOUT US </h1>
```

```
</div>

<h2 style="text-align:center">Our Team</h2>
<div class="container-fluid" id="cards">
<div class="row">
  <div class="column">
    <div class="card" style="width:200px;">

      <div class="card-body">
        <h6 class="card-title">RAJARAJESWARI D</h6>
        <h6 class="title">Team Leader</h6><br>
        <p class="card-text">CSE<br><br></p><br>

        <a href="#" class="btn btn-primary stretched-link">See Profile</a>
      </div>
    </div>
  </div>
  <div class="column">
    <div class="card" style="width:200px">

      <div class="card-body">
        <h6 class="card-title">SNEHA P</h6>
        <h6 class="title">Team Member 1</h6><br>
        <p class="card-text">CSE<br><br></p><br>
```

```
      <a href="#" class="btn btn-primary stretched-link">See Profile</a>
    </div>
  </div>
</div>


<div class="column">
  <div class="card" style="width:200px">

    <div class="card-body">
      <h6 class="card-title">VINITHA K</h6>
      <h6 class="title">Team Member 2</h6><br>
      <p class="card-text">CSE<br><br></p><br>
      <a href="#" class="btn btn-primary stretched-link">See Profile</a>
    </div>
  </div>
</div>

<div class="column">
  <div class="card" style="width:200px">

    <div class="card-body">
      <h6 class="card-title">GAYATHRI R</h6>

      <h6 class="title">Team Member 3</h6><br>
```

```
        <p class="card-text">CSE<br><br></p><br>
        <a href="#" class="btn btn-primary stretched-link">See Profile</a>
      </div>
    </div>
  </div>


 <div class="column">
  <div class="card" style="width:200px">

      <div class="card-body">
      <h6 class="card-title">ABIRAMI B</h6>

      <h6 class="title">Team Member 4</h6><br>
      <p class="card-text">CSE<br><br></p><br>

      <a href="#" class="btn btn-primary stretched-link">See Profile</a>
    </div>
  </div>
</div>

</div>
</body>
</html>
```

REGISTRATION:

```
<!DOCTYPE html>
```

```
<html>


<head>
    <title></title>
    <meta name="viewport" content="width=device-width, initial-scale=1.0">
    <link rel="stylesheet" type="text/css"
href="{{url_for('static',filename='style.css')}}">
    <link rel="stylesheet" href="https://cdnjs.cloudflare.com/ajax/libs/font-
awesome/4.7.0/css/font-awesome.min.css">
    <!-- jQuery library -->
    <script
src="https://ajax.googleapis.com/ajax/libs/jquery/3.2.1/jquery.min.js"></script>


    <!-- Latest compiled JavaScript -->
    <script
src="https://maxcdn.bootstrapcdn.com/bootstrap/3.3.7/js/bootstrap.min.js"></scrip
t>
    <script src="https://www.google.com/recaptcha/api.js" async defer></script>
    <style type="text/css">
        body{
            margin: 10px 10px 10px 100px;
            background-color: #ff99ff;


        }


        .error {
            color: red;
        }
```

```
        .fm1 {
            text-align: center;
        }

        .lb1 {
            text-align: center;
            padding: 25px;
        }

        .lb2 {
            margin-left: 20px;
        }

        .lb3 {
            margin-right: 35px;
        }

        .container {
            display: block;
        }
        .k{
            border-radius: 15px;
        }
    </style>
</head>
```

```
<body>


   <?php
include 'header.php';
?>
    <center>
   <div class="heading fix">
      <label class="lb1"><h2>REGISTRATION FORM</h2> </label>
   </div>
   <div class="outerbox">
      <div class="fixedbox">
      </div>
      <div class="scrollbox">
         <div class="registerdonor">
            <form action="process.php" method="POST" id="myform">
               <div class="login">
                  <h3>Login Details</h3>
                  <table class="fm1">
                     <tr>
                        <td colspan="2">
                           <label class="lb1" class="username">User Name:-</label>
                           <input type="text" name="user_name" required
pattern="^[A-Za-z0-9._%+-@]{5,10}$"
                              title="Enter a username between 5 to 10 letter"
autocomplete="off">
                        </td>
```

```
                    </tr>
                    <tr>
                        <td>
                            <label class="lb1">Full Name:-</label>
                            <input type="text" name="user_full_name" required
pattern="[A-z ]+$"
                                title="Use only character & whitespace"
autocomplete="off">
                        </td>
                    </tr>
                    <tr>
                        <td>
                            <label class="lb1">Email Id:-</label>
                            <input type="email" name="user_email" required
                                pattern="[A-Za-z0-9._%+-]+@[A-z0-9.-]+\.[a-z]{2,}$"
                                title="Email id is not Valid" autocomplete="off">
                        </td>
                    </tr>
                    <tr>
                        <td>
                            <label class="lb1">Password:-</label>
                            <input type="password" name="password" required
                                pattern="(?=.\d)(?=.[a-z])(?=.*[A-Z]).{6,}"
                                title="Must contain at least one number and one
uppercase and lowercase letter, and at least 6 or more characters"
                                id="password" autocomplete="off">
                        </td>
```

