



## Actors

Actor	Description	Use Case(s)
Company HQ	A collection of employees which hosts the in-house system and is in charge of revising and sanctioning finalized quotes	Edit finalized quote, sanction finalized quote, convert quote to purchase order, send sanctioned quote email to customer, send and receive info about processing purchase order
Customer	Receives emails about sanctioned quotes and processed purchase orders	Send sanctioned quote email to customer. send processed purchase order email to customer
Purchase Order Processing System	A system which processes purchase orders and answers with a processing date and sales commission rate for the sales associate	Send processed purchase order email to customer, send and receive info about processing purchase order
Sales Associate	Employee responsible for uploading sales quotes to the quote database.	Record/edit sales quote, finalize sales quote
Database Administrator	Authorized employee responsible for maintaining sales associate and quote data.	View and edit sales associate data, search for and view quotes, send and receive info about processing purchase order
Customer Info Legacy Database	Contains customer data, such as customer name, address, and contact info	Record/edit sales quote, edit finalized quote

## Use Cases

### Record/edit sales quote

<b>Actor(s)</b>	Sales Associate, Customer Info Legacy Database
<b>Description</b>	A sales associate is able to both create new quotes and edit existing quotes. Information relevant to the customer whom the quote is for is stored in an external customer information database.
<b>Data</b>	Quote descriptions, prices, secret notes attached to the quote, customer information
<b>Stimulus</b>	Sales associate accesses the system to add/update a quote for a customer
<b>Response</b>	Quote information is stored in the internal quote database
<b>Comments</b>	

### Finalize Sales Quote

<b>Actor(s)</b>	Sales Associate
<b>Description</b>	The sales associate sets the status of the quote to some finalized state. From that point on the sales associate cannot edit the quote anymore and can only be edited by the Company HQ. Quote information is maintained in the quote database, and customer information is maintained in the customer legacy database.
<b>Data</b>	Customer information, order information, sales associate rates,
<b>Stimulus</b>	Sales Associate updates the status of the quote after entering all necessary quote information
<b>Response</b>	Confirm that the quote should be finalized, quote becomes uneditable
<b>Comments</b>	The company HQ and database admin are the only ones who have access to the quote database

### Edit Finalized Quote

<b>Actor(s)</b>	Company HQ
<b>Description</b>	The Company HQ can look at all quotes that are logged by the sales associates in the business. They also hold the power to determine the final price before the power plant ships out to the consumer. They make last minute adjustments when need be.

<b>Data</b>	Customer information, order information, price, sales associate information
<b>Stimulus</b>	Sales associate submits the finalized quote
<b>Response</b>	Company HQ can edit the final quote if need be depending on the situation, causing a price change
<b>Comments</b>	Company HQ ultimately holds the final decision whether a price changes or not

Send sanctioned quote email to customer

<b>Actor(s)</b>	Company HQ, Customer
<b>Description</b>	When a quote's status is set to sanctioned, the details of the quote are emailed to the customer
<b>Data</b>	Customer information, customer email, sanctioned quote information
<b>Stimulus</b>	When the quote status is switched to sanctioned
<b>Response</b>	Confirms to the company HQ that the email was sent
<b>Comments</b>	The customer receives the email

Send processed purchase order email to customer

<b>Actor(s)</b>	Customer, Purchase Order Processing System
<b>Description</b>	Once a quote has been converted to a purchase order, it is process by the Purchase Order Processing System, which sends the customer an email
<b>Data</b>	Purchase details, customer email
<b>Stimulus</b>	Purchase order is processed by the Purchase Order Processing system.
<b>Response</b>	Customer receives finalized purchase information.
<b>Comments</b>	

Send and receive info about processing purchase order

<b>Actor(s)</b>	Purchase Order Processing System, Company HQ, Database Administrator
<b>Description</b>	Quotes are converted to purchase orders by the Company HQ and sent to the Purchase Order Processing System.
<b>Data</b>	Quote information, Quote status

<b>Stimulus</b>	The Company HQ converts a quote to a purchase order and sends it to the Purchase Order Processing System.
<b>Response</b>	The Purchase Order Processing System returns with the processing date and sales commission
<b>Comments</b>	The sales commission is stored and accessible by the Database Administrator

#### Sanction finalized quote

<b>Actor(s)</b>	Company HQ
<b>Description</b>	The Company HQ confirms the final price after they made their changes (if necessary)
<b>Data</b>	Customer information, customer email, sanctioned quote information
<b>Stimulus</b>	When the Company HQ confirms the final quote
<b>Response</b>	Company HQ then confirms the quote and then undergoes the process to change into a purchase order.
<b>Comments</b>	This is the process of confirming the final price of the product ordered

#### Convert quote to purchase order

<b>Actor(s)</b>	Company HQ
<b>Description</b>	Company HQ converts a sanctioned quote into a purchase order. An additional final discount can be applied. The final amount is computed.
<b>Data</b>	quote information
<b>Stimulus</b>	Company HQ begins conversion process
<b>Response</b>	Confirmation that quote has been converted
<b>Comments</b>	Company HQ begins conversion only after receiving customer approval (given outside scope of this system)

#### View and edit sales associate data

<b>Actor(s)</b>	Database administrator
<b>Description</b>	The database administrator can view and edit sales associate information whenever a purchase is completed or a new sales associate joins the

	company. The database administrator can edit sales associate data based on commission rates from new orders.
<b>Data</b>	Purchase order response information (commission rate information, processing date, sales associate info, customer info)
<b>Stimulus</b>	New sales associate joins the company, a purchase order was completely processed
<b>Response</b>	The system confirms that the database was updated with the new information entered into the system.
<b>Comments</b>	

Search for and view quotes

<b>Actor(s)</b>	Database Administrator
<b>Description</b>	Database administrator can search and view quotes based on status (finalized, sanctioned, ordered), date range, sales associate, and customer.
<b>Data</b>	all quotes
<b>Stimulus</b>	Database administrator makes a search or accesses quote data
<b>Response</b>	Displays information for the requested quotes
<b>Comments</b>	