**Project Proposal :** *Sales Reporting and Prediction for PHP*

**Background**

Based in Hawthorn - PHP, or People Health Pharmacy Inc. is a small supplier of various medicine, health care products, and accessories. They currently operate under an inefficient paper-based recording system, and are in need of a efficient software solution that will enable them to easily analyse sales data, create reports, and inform management in regards to which items are currently in demand.

As the company increases in size, and the amount of customers increase, using a paper-based recording system/database will become exponentially harder, meaning the company may have to employ and train more workers, which can cut heavily into profits. A digital database and recording system will help streamline record keeping within the company, and will enable both old and new records to be found and used easily. Access to electronic sales records will allow reports and analytics to be created with ease, when compared to using paper-based records to do the same. Many companies in the technological age make use of digital database systems, from vastly different fields of work. Examples include grocery stores, hospitals, dentist clinics, accountant firms, and many more. As such, moving forward with PHP's proposal of a digital-based sales system would be the correct move, and has the potential to greatly increase the productivity and profit margin of the company.

**Scope**

Build a simple software solution to help PHP organise their sales records. The solution must contain the following features:

* Record, edit and view sales data for pharmaceutical products.
* Predict monthly sales for items based on previous sales.
* Generate monthly sales reports which can be in CSV format.
* Provide access to these features through a graphical interface.

Some additional considerations:

* The users have been using a paper system, so intuitive UI is important for a smooth transition, and tools for adding many records manually could be useful.
* Clients need more information about monthly sales (to determine demand of items) so this information must be easily accessible and intuitively presented.

Out of Scope:

* Online/mobile access.
* Backups/redundant storage.
* Encryption.

**Deliverables and schedule**

To be delivered is the executable file of the completed program, a simple document containing instructions, and the full source code if requested by the client, upon completion of the project at the end of semester

**Initial Release Schedule of the Product backlog items**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Item | Dependencies | Business Value (1 least – 10 most) | Release Schedule  (Sprint #1 | 2 | 3 | …) |
| 1 | Add a sales record |  | 6 | Sprint #1 |
| 2 | Edit a sales record | 1 | 4 | Sprint #1 |
| 3 | Display a sales record | 1 | 6 | Sprint #1 |
| 4 | Display monthly sales report | 1 | 8 | Sprint #1 |
| 5 | Design intuitive UI for main features |  | 2 | Sprint #1 |
| 6 | Predict the sales of an item on a monthly basis | 1 | 9 | Sprint #2 |
| 7 | Predict the sales of a group of similar items on a monthly basis | 1, 6 | 9 | Sprint #2 |
| 8 | Generate a monthly sales report as a CSV file | 1, 4 | 8 | Sprint #2 |
| 9 | Create intuitive UI for main features and integrate with systems. | 5 | 7 | Sprint #2 |
| 10 | Display sales records as a graph. | 3, 9 | 5 | Sprint #2 |
| 11 | Display sales predictions as a graph. | 4, 9 | 5 | Sprint #2 |
| 12 | Write a simple guide for using the software. | 9 | 5 | Sprint #2 |