

## `The Martial Arts Academy (MAA) – School Management System

Project Part1: Question: p. 81 – Q4 (MOV), Q5 (TCO, TBO), Q6 (Recommendation)

MAA: (p. 16)

- Grandmaster Taylor taught martial arts for 30 years and retired.
- New owners: Geoff and Julie (Black-belt instructors)
- 35 students (white-belt to Black-belt), pre-paying to take a specific number of classes per week
- A class: 60 minutes long
- Schedule a day to test; fill out a form; pay a test fee; get permission from instructors
- Kids (6-12) and Adults (over 12); 30% females
- Students signing a contract (with personal information) and keep in a file folder in a cabinet
- Discount for signing a week and months
- Instructor puts a clip for each class student card – may forget or lose the clip
- White, orange, yellow, green, blue, purple, brown, black
- G and Julie – want to retain current students and attract new students
- Competitors – two martial art schools and other sports
- Run a small shop for school supplies

### Need for a School Management System

- Need to hire to build a customer application system for managing day-to-day operation
- Can purchase the SMS or
- Subscription based and hosted by a third party