**Case Study Summary** - Eggshell Home Builder

**Motivations:**

Build a database that

1. Supports sales agents for paper work
2. Connects to Web sites to provide more information to buyers on houses and options.
3. Keeps sales representatives updated on the state of construction projects.
4. Assist the construction manager in keeping track of project progress and to dos.

**Current Situation:**

1. A sales agent is responsible for most of the paperwork. Some forms include House Style, Options List, Decorator Choices, Construction Progress and Sale.
2. Main sales representative has to walk the subdivisions to update buyers on the progress of the house.
3. A construction manager is responsible for keeping track of the progress of each house and updating progress data for the sales representative.
4. Customers do not have the easiest time browsing the available decorator options available.

**Key Functionalities**

have been broken down into Information, Sale, Construction Progress and Report Generation.

**Information:**

1. Database must store and retrieve relevant information regarding available Lots.
2. This includes the Subdivision, School District and Schools.
3. All available styles and elevation for the Lot must be stored and made available when needed.
4. Sales representatives should be able to see what Lots are unsold.

**Sale:**

1. A Sale record must be able to link the customer, sales representative and the construction project manager together.
2. It must contain financial information related to payment.
3. It must contain the options the customer has selected for the house.

**Construction Project**

1. It should track the various stages of progress.
2. It should automatically calculate the progress.
3. It should be used as a list of tasks to be performed.
4. It should contain enough information for the sales representatives to update the buyers.

**Report Generation**

1. Reports should be generated in line with the various paperwork and forms in use.

**Database Security and Privacy**

1. Personal information related to the customer and sale should be encrypted and kept secure.
2. Read and write access to the database should be managed strictly.
   1. Sales representatives should have different rights, etc.

**Conclusion:**

The finished database should adhere to principles of ACID while being able to positively influence and reduce workload of all staff where applicable.