Project phase 3 Report

For

DEFINING AND PREDICTING THE SUCCESS OF B2B SALES

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DELIVERABLE-5

2.

A) REQUIREMENTS:

- ❖ DATABASE SELLER UPLOADED PRODUCT INFORMATION
- ❖ TESTING
- ❖ BUG FIXING-RISK MANAGEMENT
- ❖ RE-EVALUATION

❖ **DATABASE SELLER UPLOADED PRODUCT INFORMATION:**

- The product information like order id, order name, product name, vendor name, product version, color, action price, price, features, date, time.
- When the seller uploads the products the product details are reflected in the data base.
- Every time the seller uploads the products the details are reflected in the database.

❖ **TESTING:**

- We worked on all the test cases and documented all the possible outcomes and tabulated them.
- In test cases we provided the possible test cases its expected results, results, remarks (if any), comments.

❖ **BUG FIXING-RISK MANAGEMENT:**

- We could not search for products in both admin page and seller page due to a date format issue in the search function. We fixed it by correcting the date format.

❖ **RE-EVALUATION:**

- After re-evaluation, all the requirements are unchanged, and the software is perfectly fine. So, there are no changes made to the project after phase 1.
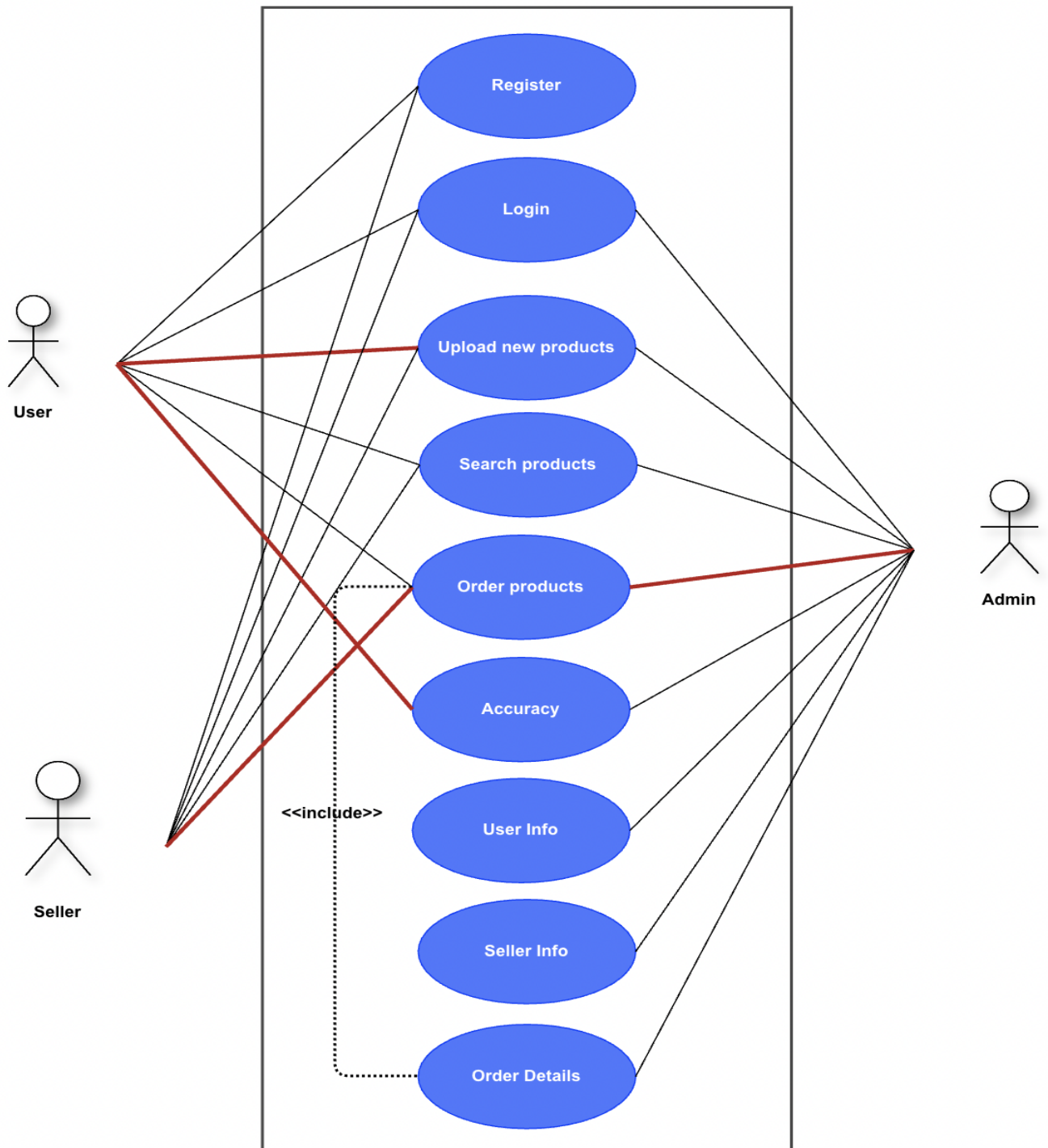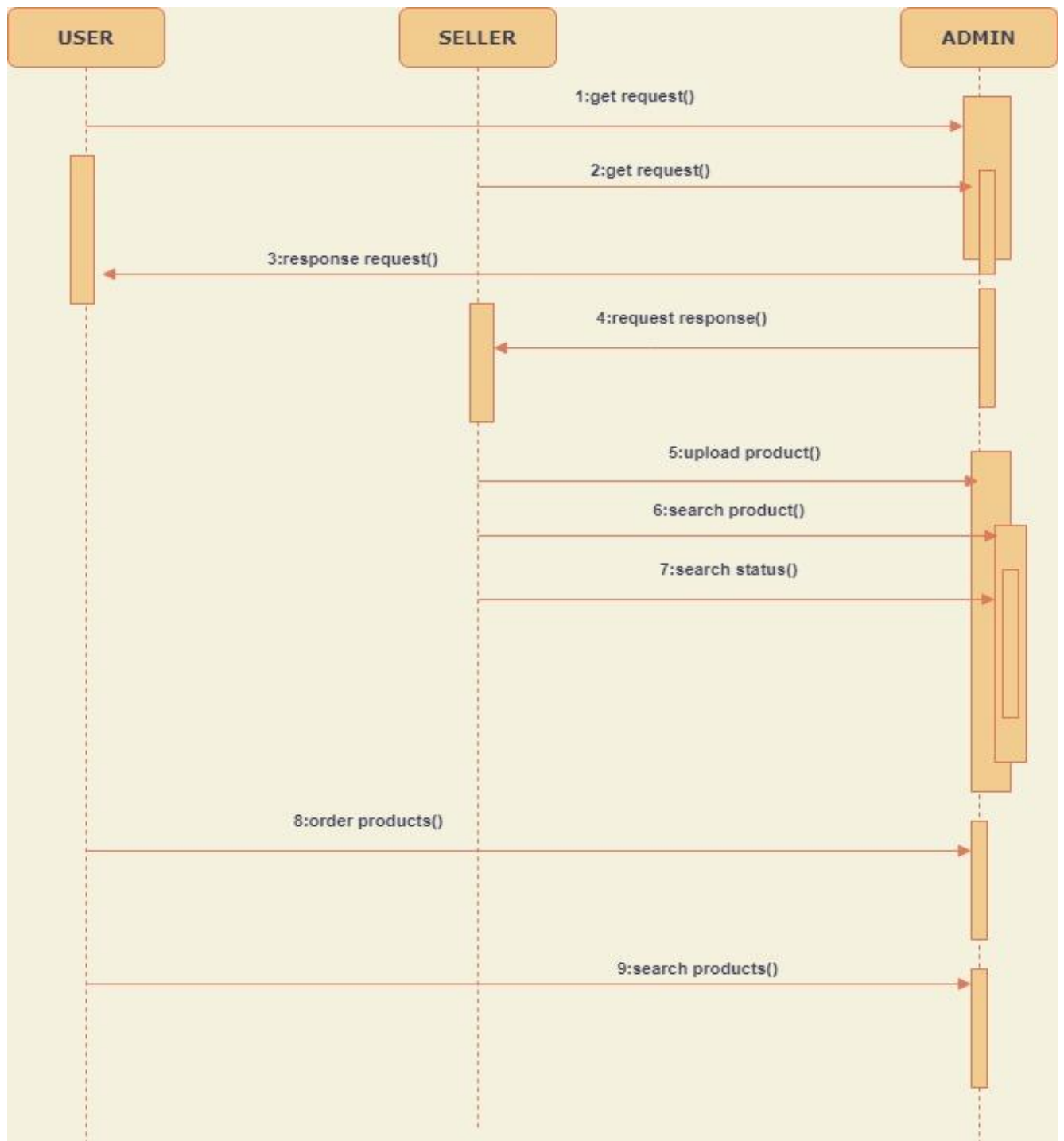
B) UML DIAGRAMS:

