# CITADEL RESIDENTIAL SCHOOL RANNI – KERALA

Affiliation No. 930104

# PRACTICAL RECORD

2021 - 2022

# **COMPUTER SCIENCE**

Name	
Class	
Reg. No.	

# CITADEL RESIDENTIAL SCHOOL RANNI - KERALA



# Citadel

RESIDENTIAL SCHOOL ETTICHUVADU P.O., RANNI – 689 675

# **BONAFIDE CERTIFICATE**

Certified to	be the bonai	ide work done	by		
of Class XII	of Citadel R	Residential Scho	ool, Ranni, d	uring the year	2021-
2022 dated	•••••	Reg. N	Io	•••••	
				Teacher in	charge
Submitted f	or All India S	Senior Seconda	ry Practical	Examination 1	eld in
•••••	•••••••	•••••	••••••	••••••	••••••

Principal

Internal Examiner

External Examiner

# MARKETING SYSTEM AND SALES SYSTEM

# **ACKNOWLEDGEMENT**

At this very moment I feel proud to present my project. Our project's aim is to create user friendly working environment and to reduce effort, cost and time. I take this moment as an opportunity to thank the God Almighty with whose presence everything went in ease.

All this would not have been possible without the proper and continuous guidance of my subject teachers Mrs. Indu C Panicker and Mrs. Neena Mathew who lead me throughout my project and ensured that I completed my project well. Along with my teachers, I am also grateful to our principal Rev.Fr. Jobin T James and school manager Rev.Fr Sunil Thomas for understanding and providing me with all the facilities and motivating suggestions for carrying out this project.

I am deeply indebted to my project team members who helped me through their unique ideas and priceless cooperation.

Rigorous effort has been put into this project to ensure that it proves to be the best. I hope that this project will provide to be a fine base for the next generation of students and will also assist them in every possible way.

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# **SYNOPSIS**

#### **INTRODUCTION:**

The Marketing System And Sales System can help plan sales strategies, develop and evaluate representatives, and estimate the outcomes of different strategies.

The user also enters mathematical expressions for manipulating numbers in the table. When the user changes just one number in the table, the program automatically recalculates all related numbers

The concepts are also applicable to other businesses, such as makers of pharmaceuticals and grocery store items, or to services, such as insurance companies and commercial banks.

It is easy, then, for managers and executives to develop analytic models that track their own decision processes rather than the decision process of the model builder.

The project named 'Marketing System And Sales System' is written in PYTHON mainly because of its suitability for this type of application. Its user-friendly nature and in-built documentation, error detection and interaction with other software packages make it the most powerful and simple tool for software development.

#### **OBJECTIVE:**

The objective of this project is to let the students apply the programming knowledge into a real- world situation/problem and exposed the students how programming skills helps in developing a good software.

- 1. An understanding of the different roles managers play and how marketing information systems can support them in these roles.
- 2. An appreciation of the different types and levels of marketing decision making.
- 3. A knowledge of the major components of a marketing information system
- 4. An awareness of the often under-utilised internal sources of information available to enterprises.
- 5. An ability to clearly distinguish between marketing research and marketing intelligence, and
- 6. An understanding of the nature of analytical models within marketing information system.

# **SYSTEM STUDY**

The advantages of a computerized system include faster and more efficient record-keeping, access to real-time financial data, automated invoicing and cost savings. For example, most programs used in accounting can automatically issue invoices, receipts and credit notes. This means you won't have to spend hours preparing these documents manually. Instead, you can focus on the core aspects of your business.

Note that computerized accounting programs are synchronized with your bank account, so you'll have access to your financial data in real-time. Furthermore, your information may be stored in the cloud, depending on the program used. This allows you to check your accounts anytime and give your staff access to the information they need, regardless of their location. Since all the calculations are performed by a computer, you'll have more time for prospecting clients and improving your marketing strategy.

Computerized accounting systems may also help improve customer service, as they provide detailed reports that can lead to better decision making.

