Software Requirements Specification

for

Sale Opportunity

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**SOP Systems**

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**Revision History**

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| --- | --- | --- | --- |
| **Name** | **Date** | **Reason For Changes** | **Version** |
| Team | 8.11.18 | Failed to achieve expectations and little fixes to design. | 1.1 |
| Constantine | 29.11.18 | Last finishing touches and fixes after the previous assignment feedback. | 2.0 |

1. **Introduction**
   1. **Purpose**

*The purpose of set software is to provide insight for the potential sale opportunities and maximize profits from the customer and organize workflow. Furthermore, the software would enable the user to organize the workflow and check the history of the opportunity.*

* 1. **Document Conventions**

*The system will be based on the official C:1999 standard programming language with updated features which have been added to it throughout the software’s lifetime cycle.*

* 1. **Intended Audience and Reading Suggestions**

*The intended audience of this document consists of clients, development team, QA team, and managers. The system should be used and supervised by managers during the development cycle. The document should be read from the Overall Descriptions to familiarize yourself with the content and then, if required, the reader can skip to any part of the document.*

* 1. **Product Scope**

*Primarily, the scope pertains to the probability of a successful sale for a Cable Streamer Company. It focuses on the stakeholder’s requirements for private customers and/or small businesses and provides insights to the probability of a sale, provides information on the stage of the transaction and detailed information about history if it exists.*

* 1. **References**

*SRS template.*

*Stack Overflow Forums*

1. **Overall Description**
   1. **Product Perspective**

*This product is a new system that is based on certain Data Bases and previous obsolete systems.* *The system linked to PayPal & Money Transfer Applications as to reduce the load on the database to securely store payment information.*

* 1. **Product Functions**

### Adding a new customer

*Adding a customer into the opportunity database and filling his personal details. In case the customer is not in the system the user must add him to the database.*

### Searching for existing customer

*The client must have ability to search the database for a customer via ID number to perform number of changes.*

### Log-In

*Identify the user and transfer him to the correct menu (classified by role: manager or employee)*

## 2.2.4 Accessibility of credentials

*The client requires authentication and access to the correct menus.*

* *Manager has full access to the program while employee is limited.*
* *Employee won't be able to access the manager menu.*

### Employee menu

*Employee must be able to add new customer, search existing customer. He must have access to the opportunity table. In addition, the employee will have to fill reports on the clients he contacts via opportunity table or a to-do list.*

**2.2.6 New customer screen**

*There is a requirement for the employee to be able to fill the new customer form which includes personal information of the customer.*

**2.2.7 Employee Search existing customer screen**

*In case the client exists in the database the user requires a way to search the database for an existing form.*

**2.2.8 Manager menu**

*The manager requires in addition to Employee Menu (2.2.5) ability to reprice products, add new customers, search existing customers, sales opportunities and have access to the reports and statistics of the software’s features.*

## 2.2.9 Manager reports

*Manager has the ability to get reports of 'Specific employee report', 'All employees report' .*

* 1. **User Classes and Characteristics**

*There will be two types of user classes Employee and Manager. The manger will have access to all the software’s features. Employee will have a more limited number of features**. The additional features of the Manger are: repricing products and full access to all the reports which are hidden for the employee*.

**2.4 Operating Environment**

*The system runs on latest edition of Microsoft Windows 7/8/10 versions 32 and 64 bits**.*

*The system must use a local database for each company which utilizes this product. The database is local, and the user will have the ability to manage clients of the relevant company as to not engage in conflict of interest of other companies.*

## 2.5 Design and Implementation Constraints

*The software depends on high internal memory of the computer, be it RAM or HDD and its permutations. The developer must have access to the employee database. There must be an established internet connection to secure payment transaction. This software depends on external payment processing application services and relays to external database which is not maintained by the software. There is a limitation to the usage of its features by different users based on roles (manager/employee). Software’s security must be assigned by the customer and customers own programming team as required by its own security protocols. The customers organization will be responsible for Integrating/maintaining the delivered software.*

## User Documentation

*The user will be trained to use the program correctly by his superior that will be trained by 'SOP systems' representatives.*

* 1. **Assumptions and Dependencies**
* *Our assumption that employee Database will be received from the HR department in ‘.csv’ file which the program will assign 'LOG IN' details of all company employees.*

*The file will be as follows: First name, Last name, Password, Role.*

* + *The database includes details of access for each user such as Employee & Manager stated by Role.*
* *The system depends on outsourcing payment transactions to specified systems such as PayPal etc.*
* *Various other Databases will be delivered through the relevant contacts and stored locally, such as:*