- **Class diagram:**
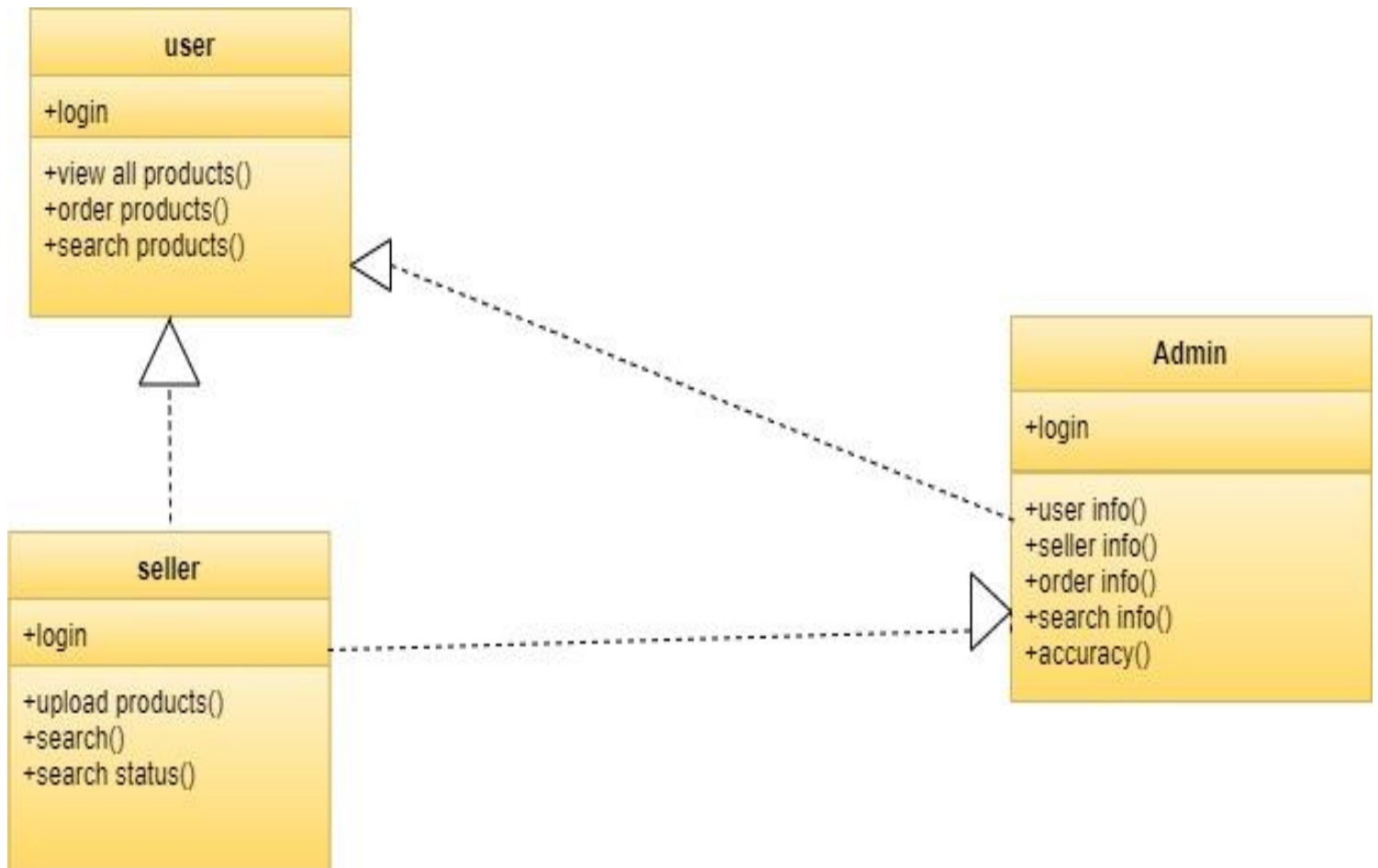
- **Use case diagram with normal and error cases:**

