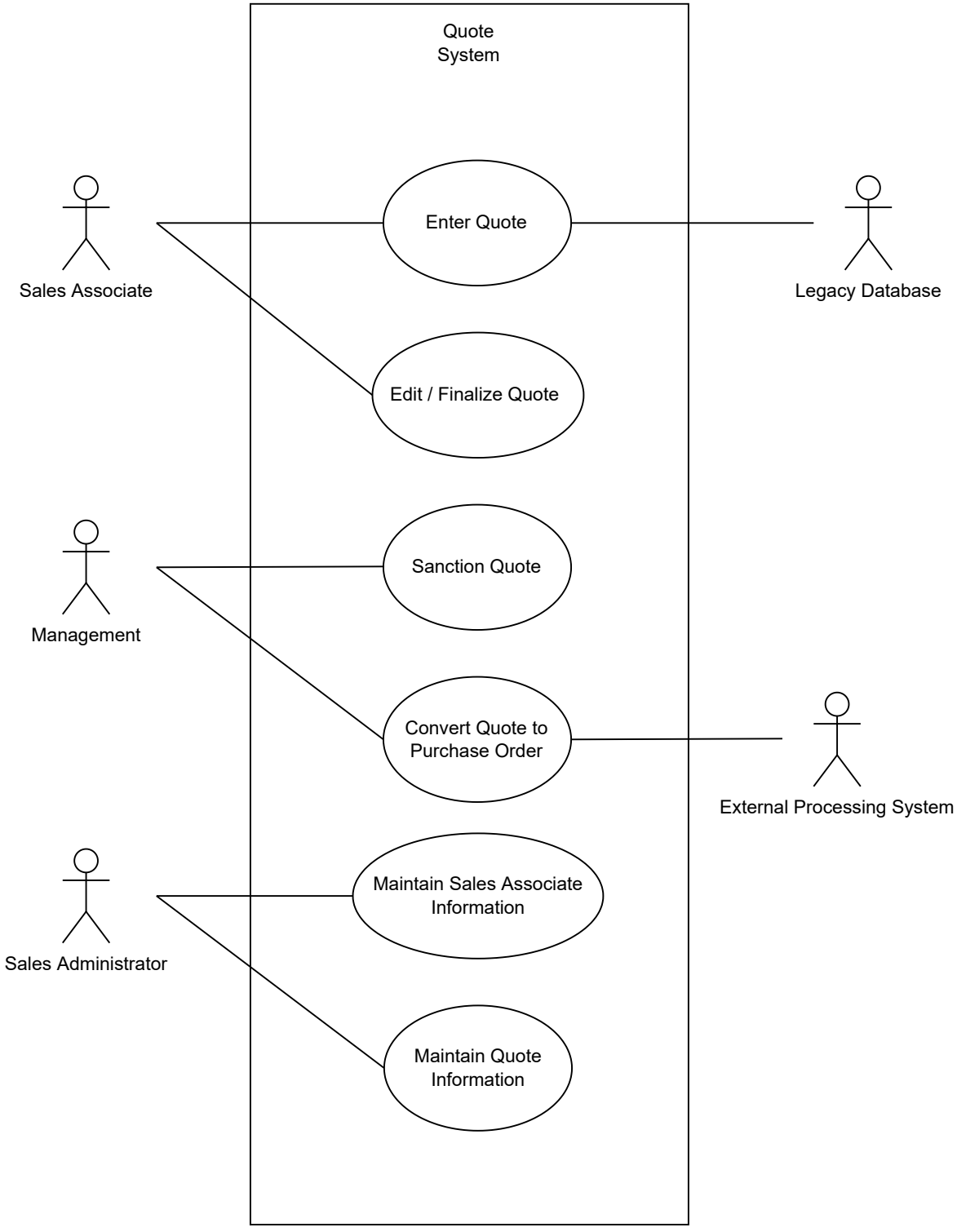
**Use Case Diagram**



## Actor Descriptions

| Actors | Descriptions | Use Case(s) |
|---|---|---|
| Sales Associate | Responsible for Entering, Editing, and Finalizing quotes through a web-based interface | Enter Quote<br>Edit / Finalize Quote |
| Legacy Database | Contains information on existing customers | Enter Quote |
| Management (HQ) | Responsible for the sanctioning of quotes and initiating the conversion of quotes to purchase orders | Sanction Quote<br>Convert Quote to Purchase Order |
| External Processing System | Processes purchase orders and yields a commission for the Sales Associate | Convert Quote to Purchase Order |
| Sales Administrator | Manages and maintains information on sales associates and quotes | Maintain Sales Associate Information<br>Maintain Quote Information |

## Use Case Descriptions

**Enter Quote**

| | |
|---|---|
| Actors | Sales Associate, Legacy Database |
| Description | The Sales Associate enters a quote for a customer using the customer's information contained on the Legacy Database. The Sales Associate can record a description of the sale, a price, and secret notes. |
| Data | Customer Information, including email, price of sale, free-form description of sale, and secret notes. |
| Stimulus | Sales Associate selects operation |
| Response | Sales Associate is brought to an "Edit/Finalize Quote" page where they may update information about the quote. |
| Comments | |

**Edit / Finalize Quote**

| | |
|---|---|
| Actors | Sales Associate |
| Description | The Sales Associate can freely edit the description of the sale, price, and secret notes for the quote until it is finalized. Upon being finalized, the quote is sent to HQ for review and sanctioning. |
| Data | Customer Information, including email, price of sale, free-form description of sale, and secret notes. |
| Stimulus | Sales Associate selects operation |
| Response | Message alerts Associate that the quote has been finalized and sent to Headquarters. |
| Comments | |

**Sanction Quote**

| | |
|---|---|
| Actors | Management (HQ) |
| Description | Management can edit, delete, add lines, and provide discounts to quotes before sanctioning. After being sanctioned, the quote can be converted to a purchase order. |
| Data | Customer Information, including email, price of sale, free-form description of sale, and secret notes. |
| Stimulus | Management (HQ) selects operation on finalized quote |
| Response | Message alerts Headquarters that the quote has been sanctioned and a draft is emailed to the customer's email. |
| Comments | |

**Convert Quote to Purchase Order**

| | |
|---|---|
| Actors | Management (HQ), External Processing System |
| Description | The quote is converted to a purchase order, with date processed and sale information emailed to the customer. A sale commission is given to be added to the Sales Associate's accumulated commission. |
| Data | Date processed, customer information, including email, price of sale, free-form description of sale, and secret notes. |
| Stimulus | Management (HQ) selects operation |
| Response | Message alerts Headquarters that the Order has been submitted to the External Processing System. An email is sent to the customer with a copy of the order details, excluding secret notes. |
| Comments | |

**Maintain Sales Associate Information**

| | |
|---|---|
| Actors | Sales Administrator |
| Description | The Sales Administrator can view, add, edit, and delete information regarding Sales Associates. |
| Data | Name, UserID, Password, Accumulated Commission, Address |
| Stimulus | Sales Administrator selects operation |
| Response | The list of Employees is updated with the new information. |
| Comments | |

**Maintain Quote Information**

| | |
|---|---|
| Actors | Sales Administrator |
| Description | The Sales Administrator can search and view quotes based on status (finalized, sanctioned, ordered), date range, sales associate, and customer. |
| Data | Quote Status, Quote Date, Sales Associate Information, Customer Information |
| Stimulus | Sales Administrator selects operation |
| Response | The table of quotes is updated in response to the Sales Administrator's query. |
| Comments | |