

# Simple Sales Application Documentation - Features

## Introduction

The Simple Sales Application has been developed to manage sales invoices, customers, and articles within a sales setting. It utilizes Microsoft SQL Server as the database management system for storing and handling the data. This documentation presents a summary of the intended features, implemented features, and potential ideas for enhancing the application in the future.

### • Planned Functionalities

The Simple Sales Application has a set of planned functionalities, which include:

1. **Create Sales Invoices:** Users should be able to create sales invoices.
2. **Manage Customers:** Users should be able to add customers.
3. **Manage Articles:** Users should be able to add article information such as name, date and price.
4. **Total Amount:** The application should automatically add the total amount for each sales invoice.
5. **View Sales Reports:** Users should have access to sales reports, providing insights into total sales, top-selling articles, and customer purchase history.

### • Realized Functionalities

The Simple Sales Application has effectively incorporated the following functionalities:

1. **Create Sales Invoices:** Users can create sales invoices by selecting customers, adding articles, and specifying quantities.
2. **Manage Customers:** Users should be able to add customers.
3. **Manage Articles:** Users should be able to add article information such as name, date, and price.

4. **Total Amount:** The application should automatically add the total amount for each sales invoice.

5. **Payment method:** the user will be able to select the payment method.

## • Ideas For Future

### Mobile Application:

- i. Build a mobile application for sales representatives to access and update customer, lead, and opportunity information on the go.
- ii. Enable offline access and synchronization when an internet connection is available.

### Gamification and Incentives:

- i. Implement gamification elements to motivate and engage sales teams.
- ii. Introduce incentive programs tied to performance metrics to drive sales productivity.

### Integration with Marketing Automation:

- i. Integrate the sales application with marketing automation tools to streamline lead generation and nurturing processes.
- ii. Enable seamless transfer of qualified leads from marketing to sales.

## Conclusion

This documentation has presented an overview of the intended features, implemented features, and potential ideas for future enhancements in the Simple Sales Application. By implementing the planned functionalities and taking into account the suggestions for future improvements, the application can be further enhanced to cater to the changing requirements of sales management. This will result in a more efficient and comprehensive solution for various sales-related tasks.

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