

REPORT

A) Entities and their definitions

- 1- Farmers have name, surname, id.
- 2- Logistics have name, main office, address.
- 3- Factories have name, id, location.
- 4- Fritolay warehouses have name, id, location.
- 5- Fritolay employees have name, surname, id, address, salary. There are 3 types of employees (Warehouse worker, regional manager, and sales chief.)
- 6- Warehouse worker does not have additional feature.
- 7- Regional manager has region and company car.
- 8- Sales chief has region, company car, profit goal.
- 8- Products have name, product id, weight, expiration date, price, type.
- 9- Dealer companies have name, owner, location.
- 10- Dealer company employees have name, surname, id, address, salary. There are many types of employees, but we only consider salesman because it is related to Fritolay not others.
- 11- Customers have name, surname, customer id, address.

B) Business processes and their definitions.

- 1- Farmer produces potatoes and corns.
- 2- These raw foods are delivered to factory by trucks.
- 3- Factory manufactures these products into chips.
- 4- Chips are delivered from factory to warehouses by trucks.
- 5- Fritolay warehouse employees take products from truck to warehouse.
- 6- Salesmans make a list of products they want.
- 7- The list is bought buy dealer company from Fritolay.
- 8- These products are loaded to salesman trucks by warehouse employees.
- 9- Salesman goes to customers weekly. Total customers are splitted to week.
- 10- Customer make a list of products what he needs.
- 11- Salesman delivers these products to customer.
- 12- End of the day salesman goes to dealer company and give all the money he collected from customers.
- 13- Sales chief splits the total profit goal to his salesmans.

14- Fritolay must sell some other products like candies and croissant. To not get punished by the government because of market share. Most of the customers don't want these products. To sell these products sales chief splits the total amount of products between salesmans. If they sell enough, they get paid extra.

C) Business rules, constraints, etc.

- 1- A farmer can work with many factories. A factory can work with many farmers.
- 2- Logistics can have many trucks and drivers, but a driver can only work in one logistic company.
- 3- A factory can manufacture many products and a product can be manufactured in many factories.
- 4- Fritolay warehouse have many workers, but a worker can only work in one company.
- 5- Salesman can make only one list of products for each day.
- 6- Dealer company can buy many lists from Fritolay and Fritolay can sell many products list.
- 7- Warehouse employee can load many trucks.
- 8- Salesman can visit many customers, but a customer can be visited by only one salesman.
- 9- Customer can only make one list.
- 10- Salesman can deliver many products.
- 11- A Sales chief can manage many salesmen, but a salesman can be managed by only one sales chief.
- 12- A regional manager can manage many sales chief, but a sales chief can only be managed by one regional manager.

D) Other functional & non-functional business requirements.

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