Use Cases:

- Roles:
  i) **_Admin_**:
     (1) <u>Login</u>:
         The admin enters the user name and password and logs in the system, if validated.
     (2) <u>View Sales Reports</u>:
         The admin gets to see the annual, quarterly and monthly reports of a sales person based on his choice and get alerts for the same.
     (3) <u>View Retailer Reports</u>:
         The admin gets to see the annual, quarter and monthly reports of a retailer based on his choice and get alerts for the same.
     (4) <u>View Overall Reports</u>:
         The admin gets to see the overall reports for the revenue on a yearly basis for online and offline sales and also gets an idea of the product mix.
     (5) <u>Update Bonus</u>:
         Based on the reports generated for the sales person, he can update bonus if he is able to redirect the offline orders either through web or mail.
     (6) <u>Update discount</u>:
         Based on reports generated for the retailers, the admin takes a decision to update the discount in order to encourage them for buying the outdoor protection items in order to change the product mix.

  ii) **_Sales_**:
     (1) <u>Login</u>:
         The sales person enters his user name and password and logs in the system, if validated.
     (2) <u>Upload offline orders</u>:
         The sales person accepts and uploads the offline order to the database.
     (3) <u>View Details</u>:
         The sales person can view his entire details and check if his targets are met, not met or exceeded.
     (4) <u>Cancel offline order</u>:
         The sales person can cancel/return the orders offline if requested by the retailer.

  iii) **_Retailer:_**
     (1) <u>Login</u>:
         The retailer enters his user name and password and logs in the system, if validated.
     (2) <u>Initiate Order</u>:
         The retailer can initiate an order, either online or offline.
     (3) <u>Return Order</u>:
         The retailer can return an order online.
     (4) <u>Cancel Order</u>:
         The retailer can return an order online.