Statement of Work

**Title** : Business Admin Panel

**Team Members** : Dhruvi Mehta

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**Technologies** : Frontend – React JS

Backend – Node JS

Database - Mysql

**Key Terms:**

Business Type

* **Product based** : Businesses that are based on product (purchasing and selling products only)
* **Service based** : Businesses that are only giving services to the customers
* **Membership based:** business that are provide special services to customers example : GYM ,CLUBS etc.
* **Product and Service based** : Businesses that are selling products and also giving services to the customers.
* **Service and Membership based** : Businesses that are provide membership and services to the customers.
* **Product, Service, Membership based :** Businesses that are selling product, provide services and also memberships.

**Filters**

-> Daily

-> Weekly

-> Monthly

**What Business Admin Module represents ?**

Business Admin module Gives overall insight of business that how the business is going what is condition of business . It represents graphical view of Business states. And also Provide easy to Understand analysis view

**Module Details**

If business have more than one branches then there will be dropdown to select branch location or branch name. According to selection , data will be displayed to the user.

* Daily Report -> In daily report we will send business admin a one page report’s link generated by software to show daily progress and business states like sales , hot hours , collection and expenses of the day.

* Admin Panel -> Through Admin panel a businessman can look-over to their business states and growth there will be following data in this panel.

* + Sales
    - **Total sales (Graph)** -> Category(Product , service, membership) Wise bar chart of sales according to filter .Will also display sales data between entered dates .
    - **Due Invoice** -> To show Number of Due Invoices that business have to pay.
    - **Due Amount** -> Total Due Amount business have to receive based on due invoices.
    - **Total tax** -> Total tax paid monthly or Quarterly and Yearly.
    - **Total Discount** -> Total Discount amount given based on invoices.
    - **Customer wise Due** -> It will Show List of customers with their due amounts.
    - **Hit-Days (Graph)** -> Based Weekly sales return day name with high number of invoices
    - **Hit hours (Graph)** -> Based Daily sales return Time Range of day with high number of invoices
  + Collection
    - **Total Collection** -> Collected Amount owed to that business by a customers will be shown here It will we according to filter.
    - **Method based (Card, UPI, Cheque, Cash, Digital payment) (Graph)** -> Collection Amount based on payment methods will be shown according to filter
    - **Expenses (Graph based on payment method )** ->It will show graph of business expenses according to filter.
    - **Opening collection** -> It will show Last day Closing collection .
  + Staff
    - **Total Staff** -> Total Number of staff and their list with designation.
    - **Staff pay** -> It includes the salary of staff and advance salary paid to staff.
  + Purchase
    - **Total Purchase (Graph)** ->Total amount used to purchase Goods or services for business between given time period or according to filter.
    - **Top Vendor** -> List of 10 Vendors from whom business Purchasing the most .
    - **Due Invoice** -> Number of Invoices Due and List of due Invoices.
    - **Due Amount** -> Total amount of due invoices
  + Customers
    - **Top customers** -> Top customer List Based on Customer With highest number of invoices.
    - **Wallet balance** -> Change amount of invoices or wallet amount of customer
    - **New customer** -> Customer with one invoice in recent time period (according to filter)
    - **Returning customer** -> Customers with more than One invoices in recent time period (according to filter)
    - **Customer ratings** -> Average Rating of Total ratings got till the day.
    - **Visiting Customer** -> Total number of new Customer + Total number of Returning customer (according to filter)

Business analysis

Current ratio:

It indicate whether a business has sufficient cash flow to meet its short‑term obligations, take advantage of opportunities and attract favourable credit terms.

Net profit margin:

(also called return on sales)

Measures the percentage of sales revenue retained by the company after operating expenses, interest and taxes have been paid.

**Bottle necks**

Need some Training to Understand React and NodeJS. Have to understand business ratios.

We need to understand database clearly .

**Assumptions**

Different type of business ratios to show business growth.

**Questions**

1. What is collection (I assumed 1st January’s collection was the amount paid by customer of their due amount)?

2. What is difference between Collection and Sales?

3. In wallet balance we will display the total wallet balance (particular customer have their own wallet balance and the total wallet balance will be the sum of all the customer’s wallet balance)?

4. Can we export sales and expense data separately or we have to export whole report and In which format PDF or DOCX ?