Project Topic: - Quotation generation system

Quotation Management System (QMS) Software includes designing and automating the client's Quotation. QMS aims to improve client's business efficiency in creating and generating quotations, emailing quotations, maintain billing and shipping information and providing enhanced QMS reporting features. Quotation Management System incorporates planning, designing and automating the customer’s Quotation.

QMS encapsulates customer enquiries by reducing the standard time required to organize customers’ quotations, maintain the track of enquiries efficiently. A quotation is a document that a seller provides to a buyer to offer goods or services at a stated price, under specified conditions. Also known as quotes, sales quotes or sales quotations, quotations are used to let a potential buyer know how much goods or services will cost before they commit to the purchase.

Modules And Functionalities: -

* Admin
* Dealer
* Company
* Product
* Order
* Add enquiry, assign, and generate quote / proforma invoice and sale order.
* Real-time updation of sales activity in Dashboard for easy reference and planning.
* Create (categorization) Product groups, Product Sub-groups, and products with customised specifications.
* Predefined roles give specific users exclusive views of sales activity and order pipeline.
* Receive enquiry, create, deliver, manage and submit your Quote through a user-friendly interface.
* Assign ownership of enquiries and track follow-up until sales is achieved. Generate quote with common discount, without discount and with item wise discount. Fix discount by Percentage or Value.
* Easy access to previous orders, product price and discount offered to each customer.
* Complete control on current flow of orders and its status.
* Alert actions.
* Update order details and generate performance report by executive, team, and product wise.

**Quotation Software Features & Benefits**

 Home Page viewing of enquiries; quotations; orders; follow-ups, deliveries and third-party sourcing. Fully secure software with authorized administrative control and restricted user access. Multiple branches / personnel access and maintenance of records in single database. Overview tracking sheet (weekly / monthly / quarterly / yearly) to view enquiry follow-ups (executive-wise, branch-wise) and generation of customizable status reports for top management. Data import & export to accounting packages via Excel.

* Enquiries Tracker

 Enquiry status tracker - user-wise & branch-wise.

 Historical data of past quotations - product-wise, with comparative analysis to enable competitive and strategic bidding / pricing in future.

Dealer interests, new members.

* Analytics

 Analysis of lost orders and enquiries requiring follow up.

 Successful order receipt analysis.

 Profitability analysis (customized at additional fee).

Adding new trending products according to order demand.

* Discounts & feasibility

 Discounts to be provided according to products ordered and festive offers.

 Product market reach and dealer approach.

 Profitability analysis (customized at additional fee).

Bringing new temptation for newly arrived products.

* Invoices & Payments

 Proforma invoice generation.

 Final price quotes with facilities for revision after volume discounts.

 Facility for application of taxes (VAT / Service Tax / LBT /…).

 Delivery details and associated challans and packing slips.

 Non-editable Invoices in PDF / other formats to enable email attachment send-outs.

* Sales Personnel Performance & Expenses

 Sales executive daily / weekly reports with expenses statements, incentives / commissions, performance / fulfilling of targets and other supplementary information, facilitating corrective management initiative and action.

 Alert messages to related persons in form of 'pop-ups' (customized at additional fee).

Members and their roles of responsibilities: -

* Pravat Kumar Jana: Frontend [web part (looks and feel)
* Priti Jana: Frontend interface designing]
* Visharad Kumar: Backend [Action services, pojos
* Adarsh Ram: Backend Database connection]
* Pankaj Kumar: Backend [Core, beans, Database
* Kata Manish Reddy: Backend creation, Properties file]