**Philippine Aerospace Industries**

**ByterRom IT Solutions Company**

**Sales and Delivery System**

**Revision #4**

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**PROJECT OVERVIEW**

Sales and delivery department is responsible for supplying the aircrafts made of the company to its client. The department ensures that the quality service of aircrafts that the company sales are world class at competitive pricing and the delivery process is on track. By the use of the newly improved system, this plan will provide more efficient delivery of the aircrafts and manageable sales system were the users will be able to handle the sales details and reports in a convenient way.

The plan of the department is to add more specific features to enhance the current system and also by improving the features of the current system of the company in order to determine the possible problems to avoid the risk and potential loss in terms of sales and delivery. These are the following features that will be included in improving the current system of the department: Recording, Reporting, Scheduling, Delivery, Tracking, Payment, Stock/Inventory, and Search.

The plan and changes that will be made in this project will ensure to satisfy the necessary needs of the company to provide the sales and delivery department in a whole new level in providing excellent quality service in selling and delivery of the aircrafts.

Chapter II

**EXECUTIVE SUMMARY OF PROJECT CHARTER**

This chapter will present the information required for the Assumptions and Constraints of the project.

**Assumptions and Constraints**

Aerospace manufacturing is a high-technology industry that produces aircraft, guided missiles, space vehicles, aircraft engines, propulsion units, and related parts. The industry is comprised of government and private industries that perform the institutional roles of end-users, suppliers and manufacturers. The value chain consists of the government and airline companies as primary customers; companies, a tiered chain of suppliers and manufacturers; companies that perform MRO of equipment and parts; and the consuming public as aircraft passengers.

Provide an overview of:

* The key planning assumptions that have been made in the development of this Plan. For example, assumptions may have been made about the number of quality reviews or rework required for each product; or it may be assumed that the information and resources need to produce the products of this stage are, in fact, available; and
* Assumptions which have been made in relation to the delivery of the project more generally, such as staff availability, impact on stakeholders, benefits to be delivered of the company in the Philippine aerospace industries.
* Resources will provide the needed equipment or materials for making an aircraft for this project to make this company track.
* This section will make a system that the company will provide the needed equipment for the business for them to keep them on track
* This section will focus in the scope to know what are the possibilities outcome of the system if the company succeed with the business process
* The budget of the company 100,000,000M will make sure this money will spend equal for making this project.
* Requirements of the company are to evaluate all the members and analyze the problem of the Philippine aerospace industries.
* Designs of the system for the Philippine aerospace industries are not yet done because of the progress report of the company diagrams.
* Implementation of the project manager to the members to make this project clear with the company for the resources need for making an aircraft
* Sales of the aircraft with the other country upgraded with the system, can track the delivery by using the system.
* Reviewing of the project is not completed because of enough requirements
* Communication with the other section is very important to know what are the particular jobs/ progress report of the project system

**Expected Outputs**

This project shall provide the following outputs decisions to make an efficiency system for selling and delivering of aircraft manufactures. The team shall delivery the following:

**Pre-Implementation**

* Brainstorming about the new feature modules of sales and delivery system.
* Budget Proposal for the company project.
* Conduct meetings with the clients.
* Gathered necessary requirements and documents from the clients.
* Analyze and initialize the plan based from the gathered information from the clients.

**Implementation**

* Designing the system based from client needs.
* Budget Reports of the cost from the new system.
* Upgrading new software feature modules used.

-Tracking the Delivery -Recording

-Reporting -Scheduling

-Delivery -Tracking

-Payment -Stock/Inventory

-Search

* Prototype System.
* Unit testing of the new system.
* System feedback and approval from clients.
* Orientation and training of the end-users.
* Hiring of personnel for maintenance of the system after deployment.

**Post-Implementation**

* Finalization of the new the system.
* Updated project and software documents.
* Deployment of the new system.

**Features of the Proposed System**

The improved system of Sales and Delivery shall delivery the following features:

* System will have a list of parts of aircraft manufactures design that can track the delivery and safety selling services in other country.
* Additional enhancements outside the original specification were completed prior to the end of the warranty period.
* Quick response time: Reduction in the time to determine delivery dates for standard products from days to over the phone, or on-line during the order inquiry request.
* Order amendments: If an order change is requested and approved, the system will provide the facilities to determine the status of the order (to figure out if the change is feasible), re-plan and reschedule based on the current status of the order.
* The ability to merge detailed lines in an invoice to limit the granularity visible to the customer but still retain the detail for inventory and reporting/enquiry purposes.
* The ability to automatically generate a purchase order or purchase order reminder when stock levels are insufficient to satisfy the order.
* Dispatch Management; this module provides operational teams with an interface for scheduling driver pick-ups and deliveries. With complete, end-to-end visibility of the delivery business as a whole, this module saves critical time identifying who a task should be assigned to.
* Real-Time tracking; providing instant access to real-time mapping of driver location is critical to providing a great customer experience.
* Driver Interface; drivers need fingertip access to all of a delivery’s information—customer data, order information, routing data and more. They need mobile access to all the tools necessary to complete the transaction—payment applications, delivery verification, tipping payments and more.
* Integration Options; companies can take a modular approach to augmenting existing systems with the remaining features they need. Integration options are critical to supporting both enterprise systems and essential ecosystem products.

Customer Notifications; provide immediate notice that the goods or services they have ordered are being delivered.

Chapter III

**SCOPE MANAGEMENT**

This section will discuss about the information needed to identify scope of the project plan by Work Breakdown Structure, Deployment Plan and Change Control Management.

