

SHOP MANAGEMENT SYSTEM PROPOSAL (BARAZA SMS)

FY 2023

About an e-Shop cross platform managing system for which shall be named "BARAZA SmS" (Baraza Shop Management Information System). A system will be expected to serve all current challenging tasks such as Stock tracing, Sales, Employees reports, purchases, Stock Adjustments, Stock Transfers, Multiple Business branches trace and management reports, Statistical sales reports (daily, weekly, monthly, etc) and AI (Artificial Intelligence) based supports based on suggestions stats report. The Owner will be able to Monitor His/her business from a comfort of his home or any place online and offline, using any hand held device such as Computer, Smartphone or tablet.

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Why BARAZA SMS

STATEMENT OF A PROBLEM

Up to the time of this proposal, as an experienced ICT System Management and Administration Officer, I have researched and came up with few but very critical business management problems that will require a new scope and direction to not only solve the current problems, but also to simplify the traditional ways business has been managed.

Currently, less than 10% of all small business in Tanzania have moved from using physical books to Software books (E-Systems), not only that Owners have not been educated but it is very expensive for the Business Owners to afford and rely on them, this is because those systems are from abroad, and they have expensive fees plus Customer cares, most important they do not serve the purpose as they are poorly designed and most of them are obsolete and can not cope with modern standards, local country laws, and more.

The rest of Businesses wishes to find and use e-system as my research concluded, but there is not yet a convincingly one that has been proven to serve the purpose, and win their trust and faith. This is for small businesses.

For the Mid-size business to large (Super Markets), They do use imported system, but the big challenge is that they are not custom tailored to full fill their needs or demands, this makes them purchase huge system with expensive cost then end up using just fraction of its functionalities, not only that but in my research I found many Mid-Size business had to purchase more than one expensive system so that they can chop few functions from both of them and combine them together manually just to full fill their requirements.

For example, One Owner purchased system(Software) to manage their business, but that particular system runs only offline, and therefore requires the following :-

- 1) Server Computer to centralize resources of the system
- 2) Server Applications (Server OS) to locally host a system
- 3) Networking devices (Routers and switches) to locally connect computer
- 4) Purchase a secondary system to auto send report, or use public way such as e-mails for reports.
- 5) Purchase secondary storages for data backups.
- 6) ICT Officer (Employee) to manage

Those above are old and expensive way of managing modern type business, they are obsolete. BARAZA BIS is coming with a solution to remove all those expenses and make a service available to any size of a business from very small size to large business.

BARAZA SMS

WHAT BARAZA SMS WILL DO

Baraza BIS will be hosted directly with an online server, and therefore removing all the trouble and expenses from the Business owner, This secures business information and make them available to the owner and permitted ones 24 hrs/7 days a week, and accessible from your hand at any point in the world effortlessly.

Application is structured to meet local country needs, and there is a room of more customizations depends on User requirements, not only that but also Customer support with a language we understand in 24 hr / 7 days.

BARAZA BIS will be of a form of Subscription system, that is Customers will pay monthly (pre-paid, post paid) both options will be available.

The purpose of the system is to solve explained problems, but at affordable price with tested competitive performance and covering a minimum of 1000 new customers subscribed a year.

FEE / PAYMENTS / SUBSCRIPTION RESEARCHED PLAN

With my research, small business are willing to pay a range of 8,000/- to 12,000/- a month for a contract of 1 year if system meets their requirements.

On average of 10,000/- Tsh a moth for 1 Year per one customer is 120,000/- per year contract, target is 1,000 customer subscription per year which sums up to 120,000,000/- per year at minimum.

MORE POSITIVES

Not only BARAZA BIS will solve business problems, but also will create more employments opportunity as I vision the need of more Technicians at least one in every region in Tanzania, this is to get close to our subscribers as possible for providing education, marketing, any inquiry and more research.

Razack R. Baraza
DROPCODE C.E.O
May 9, 2023

System Functionalities

STOCK MANAGEMENT

- Add / Create Items / Products
- Add / Create Category of Items
- Add / Create Brands of items
- Add / Create GRN / Receipts to the system from suppliers
- Stock Adjustments (eg expired items removal, etc)
- Transfer stock from One Business branch to another
- Register Suppliers
- Store Stock reports

SALES MANAGEMENT

- Point of Sale Form(Interface For selling product)
- Price Changing options (eg discounts, special offers etc)
- Store sales reports

SYSTEM USERS MANAGEMENT

- Add New Users, this done by Owner
- Provide access privileges to user (Owner, Admin, Cashier, Supervisor, manager, Store keeper or else)
- Keep track of every user action inside a system such as (Who sold what, adjustments etc)

REPORT MANAGEMENT

- Daily, Monthly, Weekly or any custom time interval reports
- Fast selling and slow moving items reports
- Item expiry reports
- User Performance report
- AI generated report per year based on what timeline items sold in a fast pace and which exactly was leading product
- Profit and loss reports and more

Financial Requirements

HOSTING SERVICES (CLOUD)

- Payment For Microsoft Store (MS STORE)
- Payment For Azure Store (MS Azure)
- Payment For Apple Store (IOS)
- Payment For Google Store (ANDROID)

HARDWARE PURCHASES

- 2 Monitors HP M27fw
- 1 Mac Book Pro 2022
- 1 POS
- 1 THERMAL PRINTER (EFD)
- 1 BARCODE PRINTER
- 1 BARCODE AND QR SCANNER

OFFICE AND ACCOMODATION

- System Registration and License
- Startup rent
- Office Furniture
- Office Accessories

MARKETING & EDUCATION

- Digital Media and Free lancing

BARAZA SMS

RESEARCHED COST FOR BOTH HARDWARE, SERVICES AND LICENSES

These are Cost estimated after current research covering necessary requirements to initiate a project, those highlighted with bold are highest prioritized.

TABLE HEADING			
DESCRIPTION	QTY/PCS	@COST	TOTAL
Microsoft Store	1 YEAR	500,000	500,000
Microsoft Azure	1 YEAR	1,000,000	1,000,000
Apple Store	1 YEAR	1,000,000	1,000,000
Google Store	1 YEAR	500,000	500,000
HP M27fw	2	700,000	1,400,000
MacBook Pro 2022	1	2,500,000	2,500,000
POS	1	500,000	500,000
THERMAL PRINTER	1	200,000	200,000
BARCODE PRINTER	1	200,000	200,000
SCANNER	1	100,000	100,000
SYSTEM LICENSE	1	300,000	300,000
RENT	12	500,000	6,000,000
FURNITURE		3,000,000	3,000,000
OFFICE ACCESSORIES		500,000	500,000
MARKETING	1 YEAR	6,000,000	6,000,000
			23,700,000

System Screen Shots (Bird Eye View)

USER INTERFACE SCREEN SHOTS OF BOTH COMPUTER AND MOBILE VIEW

Zip file is attached with this document

Company Information

DropCode

Pugu, Pugu Station

Tel +255 628 06 48 06

<https://dropcode.co.tz>

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FOUNDER



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