B2B Sales System

- **Sequence diagram:**

C) TEST CASES:

S.no	Test Case	Excepted Result	Result	Remarks (If Fails)	Comments
	Home Tab				
1	Home page after launching web application.	A brief description of web application can be seen along with following tabs, home, user, seller, admin.	Pass	IP address should be wrong.	
2	User registration	If user registration successfully.	Pass	If user is not registered.	
3	If user is not registered, he won't be able to proceed with checkout.	User should be able to view the products on the website.	Pass	User can't checkout.	
4	seller registration	If seller registration successfully.	Pass	If sell is not registered.	
5	If seller is not registered, he won't be able to add his products on the website.	Seller should not be able to add his product to sell.	Pass	Seller can't place the product to sell.	
6	ADMIN	seller rights will be accepted here. Only after this approval Seller can proceed with further steps.	Pass	If seller is not registered.	
7	If Admin finds fraudulence, he can reject the seller request.	seller rights will not be accepted here.	Pass	Authorized or Licensed Business permit and ID card is required to verify and register.	
8	ADMIN	User rights will be accepted here. Only after this approval User can proceed with further steps.	Pass	If user is not registered.	
9	If Admin finds unauthorized user, he can't deny or reject the user request.	User rights will not be accepted here.	Pass	Authorized email-ID or Phone number is required to verify and register.	
	USER TAB				
10	User login	If username and password is correct then user redirects to valid home page.	Pass	If username or password is not correct.	
11	User post login	User should be able to view following tabs, home, search, logout.	Pass		
11	User home page	Home page - User should be able to view all the products uploaded with product details and "view" link.	Pass		

12	User view link	Accessing this link can view individual product details and buy option. It has scrolling page.	Pass		
13	Users buy option	Once the link is accessed it will give user details (user name, product name, address, phone number, bank name, account number,) amount, product name, date ,time and order button to place the order.	Pass		
14	User search tab	Once you click on search tab, user can enter the keyword for the product to be searched. This will fetch the image of product and product details with a view link.	Pass		
15	User logout	User should be able to logout from user view and back to home page.	Pass		
	SELLER TAB				
16	Seller login	If seller name and password is correct then seller redirects to valid home page, with a welcome message having seller ID or name and a small description about the seller activity.	Pass	If seller name or password is not correct.	
17	Seller post login	Seller should be able to view following tabs, home, upload products, search, logout.	Pass		

| 18	Seller upload products	After accessing upload products tab, authorized seller can add a new product with product details, choose file button to choose the image of the product, and upload button options. Followed by view link --> buy link --> order options are provided.	Pass		
19	Seller search tab	Under search we have a date format input along with calendar option to select the date (dd-mm-yyyy) from and to. It will fetch the product results uploaded in the duration selected.	Pass		
20	Seller logout	Seller should be able to logout from user view and back to home page.	Pass		
	ADMIN TAB				
21	Admin post login	Admin should be able to view following tabs, user details, seller details, ordered products, search, accuracy, logout.	Pass	If admin name or password is not correct.	
22	Admin user details	Here all the users lists can be viewed who are registered successfully. And admin will take decision to activate the account or not based on authentication and verification.	Pass		
23	Admin seller details	Here all the seller's lists can be viewed who are registered successfully. And admin will take decision to activate the account or not based on authentication and verification.	Pass		

