## ✅ **Internal Development Checklist – CRM Sales Platform (Function Point-Based)**

🔧 Estimated productivity: 0.5 PF/h  
🧮 Total Function Points: 146  
🕓 Total Estimated Time: 292h

### 🗓️ Week 1 – Module 1: Account and Contact Management (34h)

#### 📐 Database Design (ALI – 5 PF)

* Design entity person (abstract, base for PF/PJ) – 2h
* Design person\_individual (PF) – 2h
* Design person\_company (PJ) – 2h
* Design contact entity – 2h
* Design account entity – 2h
* Define relation: contact ↔ account – 2h

#### ⚙️ Backend Logic (EE – 7 PF)

* Implement CRUD: Accounts (companies) – 3h
* Implement CRUD: Contacts (individuals) – 3h
* Logic to link/unlink Contacts to Accounts – 2h

#### 🧑‍💻 Frontend (CE – 3 PF)

* Contact form (create/edit) – 2h
* Account form (create/edit) – 2h
* View contacts by account – 2h
* Contact detail view – 2h

### 🗓️ Week 2 – Module 2: Opportunities + Visual Pipeline (28h)

#### 📐 Database Design (ALI – 2 PF)

* Design opportunity entity: value, close date, stage, etc. – 2h

#### ⚙️ Backend Logic (EE – 5 PF)

* CRUD: Opportunities – 3h
* Link Opportunity to Contact and/or Account – 2h
* Logic: Update stage with drag-and-drop – 2h

#### 🧑‍💻 Frontend – Kanban Board (SE – 5 PF)

* Visual board with columns per stage – 3h
* Implement drag-and-drop logic – 3h
* Opportunity card with basic info – 2h

### 🗓️ Week 3 – Module 3: Leads, Activities and Document Management (38h)

#### 📐 Database Design (ALI – 4 PF)

* Entity lead: source QR/site/manual – 2h
* Entity activity: call, meeting, email – 2h
* Entity document linked to customer or opportunity – 2h

#### ⚙️ Backend Logic (EE – 8 PF)

* Auto-create lead via QR code – 3h
* Handle lead via site (manual or API) – 2h
* Manual lead input – 1h
* Register sales activities (linked to contact/account) – 2h
* Upload/download documents – 3h

#### 🧑‍💻 Frontend (CE – 4 PF)

* Manual lead form – 2h
* Activity tracking dashboard – 2h
* Document upload interface – 2h
* Document list by client/opportunity – 2h

### 🗓️ Week 4 – Module 4: Reporting and Strategic Analytics (46h)

#### ⚙️ Backend Logic (SE – 18 PF)

* Sales funnel report with stage conversion – 4h
* Forecast based on opportunity data – 4h
* Performance per salesperson – 4h
* Activity summary per user – 4h
* Lead source analysis – 3h

#### 📊 Frontend (CE – 6 PF)

* Funnel and forecast charts – 3h
* Ranking and sortable tables – 3h
* Filters by period, status, user – 2h
* Simple export to PDF/Excel – 2h

### 🗓️ Week 5 – QA, Adjustments, Finalization (30h)

#### 🧪 Testing

* Test all user flows – 3h
* Validate business rules – 3h
* Fix UI bugs – 3h

#### 🎨 UI/UX Polish

* Final visual adjustments and responsiveness – 3h
* Improve usability (UX details, shortcuts, messages) – 3h

#### 📄 Documentation & Delivery

* Light documentation for use – 3h
* Initial DB backup and delivery prep – 2h