```
                    </tr>
                    <tr>
                        <td>
                            <label>Confirm Password:-</label>
                            <input type="text" name="confirm_password" required
                                pattern="(?=.\d)(?=.[a-z])(?=.*[A-Z]).{6,}"
                                title="Must contain at least one number and one
uppercase and lowercase letter, and at least 6 or more characters"
                                id="confirm_password" autocomplete="off">
                        </td>
                    </tr>
                </table>
            </div>
            <div class="container">
                <h3>Contact Details</h3>
                <table class="fm1">
                    <tr>
                        <td>
                            <label>Mobile Number:-</label>
                            <input type="text" name="user_number" required
pattern="^[1-9]{1}[0-9]{9}$"
                                title="Number is not valid" autocomplete="off">
                        </td>
                    </tr>
                    <tr>
                        <td>
                            <label class="lb1">Pincode</label>
```

```
                    <input type="text" name="pincode" required pattern="^[0-
9]{6}$"
                        title="Pincode is not valid" autocomplete="off">
                </td>
            </tr>
            <tr>
                <td rowspan="1">
                    <label class="lb1">Address:-</label>
                    <textarea name="Address" placeholder="follow with
pincode" required></textarea>
                </td>
            </tr>

            <!-- <tr>
                <td>
                    <label class="lb1">City:-</label >
                    <input type="text" name="city">
                </td>
            </tr> -->
            <tr>
                <td>
                    <label class="lb1">State:-</label>
                    <input type="text" name="state">
                </td>
            </tr>
        </table>
    </div>
```

```
<div class="personal">
    <h3>Personal Details</h3>
    <table class="fm1">
        <tr>
            <td>
                <label>Date Of Birth:-</label>
                <input type="date" name="date_of_birth" required
autocomplete="off">
            </td>
        </tr>
        <tr>
            <td>
                <div class="radio">
                    <label class="lb3">Gender:-</label>
                    <input type="radio" name="gender" class="radio1"
value="Male"><span
                        class="radioname" required
autocomplete="off">Male</span>
                    <input type="radio" class="radio2" name="gender"
value="Female"><span
                        class="radioname" required
autocomplete="off">Female</span>
                </div>
            </td>
        </tr>
        <tr>
            <td>
                <label class="lb1">Blood Group</label>
```

```
                    <input type="text" list="bloodgroup" name="blood_group"
placeholder="----Select----"
                        required autocomplete="off">
                    <datalist id="bloodgroup">
                        <option value="A+"></option>
                        <option value="A-"></option>
                        <option value="AB+"></option>
                        <option value="B+"></option>
                        <option value="B-"></option>
                        <option value="O+"></option>
                        <option value="O-"></option>
                    </datalist>
                </td>
                <!-- <tr>
                <td>
                    <label class="lb1">Plasma Type</label >
                    <input type="text" list="plasmatype" name="plasma_type"
placeholder="----Select----"
                        required autocomplete="off">
                    <datalist id="plasmatype">
                        <option value="Hot"></option>
                        <option value="Warm"></option>
                        <option value="Cold"></option>
                        <option value="Ultra Cold"></option>
                    </datalist>
                </td>
            </tr> -->
```

```
                    <tr>
                        <td>
                            <label class="lb1">Weight In Kg :-</label>
                            <input type="number" name="weight" required
autocomplete="off">
                        </td>
                    </tr>
                </table>
            </div>



            <p class="lb2"><input type="checkbox" name="terms"
id="checkbox" required autocomplete="off">
                <!-- I agree to have my contact details broadcasted to the registered
donors of PGHS.net -->
                I agree that the above details are true </p>


            <input type="reset" class="lb2 k" name="submit" value="Reset">
            <a href="login.html">
                <input type="button" class="lb2 k" onclick="href='login.html';"
value="Submit"></a>
        </div>
        </form>
    </div>


</div>
</div>
```

```
    <!-- Responsive table  -->
    <div class="rregisterdonor">
        <form action="process.php" method="POST" id="myform">
</center>



</html>
```

GITHUB: https://github.com/IBM-EPBL/IBM-Project-32639-1660211138

PROJECT DEMO LINK:

https://drive.google.com/drive/folders/1axRDAaOQ86rcpbMFGXkubsEuy4SH37Ha