24	Admin ordered products	This contains list of products that has been ordered by the users in the tabular format. Again it has user details (s.no, name, phone number, address, bankname, accountnumber, ifsccode, aadharnumber), amount, product name, and order button to place the order.	Pass		
25	Admin search tab	Under search we have a date format input along with calendar option to select the date (dd-mm-yyyy) from and to. It will fetch the product results uploaded in the duration selected.	Pass		
26	Admin accuracy tab	This is where our algorithm predicts the sales and gives us the results in the numerical format in tabular presentation.	Pass		
27	Admin logout	Admin should be able to logout from user view and back to home page.	Pass		

D) USER MANUAL:

Installation and Usage:

For Windows Operating system
- o Download Xampp server for windows 64 bit from the website
  https://www.apachefriends.org/download.html
- o Run the executable file and install Xampp server
- o Select the following components:
  - Apache (default selection)
  - MYSQL
  - PhpMy Admin
  - PHP (default)
- o Choose an installation folder C:/Program Files/xampp
- o Install MySQL from Xampp with username 'root' and no password
- o Start Apache server and MySQL Server
- o We created the database and created the following tables like order products, seller registration, upload products, user registration.

- o
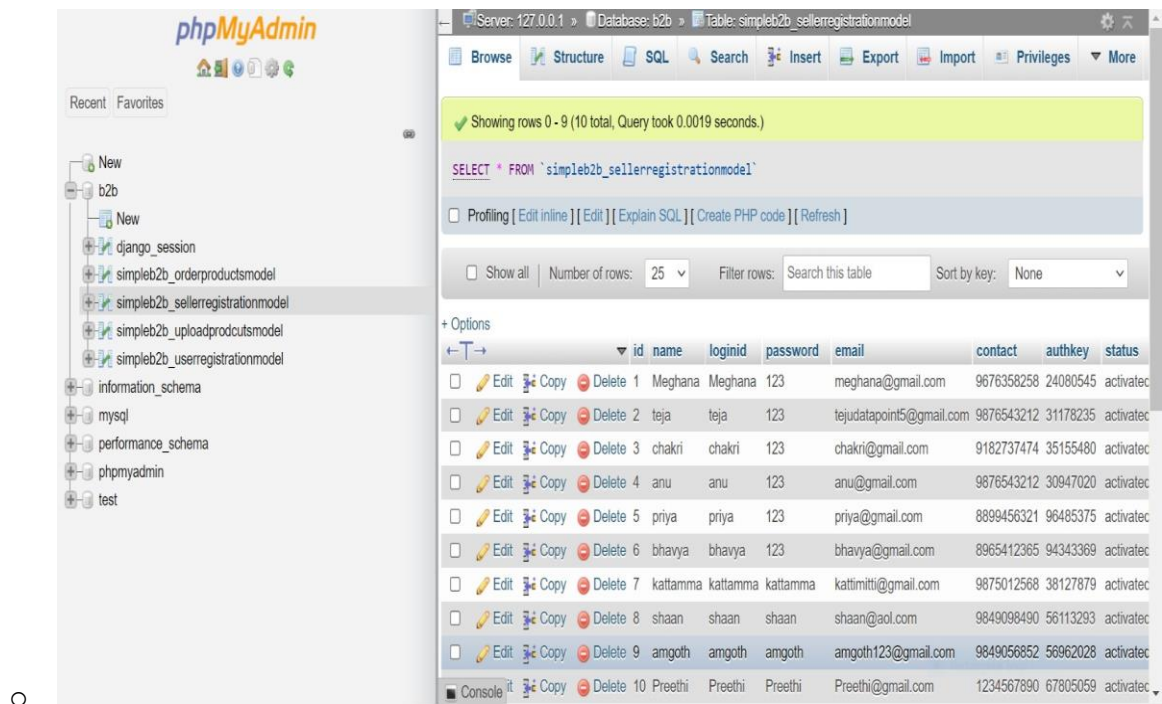
The project B2B sales has 3 main modules in its web page. We have user, seller, and admin as the three main modules in the interface. Each module has its designated login with their respective credentials. Through navigator menu, one can pass through the modules.

HOME:

Defining & Predicting B2B Sales Success

HOME   USER   SELLER   ADMIN

What do we do?

