Egypt Foods Sales System

Project Planning Document

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UTPA

THE UNIVERSITY OF TEXAS-PAN AMERICAN

Contents

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Section 1. Project Overview

1.1 Project Description

*Project is aimed at sales system for Egypt Foods Group**,** It is set of alleviating the problems the company encountered during sales computation in the past ,It describes and explain the Automation of sales and how to calculate due cash sold by the treasury and salesperson and retail sales**,** this is done to improve the efficiency of time easily without waiting long and reduce insecurity of the company fund and sales record, because it is, manually done, the record may be incorrect, also The system has to facilitate the tracking of the cycle using handheld devices given to the sales representatives to monitor the employee line through customers, The financial collection in case it is manual, and the E-bill for purchase and return orders. In addition, providing the mandatory reports and the overall status of sales to other managers in suitable way in order to make the right decision in efficient and short time way.*

The system will be automated and developed to achieve several critical points in sales department and that is the following:-

1. **Efficiency and Time saving:** The system aims to increasing the efficiency in sales and time saving of making purchasing orders and returning orders
2. **High security of Cash flow:** The system tracks how the cash will be paid from customer, and salesman collects it, until it is existed in the safe of the company
3. **Track the status of the products:** The company will be able to determine the status of its products in the market easier and faster in efficient way
4. **Faster Decisions-Making:** due the high dependency on the system and the handheld devices given to the salesmen, the data entered easier the faster, so information is ready to be analyzed by managers.
5. **Save-time on transportation cost:** The system is defining a specific line for each salesman through customers based on business unit.

1.2 Project Scope

Project Includes
Monitor the sale cycle through Handheld devices suitable with the system for employees
GPS tracking for representatives into business-units
Integrate E-pay option with the system (Fawry and Vodafone cash) to be easier on customers
Information on merchants and products offered
Monitoring credit limits for salesmen

Project Includes
Monitoring the financial state of the customers
Monitoring monthly and annual targets of sales
Track the customer warehouse inventory to cover them up
Provide e-billing for purchase and return orders using the handheld devices
Monitor the pre-sale (Order takers - Order delivers)
Mobile application for customers integrated with the system to save time on sale
Provide printers and roll printers for receipts
Monitor the status of the products in the market
Monitoring the availability of the products and prices
Connect and track the handheld devices given to salesmen to the overall system
Providing overall reports and the status of sales with statistical tools integrated with system

Project Excludes
The marketing process such as sales offers
The mobile application for customers doesn't support IOS platform
Payment method using Bank Transfer
Using any office software with the system

1.3 Assumptions

Assumptions
The system got down due the high number of users using the system simultaneously
The system will be completed according to company's requirements
Raising the efficiency, benefits, saving time for business
Positively changes on number of sales
A number of employees are not qualified for using the system
Provide customers with products continuously
A High dependency on the handheld devices given to salesmen
Saving time of transportation between customers (Tracking Customers line)
Decrease the number of employee in sales department
The process of making a decision within the stockholders will be much easier and quicker
The risk of credibility of the financial collection within salesmen will be low
The cash flow from customers to the company is faster

1.4 Constraints

Constraints
The lack of experience using the technology within the employees
A mid-range of time to complete the system
License from Soti company for handheld devices
License from Fawry and Vodafone cash for integration
Android developers For mobile application design
The company's budget for the system
The systematic approach of sales management in the company

Section 2. Project Start-Up

2.1 Project Life Cycle

An Agile method will be followed to develop the whole system, in sharing with the sales management, salesmen and chosen clients. A periodic meeting with JAD Sessions will be performed to get reviews and approvals for the suggested ideas to maintain if required. Making deals and contracts with a specific companies is applied too. A questionnaires is given to workers and employees to cover their requirements to raise the efficiency.

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2.2 Methods, Tools, and Techniques

The Application required will be developed using DART in Flutter to be installed on Android devices, the whole system will be connected to Salesbuzz system software with a subscription that present database and functions to be compatible with system functions. The track of salesmen will be connected with salesbuzz too, SOTI app will be connected to their devices to prevent any delays or unknown activities. A contract will be dealt with Fawry and Vodafone cash to provide an e-payment for clients to make it easier that is connected to the system.

