



Sales & Stock Management System

Seamless Sales Tracking and Dynamic
Inventory Control

BY - TEAM **TWOBITS**

Amar Maurya, Aditya Kumar
Aryan Mishra, Ashish Singh Bari

TOC

Overview

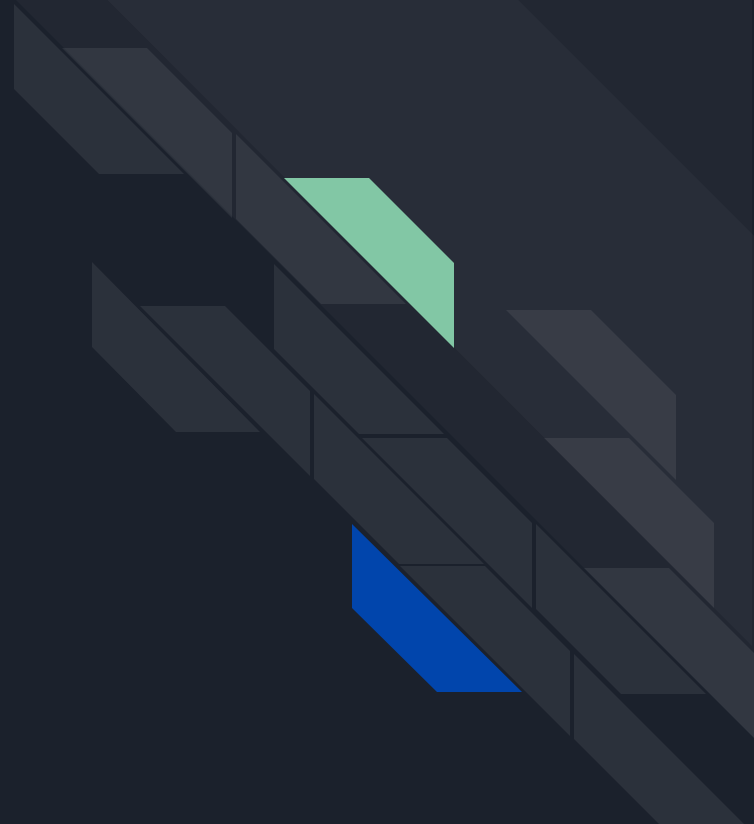
Understanding the problems

Proposed Solution

Tech Stack

Core Ft. & User-Friendly Ft.

Quantifiable Impact: Before & After



Overview

The primary purpose of this web-application is to solve the real-life problem of **inefficient manual tracking** in small retail businesses.

It aims to help shop owners manage their stock and sales records accurately and quickly, transitioning them from error-free **spreadsheets**.





Understanding the problems

- **Inaccurate Stock Levels:** Small businesses often rely on manual tracking, leading to **overstocking or stock outs**.
- **Time-Consuming Sales Entry:** Manually recording sales is slow and error-prone, especially during peak hours. (**Notebook** Entries etc.)
- **Lack of Data Insights:** Difficulty in quickly identifying **best-selling products** or seasonal trends.

In many cases, about **40–66%** of customers will leave or go to a competing retailer when the item they want is out-of-stock.



Proposed Solution

Introducing: The Simplified Retail Tool

- ❑ A user-friendly Sales & Stock Management System.
- ❑ It will handle the records of each sales happening at a moment.
- ❑ Automatic **Stock Reduction** upon sale completion.

Retailors will also be able to add new products in the Stock DB.



Tech Stack

Frontend: (Clean Code)



In GUI for Sales and Inventory CRUD (Create, Read, Update, Delete) operations will be managed through CTA Buttons.



Tech Stack

Backend & DB: (PostgreSQL/MySQL, SpringBoot)



Using SQL: We Will handle Stock related queries.

Spring Boot: Integration and operations related to DB and API Calls.



Core Features

- **Sales Transaction Processing**

User selects item from a list.

System calculates **total amount** and updates the Sales table.

- **Dynamic Inventory Management**

- **Low Stock Alert**



User-Friendly Features

Motive: To Enhance Overall User Experience

- **QR Code Integration:**

Scanning the QR code (using the system's camera) automatically populates the product form.

- **Benefit: Faster, & will reduce** manual input time.
- Automatically Maintained Monthly **Spreadsheet** (EXCEL/CSV)



Quantifiable Impact: Before & After

Metric	Before (Manual System)	After (Using the Web App)	Impact
Average Checkout Time	Manual lookup, calculation, recording	30 seconds (QR scan, auto-calculation, instant record)	75 % Faster
Sales Recording Error Rate	3-5 errors per day (Due to manual entry/fatigue)	less entry errors	80 % Reduction
Time to Identify Low Stock	Physical count & spreadsheet check	Automated database alerts	Instant Visibility
Sales Recording (Time)	Manual records (Time Consuming)	Monthly Excel Sheet (Quick)	Significant Time Savings



Conclusion:

We empower **shop owners** to achieve:

Accuracy: Eliminate sales recording errors through automated data entry.

Speed: Accelerate the transaction process, minimizing customer wait times.

Control: Gain real-time visibility into stock levels to prevent costly stock outs.



Thankyou !