*Pricing of the wares, contacts of the potential buyers, etc.*

1. **External Interface Requirements**
   1. **User Interfaces**

*The software will have basic windows shell menu with options, as to minimize load of the software on the system. See the prototype for logical presentation (\*the style may differ from the actual final product).*

* 1. **Hardware Interfaces**

*The application requires a monitor and working computer with windows OS installed and a functional keyboard.*

* 1. **Software Interfaces**
* *The system will be linked with a payment system for subscribers, such as 'PayPal'*
* *The application will have access to data base that was written by a third-party software program (in a .csv format).*
* *The interface mimics the layout shown in the prototype.*

**3.4 Communications Interfaces**

*1. There is a requirement of communication with PayPal services over the internet connection.*

*2. Communication with human resources department in order to extract databases and to establish initial data in the software.*

*3. Requires contact with financial department for closing the deal*

1. **System Features**
   1. **Opportunity Table**

**4.1.1 Opportunity quality evaluation**

*This feature calculates the best opportunities via new or existing customer entry and adjusts to find best potential deals.*

**4.1.2 Stimulus/Response Sequences**

*The users will have to go through the opportunity table screen to find a client with the highest opportunity rate. At the final stage of the “new customer” the user will be prompted via a closure screen (which might be renamed later) to rate the transaction and fill in notes and ratings of the client’s communication and the user’s “feel” for the deal. The software will adjust the calculations via built in algorithm in the opportunity table.*

**4.1.3 Functional Requirements**

*The user’s work flow will closely follow the sequence of actions shown in the Flow Chart (see Appendix B) be it Employee or Manager.*

*The error messages will appear as result of incorrect input in each field and briefly explain the error.*

***4.1.4* Status of the deal**

*Status of the deal will be updated in the opportunity table and there will be an option to search the table via status. The user can update the status of a deal at any time through the search for customer menu.*

* 1. **To-Do List**

### Main function

### *To-do list will be used to organize the workflow with open ongoing deals.*

### Stimulus/Response Sequences

*The user will have to go through the To-Do list to find urgent clients with open status, deals changed would be updated with Opportunity table.*

* 1. **Search existing customer**

### Main functionality

Search existing customer unction will search the database for a customer via his ID

### Stimulus/Response Sequences

If the customer is found, the software will return his details else it will state so.

1. **Other Nonfunctional Requirements**
   1. **Performance Requirements**

*The product must link with the Internet to communicate with 'Money Transfer Applications' such as PayPal and Human resource Databases, hence the main performance requirement is to make a Q&A platform to help the user with communication issues.*

* 1. **Safety Requirements**

*The possible loss and damage that could result from the use of the product is by leakage of personal bank details, which is under responsibility of PayPal and other 3rd party secure Money Transfer Apps.*

*Regular backups needed to insure there is no data loss.*

* 1. **Security Requirements**

*The product will contain several Databases ('Opportunities table' , ‘Log in’, etc.) which contain personal details of potential customers. They should be managed only by employee and managers in order to avoid any leakage of those personal details.*

* 1. **Software Quality Attribute**
* *The product is easy to use.*
* *The product provides reliable information about every sales opportunity.*
* *Up to date technology.*
* *The software is compact.*
* *The product will be available to every member of the sales department.*
  1. **Business Rules**
* *Only a manager can change the prices and accesses all the available reports in the system.*
* *All the listed members of the opportunity table are either a potential client or a closed sale there are no lost causes.*

1. **Other Requirements**

*All requirements were mentioned above.*

**Appendix A: Glossary**

*OS – Operating System*

*PC – Personal Computer*

*Q&A – Questions and Answers*

*SOP System – Sales Opportunity System*

*TBD – To Be Defined*

**Appendix B: Analysis Models**

*\*taken from the Prototype*

LOG IN PAGE

REPORTS

SEARCH EXISTING CUSTOMER

MANAGER MENU

EMPLOYEE MENU

NEW CUSTOMER

OPPORTUNITIES TABLE

REPRICING PRODUCTS

USER TYPE PAGE

EXISTING CUSTOMER

NEXT STAGE

PAYMENT

PRICES

SUMMARY

SELF REPORTS

To Do List

**Appendix C: To Be Determined List**

*- Probability of sale*

*- Calculation of profits (depends on the client)*

*- Sorting algorithms for the opportunity tables*

*- Data encryption algorithm*