## **✅ Internal Development Checklist – CRM Sales Platform**

🧮 Total Function Points: 88  
🕓 Total Estimated Time: 176h  
📊 Productividad: 0.5 PF/h

### 🗓️ Week 1 – Account and Contact Management (34h → ~2.62h por tarea)

1.1 – Design entity 'person' (abstract, base for PF/PJ) – 2.62h –   
1.2 – Design 'person\_individual' (PF) – 2.62h –   
1.3 – Design 'person\_company' (PJ) – 2.62h –   
1.4 – Design 'contact' entity – 2.62h –   
1.5 – Design 'account' entity – 2.62h –   
 1.6 – Define relation: contact ↔ account – 2.62h –   
 1.7 – Implement CRUD: Accounts (companies) – 2.62h –   
 1.8 – Implement CRUD: Contacts (individuals) – 2.62h –   
 1.9 – Logic to link/unlink Contacts to Accounts – 2.62h –   
1.10 – Contact form (create/edit) – 2.62h –   
1.11 – Account form (create/edit) – 2.62h –   
1.12 – View contacts by account – 2.62h –   
1.13 – Contact detail view – 2.62h –

### 🗓️ Week 2 – Opportunities + Visual Pipeline (28h → ~4.00h por tarea)

2.1 – Design 'opportunity' entity: value, close date, stage, etc. – 4.00h –   
 2.2 – CRUD: Opportunities – 4.00h –   
2.3 – Link Opportunity to Contact and/or Account – 4.00h –   
 2.4 – Logic: Update stage with drag-and-drop – 4.00h –   
2.5 – Visual board with columns per stage – 4.00h –   
2.6 – Implement drag and drop logic – 4.00h –   
2.7 – Opportunity card with basic info – 4.00h –

### 🗓️ Week 3 – Leads, Activities and Documents (38h → ~3.17h por tarea)

3.1 – Entity 'lead': source QR/site/manual – 3.17h –   
 3.2 – Entity 'activity': call, meeting, email – 3.17h –   
3.3 – Entity 'document' linked to customer or opportunity – 3.17h –   
 3.4 – Auto-create lead via QR code – 3.17h –   
3.5 – Handle lead via site (manual or API) – 3.17h –   
3.6 – Manual lead input – 3.17h –   
3.7 – Register sales activities (linked to contact/account) – 3.17h –   
3.8 – Upload/download documents – 3.17h –   
3.9 – Manual lead form – 3.17h –   
3.10 – Activity tracking dashboard – 3.17h –   
3.11 – Document upload interface – 3.17h –   
3.12 – Document list by client/opportunity – 3.17h –

### 🗓️ Week 4 – Strategic Reporting (46h → ~5.11h por tarea)

3.10 – Activity tracking dashboard – 3.17h –   
3.11 – Document upload interface – 3.17h –   
3.12 – Document list by client/opportunity – 3.17h –

### 🗓️ Week 5 – QA, Adjustments, Documentation (30h → ~4.29h por tarea)

5.1 – Test all user flows – 4.29h –   
5.2 – Validate business rules – 4.29h –   
5.3 – Fix UI bugs – 4.29h –   
5.4 – Final visual adjustments and responsiveness – 4.29h –   
5.5 – Improve usability (UX details, shortcuts, messages) – 4.29h –   
5.6 – Light documentation for use – 4.29h –   
5.7 – Initial DB backup and delivery prep – 4.29h –