

Equipment	
P	* equipment_id VARCHAR2 (20)
F	certificate_id VARCHAR2 (20)
U	* inventory_code VARCHAR2 (50)
	* description VARCHAR2 (255)
	active UNKNOWN
F	category_id VARCHAR2 (20)
Equipment_PK (equipment_id)	
INDEX_1v2 (inventory_code)	
Equipment_Category_FK (category_id)	
Equipment_DeliveryCertificate_FK (certificate_id)	

DeliveryCertificate	
P	* certificate_id VARCHAR2 (20)
F	contract_id VARCHAR2 (20)
	* delivery_date DATE
	notes UNKNOWN
DeliveryCertificate_PK (certificate_id)	
DeliveryCertificate_Contract_FK (contract_id)	

Contract	
P	* contract_id VARCHAR2 (20)
F	nit VARCHAR2 (20)
U	* contract_number VARCHAR2 (50)
	* start_date DATE
	* end_date DATE
	* monthly_value NUMBER (15,2)
Contract_PK (contract_id)	
INDEX_1v1 (contract_number)	
Contract_Company_FK (nit)	

Company	
P	* nit VARCHAR2 (20)
	* name VARCHAR2 (100)
	industry VARCHAR2 (50)
	address VARCHAR2 (255)
	phone VARCHAR2 (20)
	email VARCHAR2 (100)
	country VARCHAR2 (50)
	state VARCHAR2 (50)
	creation_date DATE
Company_PK (nit)	

Opportunity	
P	* opportunity_id VARCHAR2 (20)
F	nit VARCHAR2 (20)
F	contact_id VARCHAR2 (20)
	* opportunity_name VARCHAR2 (100)
	description UNKNOWN
	estimated_value NUMBER (15,2)
	creation_date DATE
	estimated_close_date DATE
	status VARCHAR2 (20)
	success_probability NUMBER (5,2)
Opportunity_PK (opportunity_id)	
Opportunity_Company_FK (nit)	
Opportunity_Contact_FK (contact_id)	

Contact	
P	* contact_id VARCHAR2 (20)
F	nit VARCHAR2 (20)
	* first_name VARCHAR2 (50)
	* last_name VARCHAR2 (50)
	position VARCHAR2 (50)
	phone VARCHAR2 (20)
	email VARCHAR2 (100)
	last_interaction_date DATE
Contact_PK (contact_id)	
Contact_Company_FK (nit)	

Interaction	
P	* interaction_id VARCHAR2 (20)
F	contact_id VARCHAR2 (20)
	interaction_date DATE
	interaction_type VARCHAR2 (50)
	notes UNKNOWN
Interaction_PK (interaction_id)	
Interaction_Contact_FK (contact_id)	

UserAccount	
P	* user_id VARCHAR2 (20)
F	nit VARCHAR2 (20)
U	* username VARCHAR2 (50)
	* password_hash VARCHAR2 (255)
	* email VARCHAR2 (100)
	created_at TIMESTAMP
	last_login TIMESTAMP
UserAccount_PK (user_id)	
INDEX_1v3 (username)	
UserAccount_Company_FK (nit)	

User_Role	
PF	* user_id VARCHAR2 (20)
PF	* role_id VARCHAR2 (20)
User_Role_PK (user_id, role_id)	
User_Role_Role_FK (role_id)	
User_Role_UserAccount_FK (user_id)	

Role	
P	* role_id VARCHAR2 (20)
	* role_name VARCHAR2 (50)
	description UNKNOWN
Role_PK (role_id)	

Opportunity_Product_Service	
PF	* opportunity_id VARCHAR2 (20)
PF	* product_service_id VARCHAR2 (20)
	quantity INTEGER
	negotiated_price NUMBER (15,2)
Opportunity_Product_Service_PK (opportunity_id, product_service_id)	
Opportunity_Product_Service_Opportunity_FK (opportunity_id)	
Opportunity_Product_Service_Product_Service_FK (product_service_id)	

Product_Service	
P	* product_service_id VARCHAR2 (20)
	* product_service_name VARCHAR2 (100)
	description UNKNOWN
	price NUMBER (15,2)
Product_Service_PK (product_service_id)	

Opportunity_Stage_History	
PF	* opportunity_id VARCHAR2 (20)
PF	* stage_id VARCHAR2 (20)
	change_date DATE
	notes UNKNOWN
Opportunity_Stage_History_PK (opportunity_id, stage_id)	
Opportunity_Stage_History_Opportunity_FK (opportunity_id)	
Opportunity_Stage_History_Opportunity_Stage_FK (stage_id)	

Opportunity_Stage	
P	* stage_id VARCHAR2 (20)
	* stage_name VARCHAR2 (50)
	description UNKNOWN
Opportunity_Stage_PK (stage_id)	

Contact_Department	
PF	* contact_id VARCHAR2 (20)
PF	* department_id VARCHAR2 (20)
	assignment_date DATE
Contact_Department_PK (contact_id, department_id)	
Contact_Department_Contact_FK (contact_id)	
Contact_Department_Department_FK (department_id)	

Department	
P	* department_id VARCHAR2 (20)
	* department_name VARCHAR2 (50)
	description UNKNOWN
Department_PK (department_id)	