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2.3 Estimation Methods and Estimates

Estimation Methods and Estimates	
Description	Best way to make and develop the whole system is to make meeting periodically in short terms, but it may cost a lot of time and make some delay.
Effort in person-months or person-hours	37 Hours
Schedule in calendar months	78 Months
Budget in EGP	2,608,500.00 EGP
Level of Uncertainty	Low

2.4 Schedule Allocation

Major Milestone/Deliverable	Planned Completion Date
System Planning	Fri 6/17/22
Stakeholder Requirement	Fri 7/1/22
Analysis Requirement	Fri 8/5/22
Test environment	Fri 8/26/22
Database design	Fri 9/9/22
Interface design	Fri 10/7/22
License Contracts	Fri 11/25/22
Hardware Contracts	Fri 11/25/22
Mobil Control Contract	Fri 12/30/22
E-Payment contract	Fri 2/3/23
Divide the sales system for software configuration	Fri 1/27/23
Hiring android developers for mobile application	Fri 2/3/23
Hiring IT technical	Fri 12/30/22
Implementing the mobile application	Fri 3/17/23
configure the sales buzz software	Fri 2/3/23
Setup the handheld devices	Fri 2/24/23
Testing the mobile application and sales buzz	Fri 3/31/23
Installation of the system	Fri 5/12/23
Prepare the use of guidance document	Fri 8/11/23
Present the mobile app	Fri 11/3/23

2.5 Resource Allocation

Resource	Total	Skill Set Requirements	Timeframe
Android Developers	24	Be able to deal with Flutter and DART Programming language (ANDROID), JAVA and Kotlin	5 weeks
IT Technicals	8	Be able to deal with Salesbuzz system software and databses	5 weeks

2.6 Budget Allocation

Key Budget Category	Budget Amount	Time Period
Mobile Application	500,000.00 EGP	1 year
Salesbuzz licenses	314,000.00 EGP	1 year
E-Pay integration	65,000.00 EGP	1 year
Handheld Devices	600,000.00 EGP	1 year
Salesbuzz system configurations	700,000.00 EGP	1 year
SOTI MobiControl annual subscriptions	1,115,000.00 EGP	1 year

Section 3. Risk Management

Risk Description	Probability	Impact	Strategy
Hardware unavailability	Medium	Medium	*Essential hardware for the project will not be delivered on schedule*
Mobile devices unavailability	Medium	High	*Mobile device for the project will not be delivered on schedule*
Management change	Low	Medium	
Requirements change			*There will be a larger number of changes to the requirements than anticipated*
Team Members Unknowledgeable of Business			
Underqualified staff			*The training will not be enough for the staff for using the devices*
Downfall of handheld device	Low	High	*There are problems in using the handheld or it's*
Qualified IT technical turnover			
Qualified developers turnover			
Downfall of security	Low	Very High	*Damage for the system or any indirect interference with the system*
Unsolved bugs	Medium	Low	*When testing there are bugs that are not willing to be solved according to the schedule*
Difficult usage of App			*The users of the App will find it difficult to use it*

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Section 4.   Appendices

Section 1   Purpose

The purpose of the System deliverables is to specify the overall system requirements that will govern the development and implementation of the system. The document will also establish initial security, training, capacity and system architecture requirements, as well as, system acceptance criteria agreed upon be the project sponsor and key stakeholders.

Section 2   General System Requirements

2.1   Major System Capabilities

-        System must be available 24 hours per day

-        System must be accessible by Handheld devices

-        System must be able to accept e-payments

2.2   Major System Conditions

- System must use the FDOT Enterprise GIS Framework

- System must interface with Fawry and Vodafone cash

2.   System User Characteristics

There are two types of users:

1)   Administrators and admins.

-        Allow monitoring of customer representatives, all retail purchases, and sales.

-        Monitoring of the representative's itinerary.

-        Monitor customer accounts

-        Get total purchases and sales

2)   Employees and representative

-        Knowing merchant accounts

-        Knowing the daily itinerary

Section 3   Security Requirements

Specify security requirement for users of the system.

- Authentication and password management

- Audit logging and analysis

- Network and data security

- Code integrity and validation testing

- Cryptography and key management

- Data validation

Section 4   Training Requirements

Specify Training requirements for the system.

- Increased sales productivity

- Improved self-management

- Improve customer relations

- Improve morale

- Improved communication

Section 6   Initial System Architecture

Specify the data platform, hardware, software, programming languages, tools and operating system requirements for the application or project.

a. Buy handheld devices

b. Mobile Sales Force Automation System, via Mobile and Handheld Device

c. Implementation of the program using JAVA.

d. Android OS for handheld device.

Section 7   System Acceptance Criteria

Specify the general system acceptance criteria specified and agreed upon by the project sponsor and key stakeholders that will be used to accept the final end product. For example:

•   New system must run in parallel with current production system for x months

•   3 years of data must be in system (conversion implied) on day one

Section 8   Current System Analysis

If a current system exists, perform analysis on the system and describe how the current system is used by the business. Specify data conversion requirements, relevant data flows, system interfaces to existing systems, reporting capability, etc.

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