### Rice Mill CRM Application Documentation

### Project Overview: The **Rice Mill CRM Application** is built on Salesforce to streamline daily operations for a wholesale rice mill. It automates daily reports on rice production and sales, helping mill owners track performance and improve efficiency. Key Features: 1.Daily Sales Reports: - Automatically tracks how much rice is produced and sold daily. - Breaks down sales by rice type and customer, providing total daily income. 2. Owner Dashboards: - Visual dashboards showing rice production, sales, revenue, and top customers. - Easy access to real-time data for better decision-making. **3**. Customer Management: - Stores customer details, purchase history, and frequent buyers for better engagement. 4. Automated Communication: - Daily summary emails with sales and production data sent to owners. Technical Stack: Salesforce : Custom objects for rice production and sales. Automation : Salesforce Flow to automate reporting and notifications. Reports & Dashboards : Salesforce’s built-in tools for real-time data visualization.

### Development Phases: 1.Setup Custom Objects: Define rice production, sales, and customer objects. 2.Automate Daily Reports: Use Salesforce Flow for automatic report generation and email alerts. 3. Create Dashboards: Set up visual dashboards for tracking key metrics. 4. Test & Deploy: Validate data and train users before going live.

### Conclusion: This CRM application enhances daily rice mill operations by providing clear insights into production and sales, improving decision-making, and automating key tasks like reporting and inventory management.