Project phase 2 Report
For
DEFINING AND PREDICTING THE SUCCESS OF B2B SALES

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DELIVERABLE-4

3.

A) REQUIREMENTS:

In this phase we worked on linking the database to front end.
- Database seller data linking
- Database user data linking
- Product information and availability

DATABASE SELLER DATA LINKING: We have already created a database in Phase 1. In Phase 2, we stored the data that we received from the user interface in the seller database, and we were able to retrieve the data when required to display it on the user interface. We can also store seller orders, product information in the database and retrieve them to display in the user interface.

DATABASE USER DATA LINKING: Similar to the Database Seller, we have created a user database in phase 1. In phase 2, we linked the USER database with the UI. We can store the user data in the database and retrieve it to display on the webpage.

PRODUCT INFORMATION AND AVAILABILITY UPDATION IN THE BACKEND: In phase 2, we stored the product information data in the database and whenever there are changes made to any product, the information is updated in the backend as well. The updated information will be displayed on the user interface.

Below mentioned are the UI pages development while linking the database.

USER:

➢ **UI User Home page:**

- When we give user credentials in user login page and after clicking on login it gets redirected to user page.
- It consists of the information about the availability of product.
- We have "view" option, when we click on "view" it shows the detailed information of the product.
- There is a "buy" option to place the order.

- On clicking "buy" it redirects to order product page which consists of UI user search, UI user search result, UI user view products.

➢ **UI User search:**

- This page consists of search option where we can search desired product.

➢ **UI user search result:**

- After clicking on search button, it will show the searched product.

➢ **UI user view products:**

- Here user can view all the products available in the database.

SELLER:

➢ **UI seller home page:**

- After giving the seller credentials in seller login page, it gets redirected to seller home page.
- It shows the abstract of the system.

➢ **UI seller search:**

- We can search for the products by providing the date of the product uploaded.
- It displays the products that are uploaded between two dates provided by seller.

➢ **UI seller search result:**

- After clicking on search button, it will display the products details i.e., owner name, product name, amount.

