**Change Request 4: Module for promotions and statistics of the least sold products.**

**Change ID:** CR-004

**Description of the change:**

The customer requests the creation of a module to manage product promotions on the web. In addition, the system must be able to obtain statistics of the least sold products to generate promotional campaigns.

**System Impact:**

* Development of a module to manage product promotions on the web.
* Modification of the system to collect sales statistics and filter out less sold products.
* Automation of promotion suggestions based on this data.
* Implement reports and dashboards in the administration interface that displays sales statistics and allows for promotion management.

**Estimated Time and Cost:**

* Development Time: 4 weeks
* Estimated Cost: $72800 mxn

**SWOT Matrix:**

- Strengths: the development team has experience in the integration of new modules.

- Weaknesses: Complexity in data integration between the inventory system and the promotions module.\*\*\*

- Opportunities: Increased inventory turnover by focusing on lesser-sold products.

- Threats: \*

**CCB Acceptance Criteria:**

**Human Resources:**

* More staff will be needed and must be trained to use the new module to generate reports and set up promotions.

**Vote:** Reject

**Finance Department:**

* The cost of developing the module and integrating it into existing systems is 72800 pesos, but the increase in sales through promotions justifies the investment.

**Vote:** Approves

**CEO:**

* Aligns with business objectives to optimize inventory and increase sales

**Vote:** Approves

**Buyer:**

* Ensure that promotions do not affect inventory availability and coordinate quantities of promoted stock.

**Vote:** Approves

**Final decision:**

The change has been approved by the CCB with emphasis on financial monitoring and training.