Corporates depend heavily on software to enhance their performance. We are looking to develop a web-based application "Predicting & Defining Business to Business (B2B) Sales Success" that analyses the factors which drive sales success and also a model that predicts sales success rate. This application has three major functionalities, Admin, Seller Login, and User.Admin can log in & view user details, seller details, ordered products, search products, and accuracy of sales.Sellers will be able to access the page upon login, and they can upload, delete, and search products.Users will have to register and search, purchase products through their account.

USER:

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HOME   USER   SELLER   ADMIN

User Registration Here

User Name	
Login ID	
Password	
Email	
Contact	

Register

USER REGISTRATION PAGE

Defining & Predicting B2B Sales Success

HOME   USER   SELLER   ADMIN

User Login

User [User Login Id]

Password [Password]

[Login]

Click Here to Register
Need help?

USER LOGIN PAGE

SELLER:

Defining & Predicting B2B Sales Success

HOME   USER   SELLER   ADMIN

Seller Login

SellerId [Seller Login Id]

Password [Password]

[Login]

Click Here to Register
Need help?

SELLER LOGIN PAGE

ADMIN:

ADMIN LOGIN PAGE

As we discussed in phase 1, we have three modules in the project. They are User, Seller, and Admin. In phase 2, we established a connection between database and user interface thus adding more functionalities to the existing User, Seller, and Admin modules.

USER:

- After logging in successfully, the user page will be displayed with a default home page showing a list of available products.
- The user home page has a navigation menu with Home, Search, and Logout.
- The Home button will take you to the home page, the search button will take you to the page where users can browse products, and logout helps the user to log out of the application.
- On the user's home page, we can see a list of available products. Users can scroll down to see the products and click on the view button to see an individual product and its details.
- Users can buy the product by clicking on the buy button and a checkout page will be populated with the user details and product details. Users can fill rest of the details like address, phone number, payment details, and finish the order by clicking on the order button.
- Users can search for the desired products on the search page.
- Users can log out of the application by clicking on the logout button.

Defining & Predicting B2B Sales Success

HOME   SEARCH   LOGOUT

Search Products

[   ] [Search]

USER SEARCH PAGE

Defining & Predicting B2B Sales Success

HOME   SEARCH   LOGOUT

Welcome to preethi

View ALL Products

Product Name	:	blackcar

USER VIEW PRODUCTS PAGE

USER ORDER PRODUCTS SUCCESSFUL

SELLER:

- After logging in with seller credentials, the seller page will be displayed with a default home page with a navigation menu comprising of HOME, UPLOAD PRODUCTS, SEARCH, and LOGOUT.
- Sellers can upload products by clicking on the upload products button. Details like Owner name, Product name, Product vendor name, product version, product color, price, features, date, time, and picture of the product. The seller can finish uploading by clicking on the upload button.
- Seller can search for the products uploaded by clicking on the search button. A seller needs to give a date range to filter the products in that specific period.
- Seller can visit the Seller's home page by clicking on the home button anytime.
- Seller can log out of the application by clicking on the logout button.

Defining & Predicting B2B Sales Success

HOME   UPLOAD PRODUCTS   SEARCH   LOGOUT

Welcome to Preethi

Abstract

Corporates depend heavily on software to enhance their performance. We are looking to develop a web-based application "Predicting & Defining Business to Business (B2B) Sales Success" that analyses the factors which drive sales success and also a model that predicts sales success rate. This application has three major functionalities, Admin, Seller Login, and User.Admin can log in & view user details, seller details, ordered products, search products, and accuracy of sales.Sellers will be able to access the page upon login, and they can upload, delete, and search products.Users will have to register and search, purchase products through their account.

