**REAL TIME RETAIL PRODUCT MANAGEMENT**

Purpose of the proposed system :

Trusted real time tracking system for the administrator/distributor which sales personnel will use for the movement of the commodity effectively contributing to the firm’s profitability and growth.

**BACKGROUND**

Businesses that THRIVE execute one thing very well : SALES MANAGEMENT.

Sales management has been a sales technique which have managed a business operations. This has always been an important part as the net sales of products and its management serves as an important business function.

Coordination of all the sales operations and implementing relevant techniques constitute Sales management which in turn helps in surpassing the sales targets of a firm. To bring back a profitable revenue, sales management is a boon to a firm.

**OBJECTIVE AND PURPOSE**

Objective of the proposed system :

-The application presents a list to the sales executive about the relevant distributors in the nearby location capable of fulfilling the order requirement.

- The distributors are efficiently assigned to the sales executive with respect to his location and assigning the order to the nearest distributor/s in range.

- Tracking of the sales personnel can turn out as an efficient additive in balancing the sales of a product and the relationship with the customer since the slight misses by sales team can be taken into consideration with this method.

- The order when placed, its movement is tracked and it is transferred in real time to the nearest distributor along with the exact coordinates of the place where the order is taken from.

- A summary of the order is generated once it reaches the distributor which is then passed on to the administrator for the products which are not available with the distributors and have to be manufactured at the warehouse.

EXPECTED OUTCOME

- An increase in sales volume of the firm with a balance in all the customer relationships.

- An efficient contribution to the firm’s profitability with the help of increase marketing capabilities and product merchandising.

- Long term growth of the organization.

- An automated system for marketing executives, distributors and administrators for systematic management keeping them well informed of incoming orders hence generating bills and handing them over in real time for quicker processing.

Operating Environment- Hardware and Software

Software Requirements for development :

1. Operating System : Windows 10
2. Technologies Used :
   1. Framework : dotnet CORE MVC
   2. Front End : HTML, CSS, Javascript
   3. Backend : Mongo DB

Minimum Hardware Requirements :

1. Processor : Intel Core i3
2. Installed memory (RAM) : 4 GB
3. System Type : 64 Bit Operating System

METHODOLOGY

As a part of the methodology of developing ‘Real Time Retail Product Management’, we will be using AGILE METHODOLOGY.

Opting AGILE methodology will promote continuous iteration of both testing and development throughout the application development lifecycle and will be the best approach for increased flexibility or its ability to adapt to changing business needs.

This will propose incremental and iterative approach to this project by breaking the project into individual modules to work on.

Once an iteration will end, the deliverable features of application can be shipped to the customer and regression testing can be implemented every time we add new functionalities based on customer’s requirement.

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| **S No.** | **Tasks or subtasks to be done** | **Planned duration (in weeks)** | **Specific deliverable in terms of the project** |
|  | Define objectives |  | Analyse requirements, verify them and completion of all the prerequisites tasks |
|  | Detailed outline of the structure |  | Understanding the scope and value and pen down full project plan with all functional and technical specifications |
| 3. | Designing Application’s UI |  | Wire framing with UX and UI design. |
| 4. | Designing Database |  | Organizing the data and designing the schema involving classifying it and identifying all the interrealtionships. |
| 5. | Designing Application’s Middleware |  | Designing the business logic keeping in mind the constraints to operate it. Designing the connection between application design and the schema. |
| 6. | Implementing Application UI |  | Front end implementation with appropriate design patterns using HTML, CSS, Javascript. |
| 7. | Implementing Database |  | Schema implementation using No SQL database. |
| 8. | Implementation of application’s middleware |  | Implementing the interaction of business objects with each other with the routes by which business objects are accessed. |
| 9. | Unit Testing of UI |  | Individual units/components testing of UI and generating all the test results. |
| 10. | Unit testing of middleware |  | Testing the middleware generating all the test results. |
| 11. | Integration testing |  | Combining all the modules and components and generating the test results of all the units as a whole. |
|  | System Testing |  | Validation of the product. |
|  | Acceptance testing |  | Verification of meeting all the requirements and the deliverability to end users. |
| 14. | Bug Fixing |  | Identifying and fixing the leftover bugs hence representing an effective solution to the problems of the application. |
| 15. | Scope Management |  | Identifying scope of improvements and enhancements to the application. |