**GROUP 4**

**IS 436**

**Spring 2018**

**Deliverable 2**

**Members:**

Achal Malik

Kuran Chona

Mykiah Ashley

Abhinav Konagala

**GROUP BIOS**

Group 4 will meet from 4-6PM every Thursday.

**Mykiah Ashley -** University of Maryland, Baltimore County Senior, Information System Major, Email: [amykia1@umbc.edu](mailto:amykia1@umbc.edu), Phone Number: 443-760-6034.

Role: Main Contact

**Ankit Monga:** [mankit1@umbc.edu](mailto:mankit1@umbc.edu). Current junior at University of Maryland, Baltimore County pursuing a bachelor of science in Information Systems.

Role: Bring information from one of the systems that we will be using for deliverable one.

**Achal Malik:** Email: [achal1@umbc.edu](mailto:achal1@umbc.edu). Currently a senior at the University of Maryland Baltimore County studying Information Systems Management. I enjoy working on projects that are challenging yet reasonable.

Role: To establish that business needs are being met and goals are being achieved.

**Abhinav Konagala:** Email: [ak26@umbc.edu](mailto:ak26@umbc.edu). University of Maryland Baltimore County, Senior, majoring in Information Systems.

Role: Managing group documents.

**Kuran Chona:** [chkura1@umbc.edu](mailto:chkura1@umbc.edu). Current senior at University of Maryland, Baltimore County pursuing a bachelor of science in Information Systems.

Role: Turning documents into powerpoint for presentation.

Systems Request – UMBeatsClub Client-DJ Connector

Project Sponsor: Justin Milton, President, and Matthew Vermont, Vice-President

Business Need: This project has been created in order to increase sales and customer satisfaction, while also reducing the cost of performances of Disc Jockeys within and outside of the UMBC community by creating a product that questions the customer about music preferences before we assign a disc jockey to their event.

Business Requirements: Using an online interface, customers will be able to answer questions about music styles and their events which will help the club match better suited disc jockeys to their specific events. The system will include:

* An event description
* A music Personality quiz
* Comparison System
* An automated suggestion lists
* Email system to suggested list after suggestions

Business Value: We expect value to increase performance customer ratings within the club by sending more relevant disc jockeys to their events. We also expect to increase sales by charging more for the disc jockeys, since they are specialized for their events, inherently costing more. The performance cost is lowered because Disc Jockeys are now no longer forced to be at events that do not suit them, therefore their demanding price will go down as well, due to the fact that they would be happier.

Estimates for money earned/saved include:

* $1800 in sales from private customers
* $2000 in sales from University
* $500 decrease in disc jockey expenses
* $250 decrease in equipment manager expense.

Special Issues or Constraints:

* The styles of the disc jockey’s in the club continuously change, due to developing music and different approaches made.
* This system will need to be updated frequently to adjust for the schedule of the disc jockeys, their change in music style, or cancellation of a customer.
* Some customers may request a specific disc jockey, based on outside of survey factors like friendship or previous experience.
* Systems would have to allow for backtracking and complete answer change to be user friendly.

Systems Request – A&N Brothers Liquor Store

Project Sponsor: Nakul

Business Need: This project has been created in order to make the ordering of new inventory and tracking of existing inventory more efficient and easier to track for the business.

Business Requirements: Using an online interface, so the business can keep track easily of the inventory and find out what is low or overstocked so they can order more inventory or return inventory accordingly as well as provide charts for what sells best during what time of year.

* Charts for time of year sales
* Alerts for when certain things are low on stock
* Information on what sells quick and what sells slow
* Find out what other local stores have that is selling well that they don’t carry
* Graphs to general business sale

Business Value: This will have the business procedures flowing more effortlessly as well as help customer satisfaction with never being out of stock of things that sell very quickly. This will also help the business keep a general track of their sales and stock so that they can be more profitable as a whole.

Estimates for money earned/saved include:

* Thousands of dollars in savings from understocking and overstocking.

Special Issues or Constraints:

* If the system is ever down the business will lose complete track of its inventory and sales during the outage.
* This system will need to be updated frequently to adjust for new deliveries.
* The system will take a while to learn what sells best or worse so an adjustment period will be necessary.
* The business will have to keep a backup of this data at all times to make sure they have the data in case of an outage.

Systems Request – UMBeatsClub Client-DJ Connector

Project Sponsor: Justin Milton, President [jmilton1@umbc.edu](mailto:jmilton1@umbc.edu) 443-791-2850

Business Need: The problem is that disc jockeys are sent to parties that they are not prepared for because the organization does not know what music the client wants. This project has been created in order to increase sales and customer satisfaction, while also reducing the cost of performances of Disc Jockeys within and outside of the UMBC community by creating a product that questions the customer about music preferences before we assign a disc jockey to their event.

Business Requirements: Using an online interface, customers will be able to answer questions about music styles and their events which will help the club match better suited disc jockeys to their specific events. The system will include:

* An event description
* A music Personality quiz
* Comparison System
* An automated suggestion lists
* Email system to suggested list after suggestions

Business Value: We expect value to increase performance customer ratings within the club by sending more relevant disc jockeys to their events. We also expect to increase sales by charging more for the disc jockeys, since they are specialized for their events, inherently costing more. The performance cost is lowered because Disc Jockeys are now no longer forced to be at events that do not suit them, therefore their demanding price will go down as well, due to the fact that they would be happier.

Estimates for money earned/saved include:

* $1800 in sales from private customers
* $2000 in sales from University
* $500 decrease in disc jockey expenses
* $250 decrease in equipment manager expense
* 25 percent increase in customer satisfaction
* 25 percent increase in DJ morale

Special Issues or Constraints:

* The system has to be manually updated with the current style of the DJs.
* The results of system must come within 1 day to expedite process.
* System must come up with backup options, if the original cannot work.
* Systems would have to allow for backtracking and complete answer change to be user friendly.
* Paper System has to be made for unforeseen circumstances.

Systems Request – A&N Brothers Liquor Store

Project Sponsor: Nakul, [nakulmonga@gmail.com](mailto:nakulmonga@gmail.com), 240-938-1641

Business Need: This project has been created in order to make the ordering of the new inventory system and to keep track of existing inventory more efficiently for the business. The purpose of this need is to make the weekly processes of the business easier and more efficient to do.

Business Requirements: Using an online interface, so the business can keep track easily of the inventory and find out what is low or overstocked so they can order more inventory or return inventory accordingly as well as provide charts for what sells best during what time of year.

* Charts for time of year sales
* Alerts for when certain things are low on stock
* Information on what sells quick and what sells slow
* Find out what other local stores have that is selling well that the current store doesn’t carry by contacting the distributors and accessing their sales records in the local area.
* Graphs to general business sale

Business Value: This will have the business procedures flowing more effortlessly as well as help customer satisfaction with never being out of stock of things that sell very quickly. This will also help the business keep a general track of their sales and stock so that they can be more profitable as a whole.

Estimates for money earned/saved include:

* Within the first month the business is estimating to save about 10% on their weekly orders by finding out more information on what the store really needs to carry and have in stock and what it does not.

Special Issues or Constraints:

* If the system is ever down the business will lose complete track of its inventory and sales during the outage.
* This system will need to be updated frequently to adjust for new deliveries.
* The system will take a while to learn what sells best or worse so an adjustment period will be necessary.
* The business will have to keep a backup of this data at all times to make sure they have the data in case of an outage.
* These issues may be small problems for the company but the overall advantage the system will provide will outweigh the cons. The business will be saving a lot of money from the start and will have a more efficient way of doing weekly processes.