**Work Breakdown Structure**

Table 1: Hierarchy of Work Structure

Table 1 shows the process of each phase in this project plan. The system comprises of 4 phases which are Planning, Developing, Testing and Deployment. Each of the phases has manageable sections that organize the work structure of the whole project plan. This defines the scope of the project team into sections or breakdown structure that provides the details of the activities that will be executed in this project.

The Planning phase will cover all the project plans based from the clients need up to the approved project plan. After the planning phase, next is the Developing phase in which the team will conduct the development process of the system in order to move on to the next phase which is the Testing part of the system. After all the testing and revisions, the team will ask the client’s acceptance to the said system. Lastly the deployment phase in which the system will be online and maintenance of the system will take place.

**Deployment Plan**

These General Terms of Sale and Delivery will be applied to all Product deliveries taking place between the Seller and Buyer, unless otherwise agreed in part or whole by the Parties in a written agreement. When making an order, the Buyer accepts these General Terms of Sale and Delivery. These General Terms of Sale and Delivery are on view on and can be copied from the Seller’s website, and the Buyer will be supplied with a copy of them on request.

**Deliveries-** Any sold Products shall be packed according the Seller’s customary packing practices. If a Product is packed in a way that differs from the Seller’s customary packing practices on the request of the Buyer, this shall be agreed upon separately in writing by both the Seller and Buyer. In such a case, the Buyer shall be responsible for any costs caused by packing, unless otherwise agreed upon in writing.

Product Information- Any information presented in brochures and other advertising material is only informative and does not bind the Seller. Price or a part of it may not be paid. The Seller has the right to delay further deliveries until outstanding payments have been made or an acceptable security has been given. In such a case, the Buyer is not entitled to make claims based on such delays in further deliveries.

Each delivery unit has a particular connection with the boundaries of Management group of the company of Philippine aerospace Industries that can lead to the project director of the company of Philippine aerospace industries will manage the deliveries with the other partnership country for selling a parts of aircraft. And the other company within in the different industries can lead us fast transaction with the other country for delivery a product. Technical design architect, Application, development company manager will check all the design and stabilize of an aircraft so that can make a good product of an aircraft. After checking the design of a aircraft this will lead to the company or finished product that can access to the development of the company manager so that manager will notice how many aircraft parts did the company make this will be guided by the technical expertise of the company and application expertise of the product that they are delivering Test manager will check the aircraft if the parts have damage or malfunctioning well if the delivery statement are already agreed with the terms the company and the other company will communicate how they delivered the item properly.

**Change Control Management**

**Proposed Chart for Change Management**

**Business Leaders and Directors of the Company**

**Section Change Management Team**

**ByterRom IT Solution Company**

**Project Sponsor**

**Philippine Aerospace Industry**

**Project Leader of the Company**

**Project Leader/Manager of the ByterRom IT Solution Company**

**Project Team**

The Philippine Aerospace Industry offers the ByterRom IT Solution Company to make a system upgrade by planning and following requirement of each section. Each group of the company has 9 sections to develop this project. Project Planning aims to achieve specific goals and meet specific success criteria at the specified time. Research development constitutes the first stage of development of a potential new service or product. Production and assembly that finalize the materials needed to upgrade the system. Leader per section will guide the team with the formal requirements,approved document used to manage project execution. The Project Management Plan documents the actions necessary to define, prepare, integrate and coordinate the various planning activities. The Project Management Plan defines how the **project** is executed, monitored and controlled, and closed.

**Communication Management Plan**

The communication plan made in the project will be presented by the following:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Stakeholder** | **Communications Method** | **Frequency** | **Responsibility** | **Notes** |
| Key stakeholders | Project release  Meeting | Start of project | Project manager | Both team and client meetings recommended |
| Client executive | Steering committee | Monthly | One of the project proponent | Review status, milestones, key issues |
| Client managers | Email | Weekly | One of the project proponents |  |
| Development team | Status meetings | Weekly | Project manager | Review project status, schedule, issues |

**COST/BUDGET MANAGEMENT**

The cost of the product will be on the following requirements:

|  |  |  |  |
| --- | --- | --- | --- |
| **Department Utilities**  **Salaries of employees** | | **Monthly** | **Total / 2 Years** |
|  | James Roi Sergio | PHP 100,000 | PHP 2,400,00 |
|  | John Benedict Disuanco | PHP 80,000 | PHP 1,920,000 |
|  | James Judd Sison | PHP 80,000 | PHP 1,920,000 |
|  | Eric Jay Vida | PHP 80,000 | PHP 1,920,000 |
| **Production** | |  |  |
|  | Electricity Bill | PHP 200,000 | PHP 4,800,000 |
|  | Water Bill | PHP 80,000 | PHP 1,920,000 |
|  | Foods | PHP 50,000 | PHP 1,200,000 |
|  | Internet Connection | PHP 50,000 | PHP 1,200,000 |
| **Insurance** | | PHP 83,333 | PHP 2,000,000 |
| **SALES** | | | |
| Software Maintenance | | PHP 100,000 | PHP 2,400,000 |
| Proper Storage | | PHP 100,000 | PHP 2,400,000 |
| Supplies Expenses | | PHP 50,000 | PHP 1,200,000 |
| License Fees and Taxes | | PHP 50,000 | PHP 1,200,000 |
| **DELIVERY** | | | |
| Transportation Expense | | PHP 50,000 | PHP 1,200,000 |
| Training and Development | | PHP 100,000 | PHP 2,400,000 |
| Repair and Maintenance | | PHP 250,000 | PHP 6,000,000 |
| Telecommunication Expense | | PHP 100,000 | PHP 2,400,000 |
|  | |  |  |
| Total: | | **PHP 1,603,333** | **PHP 38,479,992** |