SELLER HOME PAGE

Welcome to Preethi

Upload Products

Owner Name	
Product Name	
Product Vendor Name	
Product Version	
Product Color	
ActionPrice	
Product Price	
Product Features	
Date	
Time	

Choose File | No file chosen

Upload

SELLER UPLOAD PRODUCTS PAGE

Defining & Predicting B2B Sales Success

mm/dd/yyyy   to   mm/dd/yyyy   Search

SELLER SEARCH PRODUCTS PAGE

Defining & Predicting B2B Sales Success

HOME   UPLOAD PRODUCTS   SEARCH   LOGOUT

shaan view upload product details

S.No	Ownername	ProductName	Amount
12	shaan	Xiaomy Note 7	9999

SELLER SEARCH PRODUCTS RESULT

ADMIN:

- After logging in successfully, the home page of Admin will be displayed with a navigation menu of User details, Seller details, Ordered Products, Search, Accuracy, and Logout.
- Admin can view the User details and activate the user.
- Admin can also view Seller details and activate the seller.
- Admin can do the accuracy prediction .
- Admin can log out of the application by clicking on the logout button.

Defining & Predicting B2B Sales Success

USERDETAILS   SELLERDETAILS   ORDERED PRODUCTS   SEARCH   ACCURACY   LOGOUT

Admin View Registered Sellers

S.No	Name	Login Name	Email	Contact	Auth Key	Status	Activate
1	Meghana	Meghana	meghana@gmail.com	9676358258	24080545	activated	Activated
2	teja	teja	tejudatapoint5@gmail.com	9876543212	31178235	activated	Activated
3	chakri	chakri	chakri@gmail.com	9182737474	35155480	activated	Activated
4	anu	anu	anu@gmail.com	9876543212	30947020	activated	Activated
5	priya	priya	priya@gmail.com	8899456321	96485375	activated	Activated
6	bhavya	bhavya	bhavya@gmail.com	8965412365	94343369	activated	Activated
7	kattamma	kattamma	kattimitti@gmail.com	9875012568	38127879	activated	Activated
8	shaan	shaan	shaan@aol.com	9849098490	56113293	activated	Activated
9	amgoth	amgoth	amgoth123@gmail.com	9849056852	56962028	activated	Activated
10	Preethi	Preethi	Preethi@gmail.com	1234567890	67805059	activated	Activated

ADMIN VIEW SELLER DETAILS PAGE

Defining & Predicting B2B Sales Success

USERDETAILS   SELLERDETAILS   ORDERED PRODUCTS   SEARCH   ACCURACY   LOGOUT

Admin View Registered Users

S.No	Name	Login Name	Email	Contact	Auth Key	Status	Activate
1	jyo	jyo	jyo@gmail.com	9676358258	68467302	activated	Activated
2	jaya	jaya	jaya@gmail.com	9887654343	18924208	activated	Activated
3	sunny	sunny	sunny@gmail.com	8888998899	13926135	activated	Activated
4	honey	honey	honey@gmail.com	8977123919	17889151	activated	Activated
5	tony	tony	tony@gmail.com	8124398767	11746147	activated	Activated
6	sony	sony	sony@gmail.com	9898989898	81900994	activated	Activated
7	devika	devika	devika@gmail.com	9685741232	18748622	activated	Activated
8	siri	siri	siri@gmail.com	7766893242	65662400	activated	Activated
9	ramya	ramya	ramya@gmail.com	9812345678	27711118	activated	Activated
10	supriya	supriya	supriya@gmail.com	9922992299	46484786	activated	Activated
11	alex	alex	lx160cm@gmail.com	9849098490	59768275	activated	Activated

ADMIN VIEW USER DETAILS

Admin View products Accuracy

m = [[0 0 0 0 0] [1 0 0 0 0] [0 0 0 1 0 0] [0 0 0 0 0] [0 0 0 0 0] [0 0 0 1 0]]

	precision	recall	f1-score	support
285000	0.00	0.00	0.00	0.0
300000	0.00	0.00	0.00	1.0
5000000	0.00	0.00	0.00	1.0
540000	0.00	0.00	0.00	0.0
72000	0.00	0.00	0.00	0.0
78000			0.00	0.00
0.00 1.0	accuracy	0.00	3.0	macro
avg 0.00	0.00	0.00	3.0	weighted

ACCURACY RESULTS

E) Compiling and running test cases:

- **To compile/run the program test cases**

For unit test cases, we add unit test project in the project solution in Sublime Text.

- Create a demo test class in the project to test.
- We use the variables that are used in the web application and passed through the constructor.
- We run all the test cases and see if any action is required.
- We will add more about the test cases in the upcoming phases as unit testing in our project is majorly concentrated in the later phases of our schedule.

