Use Cases

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| **Usecase 1.1** | **Login User** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Users with different privileges assigned by the admin should access the system |
| **Minimum Guarantees:** | User has entered the credentials correctly, but the server is overloaded |
| **Success Guarantees:** | User has entered the credentials correctly and is able to use the software |
| **Primary Actor:** | All users |
| **Stakeholder’s interest:** | To have all intended users able to login into the system |
| **Precondition:** | The individual has the necessary credentials given by the system administrator |

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| **Usecase 1.2** | **Create Lead** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Any sales person can generate a lead entity in the system |
| **Minimum Guarantees:** | Lead is created in the database but is not loaded in the table |
| **Success Guarantees:** | Lead is created and displayed in the table |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To have the sales person store leads for further analysis |
| **Precondition:** | The sales person should have useful data about the lead |

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| **Usecase 1.3** | **Create Account/ Contact** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Sales person can store account data in the system |
| **Minimum Guarantees:** | Data is stored but some key fields are not filled |
| **Success Guarantees:** | All necessary data for further analysis are entered |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To have a list of all the accounts and contacts that the company is working with. |
| **Precondition:** | The account should be also labeled into one lead and it should contain all the necessary information |

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| **Usecase 1.4** | **Create opportunity** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Sales person can create a deal opportunity based on an account created |
| **Minimum Guarantees:** | No additional data about the account is added |
| **Success Guarantees:** | Additional data received from the contact is added to the opportunity entity |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To have a detailed description of the communication with the potential customer |
| **Precondition:** | An account/contact should be assigned to an opportunity |

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| **Usecase 1.4** | **Create opportunity** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Sales person can create a deal opportunity based on an account created |
| **Minimum Guarantees:** | No additional data about the account is added |
| **Success Guarantees:** | Additional data received from the contact is added to the opportunity entity |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To have a detailed description of the communication with the potential customer |
| **Precondition:** | An account/contact should be assigned to an opportunity |

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| **Usecase 1.5** | **Generate Quote** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Sales person can create a quote based on the contact and product data |
| **Minimum Guarantees:** | Quote is created but no customer data is attached |
| **Success Guarantees:** | Quote is created with all the necessary data and is emailed to the customer |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To effortlessly send quotes to specified customer and keep track of all the quotes |
| **Precondition:** | The software should have fully specified products/ service |

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| **Usecase 1.5** | **Generate Quote** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Sales person can create a quote based on the contact and product data |
| **Minimum Guarantees:** | Quote is created but no customer data is attached |
| **Success Guarantees:** | Quote is created with all the necessary data and is emailed to the customer |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To effortlessly send quotes to specified customer and keep track of all the quotes |
| **Precondition:** | The software should have fully specified products/ service |

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| **Usecase 1.6** | **Generate Invoice** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Salesperson can convert a quote to an invoice and can modify the data of the invoice based on the quote data |
| **Minimum Guarantees:** | Invoice is created but it is not derived from a quote |
| **Success Guarantees:** | An invoice derived from the quote is created and sent via email to the customer |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To effortlessly convert a quote to an invoice and sent it to the specified customer |
| **Precondition:** | The software should have fully specified products/ service |

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| **Usecase 1.7** | **Close Deal** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Salesperson can close a deal when every aspect of the sale is completed. The deal can be won or lost. |
| **Minimum Guarantees:** | Deal is created but its still pending for a result |
| **Success Guarantees:** | Deal is won |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To manage deals and gather as much data as possible for forecast and analysis |
| **Precondition:** | At least a product and an invoice should be attached to the deal entity |

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| **Usecase 1.8** | **Forecast Sales** |
| **Scope:** | ERP integrated System |
| **Level:** | System Level |
| **Intention Context:** | The software should predict the future sales profits based on data inserted |
| **Minimum Guarantees:** | The software is in training mode and its is learning from the data inserted |
| **Success Guarantees:** | The software is making accurate predictions |
| **Primary Actor:** | Admin |
| **Stakeholder’s interest:** | To accurately predict sales and enable faster decision making |
| **Precondition:** | The software should have a large amount of data in order to |

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| **Usecase 1.9** | **Generate Invoice** |
| **Scope:** | ERP integrated System |
| **Level:** | User Level |
| **Intention Context:** | Salesperson can generate sales reports and automatically send them to the CEO section where all the key metrics are showed |
| **Minimum Guarantees:** | Report is created but not sent to the CEO as it is pending |
| **Success Guarantees:** | Report is created and the data is updated in the CEO secton |
| **Primary Actor:** | Sales Person |
| **Stakeholder’s interest:** | To update business data regarding sales as fast as possible |
| **Precondition:** | Multiple deals, leads, opportunities, contacts need to be created |