#### **ADVANTAGES**

- Minimal work load
- 2. Saves time
- 3. Easy to track

# **OPERATIONAL DEFINITION**

#### HARDWARE SPECIFICATION:

Processor: Intel® Core™ i7-8565U 1.80GHz

RAM: 8Gb

Hard Disk: 500GB

Peripheral Devices: Hp Desktop, Mouse, Keyboard, Printer

Compact Drive: (for Back-Up)

#### **SOFTWARE SPECIFICATION:**

Operating System: Windows 7 and above

Front End: Python IDLE 3.9 (64-bit)

Back End: MySQL

Microsoft Application: MS Word (2019)

#### **MATERIAL AND METHODS:**

PYTHON and MySQL DATABASE (Python-MySQL Connectivity)

#### **REFERENCES:**

- COMPUTER SCIENCE XII By SUMITA ARORA
- www.google.com
- www.wikipedia.com
- www.icbse.com
- www.mycbseguide.com

# LIBRARIES AND DATA STRUCTURES

#### Libraries used:-

MySQL.connector

#### **TABLE STRUCTURES:-**

Database name: marketing system and sales system

#### Customer\_details

#### Order details

```
customer_name | varchar(50) | NO
product_name | varchar(60) | YES
                                        PRI
                                              NULL
                                                NULL
2 rows in set (0.06 sec)
mysql> desc order_details;
                                    | Null | Key | Default | Extra
 Field
                   Type
 customer_name
                   varchar(50)
                                     YES
                                                   NULL
                   int
                                                   NULL
 mobile_number
                                     YES
 address
                    varchar(999)
                                     YES
                                                   NULL
 date_to_deliver | date
                                     YES
                                                   NULL
 rows in set (0.05 sec)
```

#### Order\_placement

mysql> desc order_placement;						
Field	Туре	Null	Key	Default	Extra	
product_name   demanding_quantity	varchar(50) varchar(50) int	YES YES YES		NULL NULL NULL		
+						

## Products\_brand

mysql> desc products_brand;					
Field	Туре	Null	Key	Default	Extra
customer_name product_type product_brand products_available	varchar(50) varchar(40) varchar(50) int	YES   YES   YES   YES		NULL NULL NULL NULL	
4 rows in set (0.00 sec)					

## $Cancellation\_of\_order$

```
mysql> desc cancellation_of_order;
 Field
                        Type
                                      | Null | Key | Default | Extra
 customer_name
                         varchar(50)
                                        YES
                                                     NULL
 order_number
                          int
                                        YES
                                                     NULL
 products_contained
                                                     NULL
                        varchar(90)
                                        YES
 reason_for_cancelling | varchar(50)
                                        YES
                                                     NULL
 confirm_cancellation
                        varchar(20)
                                      YES
                                                     NULL
5 rows in set (0.05 sec)
mysql>
```

#### TABLE CREATION

```
import mysql.connector as sql
conn=sql.connect(user='root',passwd='jerin@330077',
database='marketing_system_and_sales_system')
if conn.is connected():
    print('successfully connected')
c1=conn.cursor()
c1.execute('create table
customer_details(customer_name varchar(50) primary
key,product_name varchar(60))')
print('Table Created')
c1.execute('create table
products brand(customer name
varchar(50),product type varchar(40),product brand
varchar(50), products_available int(9))')
print('Table Created')
c1.execute('create table
order placement(customer name
```

```
varchar(50),product_name
varchar(50),demanding_quantity int(9))')
print('Table Created')

c1.execute('create table
order_details(customer_name
varchar(50),mobile_number int(10),address
varchar(999), date_to_deliver DATE)')
print('Table Created')

c1.execute('create table
cancellation_of_order(customer_name varchar(50),
order_number int(15), products_contained
varchar(90),reason_for_cancelling
varchar(50),confirm_cancellation varchar(20))')
print('Table Created')
```