➢ **UI upload products:**

- By using upload product option, seller can upload the product by giving all the details of the product.
- This UI page consists of text fields to enter product details and 2 buttons, one for choosing the file i.e., image of the product and other one is to upload the details where on clicking on upload the data gets stored in the database.
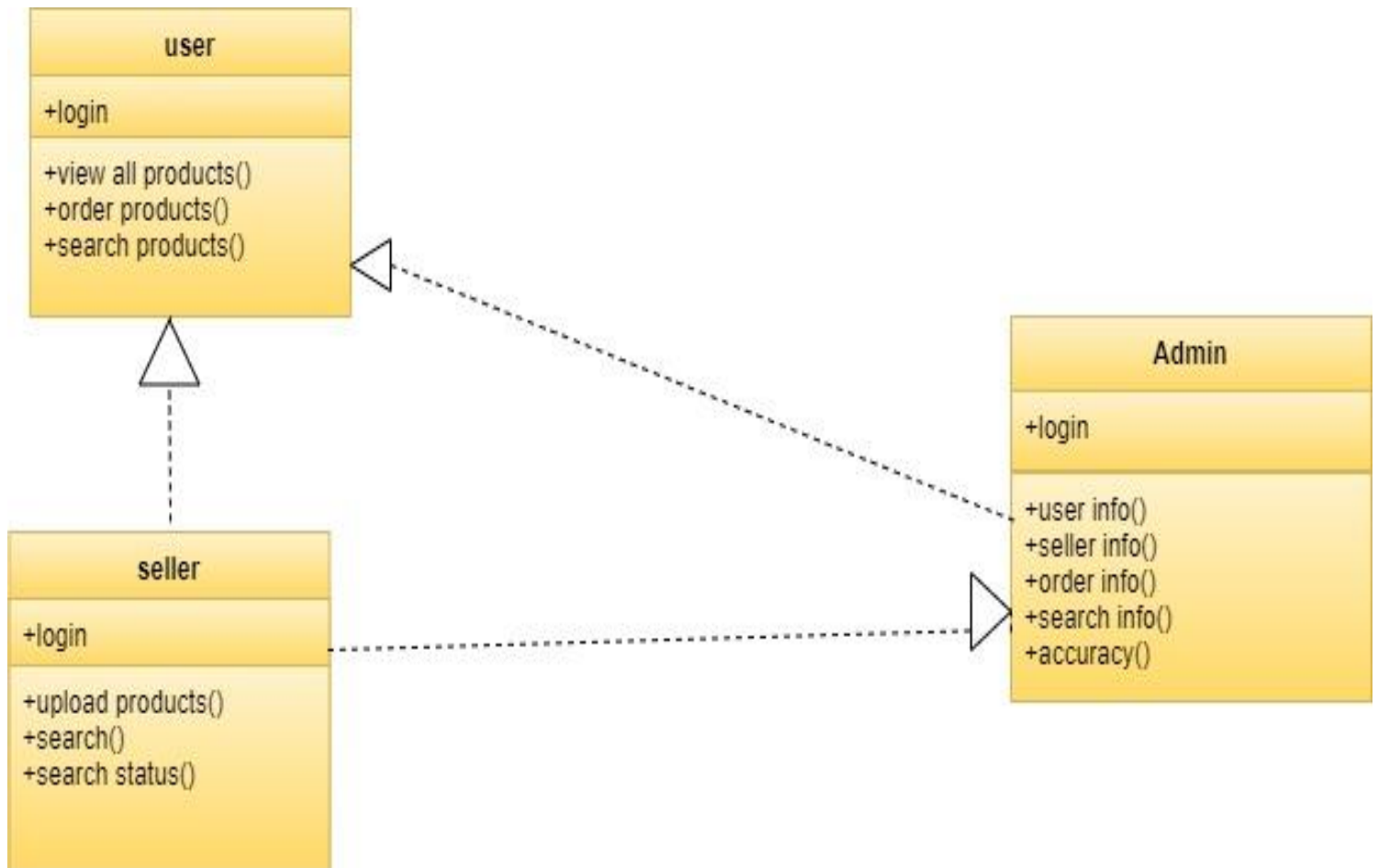
ADMIN:

➢ **UI view seller data:**

- When admin gives admin credentials in admin login page and gets logged in, there is an option to view seller details.
- On clicking on "seller details" it displays the details of the seller which consists of
  S. No: Displays serial number of the seller.
  Name: Displays name of the seller.
  Login name: Displays login id.
  Email: Displays the email id of the seller.
  Contact: Displays the contact number of the seller.
  Auth key: Displays generated autokey value.
  Status: Displays the status of the seller.
  Activate: By click on activate option for each seller, then only seller can login into seller page.