To compile/run the program.

Install the following software
- Install Sublime Text 3.
- Install Python 3
- Install XAMPP
- Go to project folder and open Command Prompt to install the following commands.
  - pip install django
  - pip install pandas

- pip install seaborn
- pip install sklearn
- pip install matplotlib
- pip install pymysql
- pip install mysqlclient
- pip install mysql-connector-python
- pip install sqlalchemy

Compile/Run the program.

- Open XAMPP and start Apache & MySQL.
- Open the project folder and go to command prompt.
- Run the following command python manage.py runserver
- When the server is live go to the URL displayed in the cmd and the web application is live.

F) Feedback received during peer review session.

Peer Review Session with Code6:

During the code inspection session, our partner group has gone through our code. Our partner group has opined that our code so far has device & browser compatibility. They have also satisfied with the code comments describing what does the code do. Since our phase 1 coding largely involves HTML & CSS, they mainly focused on browser compatibility. They have suggested us to also include comments that tell who developed the components. We accepted their suggestion and added the code comments with the developer's name.

Implementation Plan:

PHASE 1: Deliverable 3: - Up until Deliverable 3, we are ready with a working demo with all the key features promised earlier. All the pages from admin to users, sellers to buyers, every page is done. The difficult task of implementing Machine Learning algorithm is done too. The admin can now activate and deactivate too. We have also made sure the sales prediction feature is working well.

PHASE 2: Deliverable 4: - For the deliverable 4, we planned on making the admins control over the system stronger by improving both the activation and deactivation. The other feature we were keen on working is that, implementing a third-party payment gateway where in the buyers and sellers can now make there transaction here itself, which leaves the admin with a receipt too. However, this is totally an additional feature which doesn't really improve the overall experience by a large margin, so we are still figuring out.

PHASE 3: Deliverable 5: - By this time, all the features will be finalized, all the pages will be perfectly functional. All the predictions made by the Machine Learning algorithm will now be even more accurate as the model inside will be more fed. The only thing which will be left is the improved UI part. So, we will probably sit down for few more meetings and come up with a

much more elegant UI design and implement it, because, at the end, user experience is one of the most important aspect.

G) A brief reflection on what has been accomplished, what went well and could be improved.

In the Phase 1, we have completed the implementation of the user, admin, seller, register, login and the overall front-end framework. The user was able to register, login, search and order products. In the same way, the seller was able to register, login and upload products. The admin had the overall control. But we did not implement data linking. Now, in the phase 2, we have worked on the back end of our application. Linking of the Seller's information in the data, updating the orders of the Seller in the data base, availability of products and information of the product are now linked in the back end. Every new instance in the application will now be recorded in the data base. Also, linking the data of the user in the data base is now done. The admin now gets to see all the registered user profile, all the registered seller profiles. Also, the admin can now view the order details and closely monitor the transactions. To sum it up, the back-end part of the application is done and now it is very responsive with the front end too. In phase 3 we have completed predicting the accuracy of the products.

H) Member contribution table

Member name	Contribution description	Overall Contribution (%)	Note (If applicable)
RISHWANTH REDDY BADDIPADAGA	Development of UI, Compiling and running test cases, User data linking, Bug fixing	12.5%	
MEGHANA THIMMAPURAM	UML Diagrams, Seller Data Linking, Documentation, Development of UI, Bug fixing	12.5%	
PREETHI MUDIREDDY	Development of UI, Software Installation, Seller Data Linking, Re-evaluation	12.5%	
DIVYA KUMBHAM	Development of UI, Code inspection document, User data linking, Re-evaluation	12.5%	

NEHA GEEREDDY	Development of UI, Code inspection document, Product information and Availability, Testing	12.5%	
SRI HARSHA SWARAJ NADENDLA	Development of UI, Code inspection document, Product Information and Availability, Database seller uploaded product information	12.5%	
ROJA KAMBLE	Test cases, Development of UI, Database linking, Testing	12.5%	
SAI NIKHIL CHITTURI	Development of UI, User manual, Database linking, Database seller uploaded product information	12.5%	