TOPIC : <u>SALES ANALYSIS</u>

<u>TEAM MEMBERS</u>

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<u>USER REQUIREMENTS</u>

- ➤ The <u>COMPANY</u> is a business organization which deals with the selling of goods and it trades the goods with <u>SUPER STOCKIST</u> . Company is associated with name and ID .

- ➤ Super stockist would have several sub stockist under them, they would buy goods from company and would sell it to the <u>DISTRIBUTOR</u>. Its associated with the name , state ,id and city

- ➤ Distributor would supply the goods to the <u>RETAILER</u> and would give orders to the <u>SALESMAN</u> .

- ➤ Finally the Salesman sells product to the <u>END USER</u> (CUSTOMERS). Each product is associated with a name , ID, Brand , Category and Group.