# **SOURCE CODE**

```
from sys import exit
import mysql.connector as sql
conn=sql.connect(user='root',passwd='jerin@330077',
database='marketing_system_and_sales_system')
if conn.is_connected():
        print('succesfully conected')
c1=conn.cursor()
print('marketing system and sales system')
```

```
print("1.login")
print("2.exit")
choice=int(input("enter your choice"))
if choice==1:
      name=input("enter the user name:")
      passwd=input("enter the password:")
      while name=='alwin' and passwd=='alwin123' :
            print('welcome')
            print('1. registry for customer ')
            print('2.registry for products seller')
            print('3.registry for order placement')
            print('4.modify the order details')
            print('5.registry for cancellation of
order')
            print('6.display the customer details')
            print('7.display the products
availability')
            print('8.display the datas about order
placement')
            print('9.display the order details')
            print('10.display the cancellation of
order')
            choice=int(input('enter your choice'))
            if choice==1:
                  customer name=input('enter the
customer name:')
```

```
product name=input('enter the
product name:')
                  sql insert="insert into
customer_details values(""'"+customer_name+"',"
"'"+product_name+"'"")"
                  c1.execute(sql_insert)
                  conn.commit()
                  print('SUCCESSFULLY REGISTERED')
            elif choice==2:
                  customer name=input('enter the
customer name:')
                  product type=input('enter the
product type:')
                  product brand=input('enter the
product brand:')
                  products available=input('Number
of stocks available: ')
                  sql_insert="insert into
products_brand values(""'"+customer_name+"',"
"'"+product_type+"'," "'"+product_brand+"',"
"'"+products available+"'"")"
                  c1.execute(sql insert)
                  conn.commit()
                  print('SUCCESSFULLY REGISTERED')
```

```
elif choice==3:
                 customer name=input('enter the
customer name:')
                 product name=input('enter the
product name:')
                 demanding quantity=input('enter
the quantity: ')
                 sql_insert="insert into
order_placement values(""'"+customer_name+"',"
"'"+product_name+"'," "'"+demanding_quantity+"'"")"
                 c1.execute(sql insert)
                 conn.commit()
                 print('SUCCESSFULLY REGISTERED')
            elif choice==4:
                 customer name=input('enter the
customer name:')
                 mobile number=input('enter mobile
number:')
                 address=input('enter your
address: ')
                 date to deliver=input('enter the
date:')
                 sql_insert="insert into
order_details values(""'"+customer_name+"',"
"'"+mobile_number+"'," "'"+address+"',"
"'"+date to deliver+"'"")"
```

```
c1.execute(sql_insert)
                 conn.commit()
                 print('SUCCESSFULLY REGISTERED')
            elif choice==5:
                 customer_name=input('enter the
customer name:')
                 order number=input('enter the
order number:')
                 products contained=input('enter
the product contained in your order: ')
reason for cancellation=input('enter the reason for
cancelling the order:')
                 confirm cancellation=input('say
YES or NO:')
                 while confirm cancellation=='yes':
                       sql insert="insert into
cancellation_of_order
values(""'"+customer_name+"',"
"'"+order_number+"'," "'"+products_contained+"',"
"'"+reason_for_cancellation+"',""'"+confirm_cancell
ation+"'"")"
                       c1.execute(sql insert)
                       conn.commit()
                       print('cancellation
approved')
                       break
```

```
print('cancellation
declined')
            elif choice==6:
                sql_s="select*from
customer_details"
                c1.execute(sql s)
                a=c1.fetchall()
                for i in a:
                       print(i)
                       break
            elif choice==7:
                 sql_s="select*from products_brand"
                 c1.execute(sql_s)
                 a=c1.fetchall()
                 for i in a:
                        print(i)
                        break
            elif choice==8:
                 sql_s="select*from
order_placement"
```

else:

```
a=c1.fetchall()
                 for i in a:
                        print(i)
                        break
            elif choice==9:
                 sql_s="select*from order_details"
                 c1.execute(sql_s)
                 a=c1.fetchall()
                 for i in a:
                        print(i)
                        break
            elif choice==10:
                  sql_s="select*from
cancellation_of_order"
                 c1.execute(sql_s)
                 a=c1.fetchall()
                 for i in a:
                        print(i)
                        break
      else:
            print('sorry')
```

c1.execute(sql\_s)

# **SCREENSHOT**

# **Table Creation**

# **Unknown User Log-in**

```
Page 10 IDLE Shell 3.9.6
                                                                          X
File Edit Shell Debug Options Window Help
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
====== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py =========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choicel
enter the user name:jerin
enter the password:jerin123
sorry
```

# login output:

```
*IDLE Shell 3.9.6*
<u>File Edit Shell Debug Options Window Help</u>
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
>>>
====== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py =========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement 9.display the order details
10.display the cancellation of order
enter your choice
```

# registry for customer:

```
*IDLE Shell 3.9.6*
<u>File Edit Shell Debug Options Window Help</u>
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
successfully conected
marketing system and sales system
1.login
2.exit
enter your choicel
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choicel
enter the customer name: Jerin
enter the product name: HP Laptop
SUCCESSFULLY REGISTERED
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement 9.display the order details
10.display the cancellation of order
```