➢ **UI view user data:**

- When admin logged in to the admin page, then there is an option to view user details.
- On clicking on "user details" it displays the details of the user which consists of
  S. No: Displays serial number of the user.
  Name: Displays name of the user.
  Login name: Displays login id.
  Email: Displays the email id of the user.
  Contact: Displays the contact number of the user.
  Auth key: Displays generated autokey value.
  Status: Displays the status of the user.
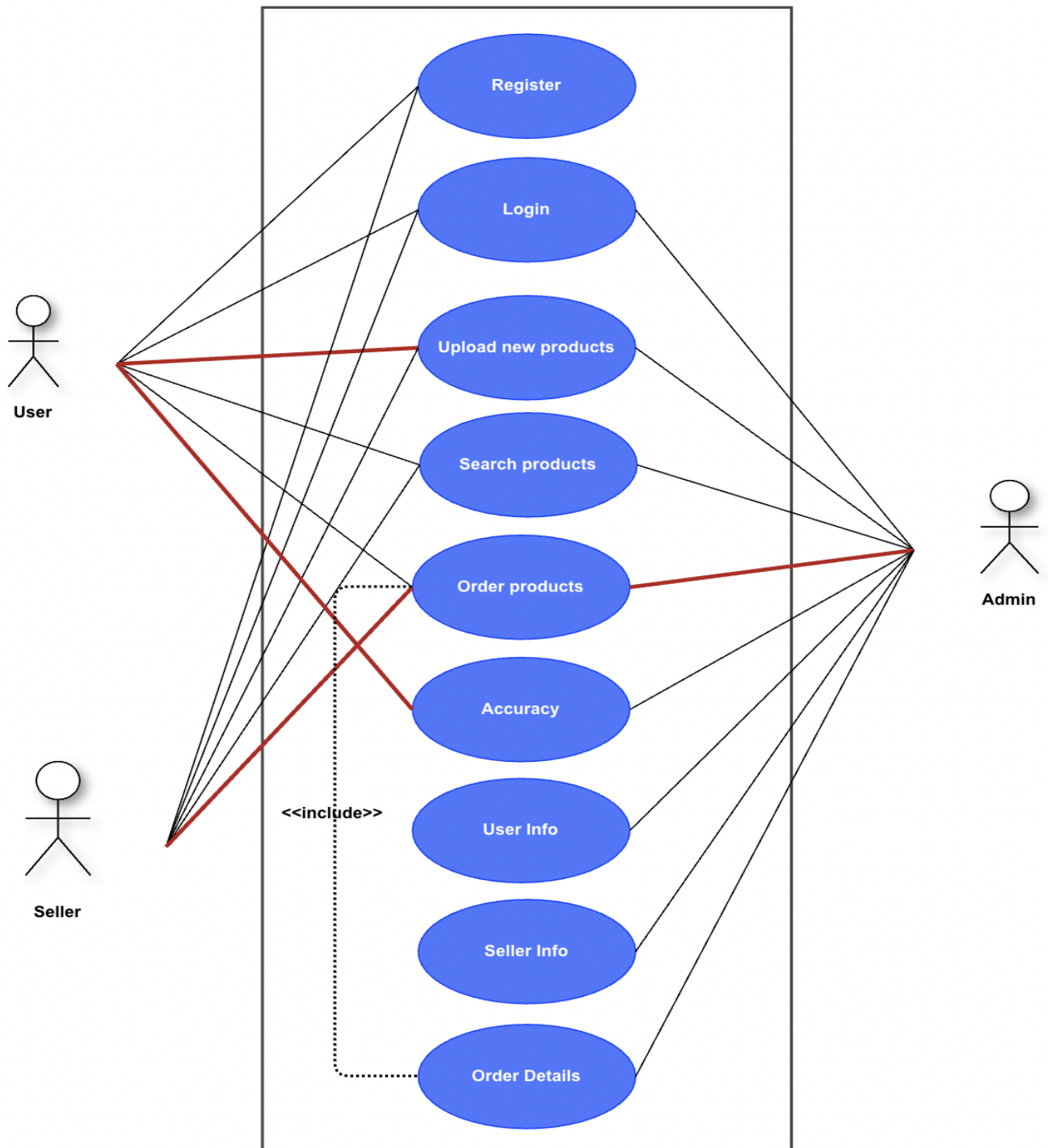 Activate: By click on activate option for each user, then only user can login into seller page.
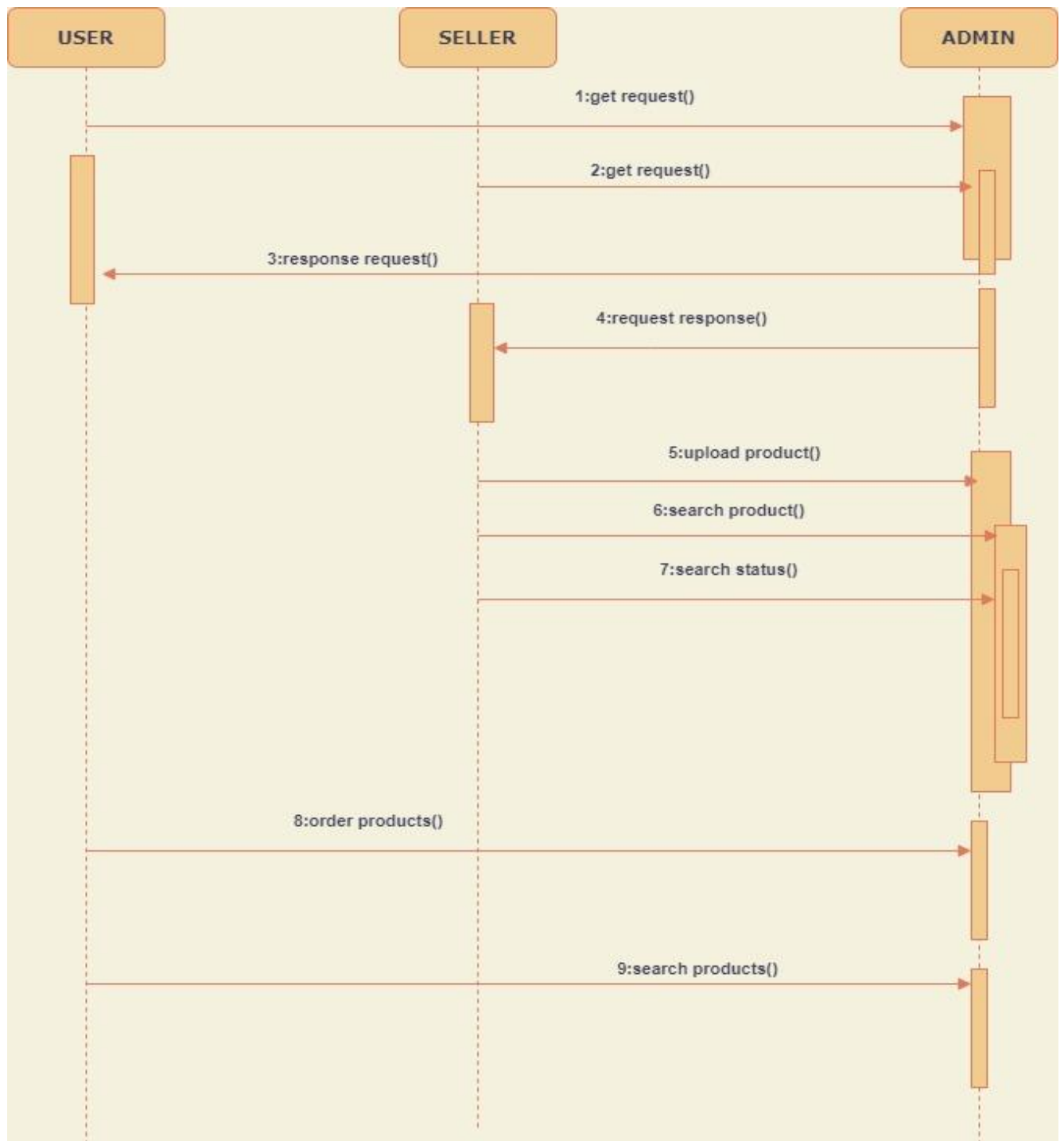
B) UML DIAGRAMS:

- **Class diagram:**

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

B2B Sales System

- **Sequence diagram:**

C) TEST CASES

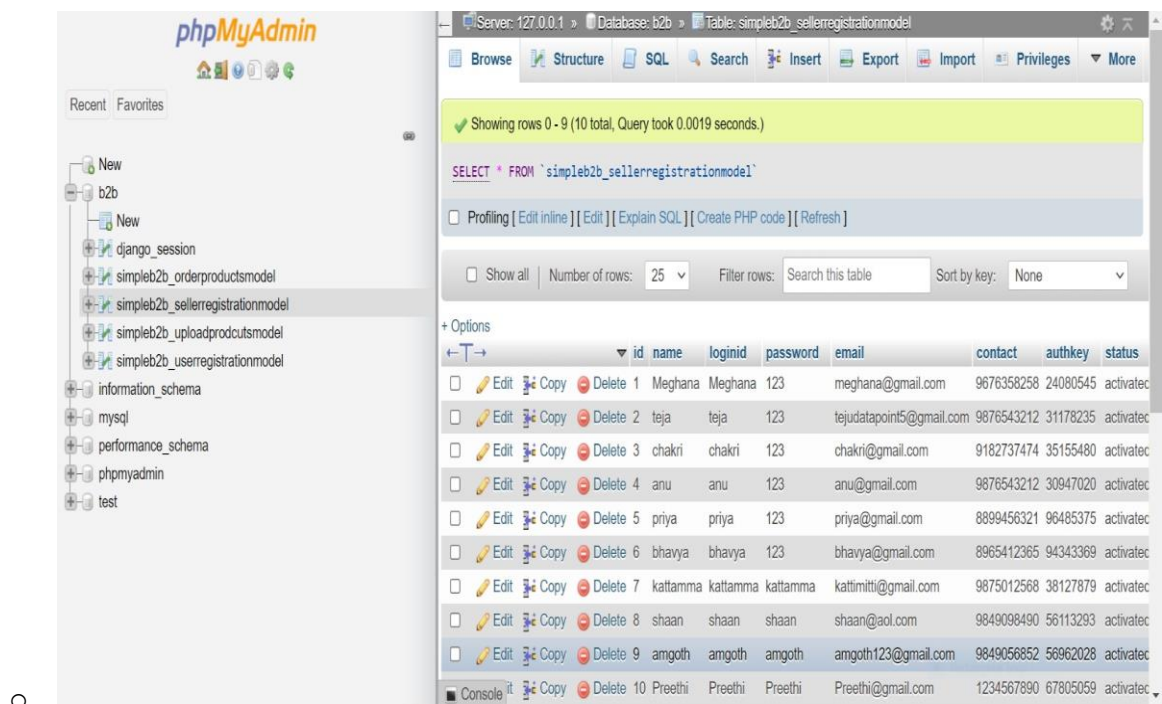| S.no	Test Case	Excepted Result	Result	Remarks (If Fails)	Comments
1	User REGISTERED	If user registration successfully.	Pass	If user is not registered.	
2	If user is not registered, he won't be able to proceed with checkout.	User should be able to view the products on the website.	Pass	User can't checkout.	
3	seller REGISTERED	If seller registration successfully.	Pass	If sell is not registered.	
4	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.	
5	ADMIN	seller rights will be accepted here.	Pass	If seller is not registered.	
6	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.	
7	ADMIN	User rights will be accepted here.	Pass	If user is not registered.	
8	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.	
9	User LOGIN	If username and password is correct, then user redirects to valid home page.	Pass	If username or password is not correct.	
10	If User credentials are wrong, ask for "forgot password" and alert popup message is displayed with alert message.	If username and password is incorrect then popup an alert box with message and also provide forgot password option button.	Pass	If user credentials are wrong.	

11	Seller LOGIN	If seller name and password is correct, then seller redirects to valid home page.	Pass	If seller name or password is not correct.	
12	If Seller credentials are wrong, ask for "forgot password" and alert popup message is displayed with alert message.	If seller name and password is incorrect then popup a alert box with message and also provide forgot password option button.	Pass	If user credentials were wrong.	
13	Seller upload products	If seller is an authorized user, then he will redirect to product page where he can add his products.	Pass	If seller is not an authorized person, he won't be able to proceed to valid product page, as his ID will be asked before adding products.	
14	Users buy products	If users buy products, the purchase history information is added in his account.	Pass	If user not registered, he won't be able to place the order.	
15	User can search	If users search a valid product, it will show valid list of products page.	Pass	User can simply browse the page but can't make any purchase.	