# registry for products seller:

```
*IDLE Shell 3.9.6*
<u>File Edit Shell Debug Options Window Help</u>
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py =========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choicel
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order enter your choice2
enter the customer name: Athul
enter the product type:Smartphone
enter the product brand:Apple
Number of stocks available: 3000
SUCCESSFULLY REGISTERED
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability 8.display the datas about order placement
9.display the order details
```

# registry for order placement:

```
*IDLE Shell 3.9.6*
                                                                                        \times
<u>File Edit Shell Debug Options Window Help</u>
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
====== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
successfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement 9.display the order details
10.display the cancellation of order
enter your choice3
enter the customer name:Aditya
enter the product name: Samsung S21
enter the quantity:1
SUCCESSFULLY REGISTERED
welcome

    registry for customer
    registry for products seller

3.registry for order placement
4.modify the order details
5.registry for cancelation of order
6.display the customer details 7.display the products availability
8.display the datas about order placement
9.display the order details
```

# **Registry for Order details**

```
*IDLE Shell 3.9.6*
                                                                        - □ ×
File Edit Shell Debug Options Window Help
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
====== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py =========
successfully conected
marketing system and sales system
1.login
2.exit
enter your choicel
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice4
enter the customer name: Natasha
enter mobile number:96756436
enter your address:mariot towers, juffair
enter the date:2021-10-14
SUCCESSFULLY REGISTERED
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
```

# registry for cancelation of order:

```
*IDLE Shell 3.9.6*
<u>File Edit Shell Debug Options Window Help</u>
Type "help", "copyright", "credits" or "license()" for more information.
====== RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choicel
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice5
enter the customer name: Jaywanti
enter the order number:5043
enter the product contained in your order:NIKE AIR
enter the reason for cancelling the order:size issue
say YES or NO:yes
cancellation approved
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
```

# display the customer details:

```
*IDLE Shell 3.9.6*
<u>File Edit Shell Debug Options Window Help</u>
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
successfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order 6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice6
('Jerin', 'HP Laptop')
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details 7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice
```

# Display the products availability

```
*IDLE Shell 3.9.6*
                                                                              File Edit Shell Debug Options Window Help
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice7
('Athul', 'Smartphone', 'Apple', 3000)
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details 7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order enter your choice
```

# Display the datas about order

# placement

```
*IDLE Shell 3.9.6*
File Edit Shell Debug Options Window Help
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64) ] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice8
('Aditya', 'Samsung GAlaxy S22', 1)
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order enter your choice
```

# Display the order details

```
*IDLE Shell 3.9.6*
                                                                               File Edit Shell Debug Options Window Help
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py =========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order enter your choice9
('Natasha', 96756436, 'mariot towers, juffair', datetime.date(2021, 10, 14))
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details 7.display the products availability
8.display the datas about order placement
9.display the order details
10.display the cancellation of order
enter your choice
```

# display the cancellation of order:

```
*IDLE Shell 3.9.6*
                                                                                            X
<u>F</u>ile <u>E</u>dit She<u>l</u>l <u>D</u>ebug <u>O</u>ptions <u>W</u>indow <u>H</u>elp
Python 3.9.6 (tags/v3.9.6:db3ff76, Jun 28 2021, 15:26:21) [MSC v.1929 64 bit (AM ^
D64)] on win32
Type "help", "copyright", "credits" or "license()" for more information.
======= RESTART: E:\Home\Desktop\CS PROJECT\Source code.py ==========
succesfully conected
marketing system and sales system
1.login
2.exit
enter your choice1
enter the user name:alwin
enter the password:alwin123
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement 9.display the order details
10.display the cancellation of order
enter your choice10
('Jaywanti', 5043, 'NIKE AIR', 'size issue', 'yes')
welcome
1. registry for customer
2.registry for products seller
3.registry for order placement
4.modify the order details
5.registry for cancellation of order
6.display the customer details
7.display the products availability
8.display the datas about order placement 9.display the order details
10.display the cancellation of order
enter your choice
```

#### CONCLUSION

This project was developed by using both PYTHON and MySQL. It was successfully completed within the allotted time and also satisfied all the given conditions.

The users can access strategy development for new products, product positioning, MARKETING communications (advertising, public relations, and SALES promotion), pricing, personal selling, distribution, customer service and partnerships and alliances. The master user of this system is the administrator who can login using a master password and once a user is authenticated as the admin, he/she can access and modify information stored in the database of the system. This includes adding and updating details, and also managing the user details.

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