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.
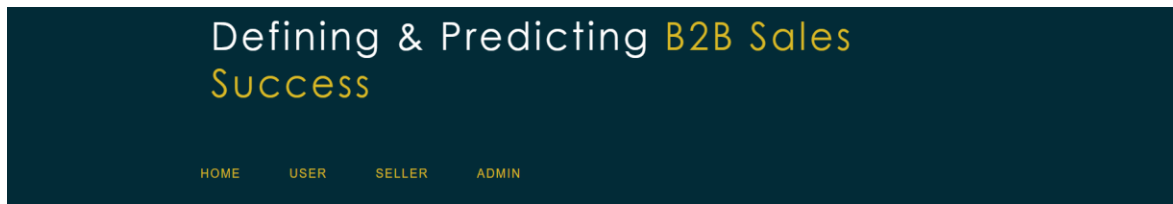
HOME:

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:

USER REGISTRATION PAGE

User Login

User	User Login Id
Password	Password

[Login]

Click Here to Register
Need help?

USER LOGIN PAGE

SELLER:

Seller Login

SellerId	Seller Login Id
Password	Password

[Login]

Click Here to Register
Need help?

SELLER LOGIN PAGE

ADMIN:

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HOME   USER   SELLER   ADMIN

Admin Login

Admin [Admin Login Id]
Password [Password]
[Login]

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.

Search Products
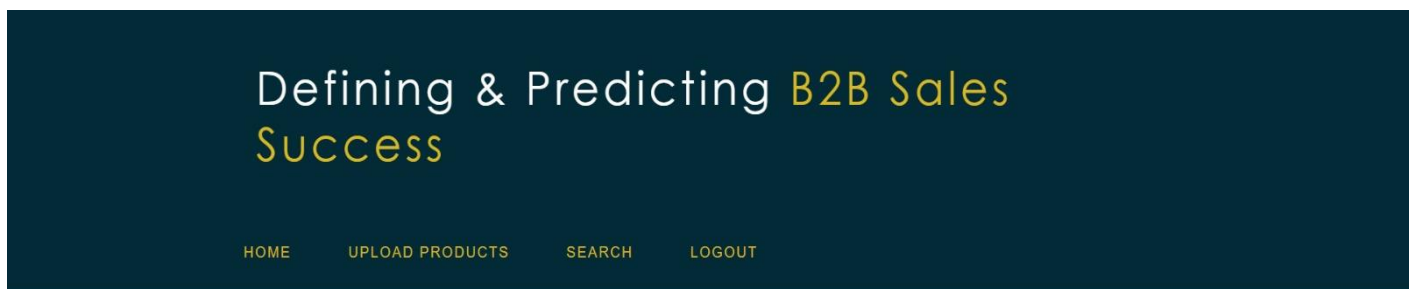
Search

USER SEARCH PAGE

Welcome to preethi

View ALL Products

Product Name : blackcar

USER VIEW PRODUCTS PAGE

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

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

SELLER SEARCH PRODUCTS PAGE

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.
- The remaining functionalities like Ordered Products, Search, and accuracy will be added later in phase 3.
- 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

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. The overall application except the sales prediction part, is done.

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	12.5%	
MEGHANA THIMMAPURAM	UML Diagrams, Seller Data Linking, Documentation, Development of UI	12.5%	
PREETHI MUDIREDDY	Development of UI, Software Installation, Seller Data Linking	12.5%	
DIVYA KUMBHAM	Development of UI, Code inspection document, User data linking	12.5%	
NEHA GEEREDDY	Development of UI, Code inspection document, Product information and Availability	12.5%	
SRI HARSHA SWARAJ NADENDLA	Development of UI, Code inspection document, Product Information and Availability	12.5%	
ROJA KAMBLE	Test cases, Development of UI, Database linking	12.5%	
SAI NIKHIL CHITTURI	Development of UI, User manual, Database linking	12.5%	