# Car Booking System

Business Use Case

NewGen EV is a growing electric car manufacturing company based in India, which currently has, in addition to upcoming ones, 3 different Cars branded as: Stallion, Gaur & Tiger. Each of these Cars have models named corresponding to the month and year they launched (*e.g. Car: Tiger | Car Model: Tiger November 2023*).

NewGen EVs customers are dealerships across the country, who then sell on the cars. The dealerships are tracked as belonging to one of these 5 regions: North India, South India, East Inda, West India, Union Territory. They want to use the Salesforce platform to help with their Sales.

ERD
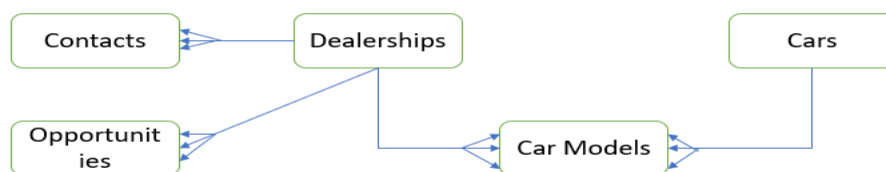
Types of Users
Company Executives, Factory Executives, Quality Analysts, Digital Marketers, Sales Executives

Use Cases

1) Sales users are tasked with identifying Leads and converting them to Opportunities, Accounts and Contacts OR closing out Opportunities on existing Accounts – basically a typical Sales process should be implemented.
   Note: the customers that Sales users are trying to get are typically Dealerships. So ensure one of the above standard objects are used to store Dealership info. Create custom fields on the standard object if need be.

2) There should be a Zone field on a Dealership that should be set to one among North India, South India, East Inda, West India, Union Territory based on the Billing Address State of the Dealership. (*Implementation guideline: Use Custom Metadata to keep information on States to Zone mapping & use Apex to populate the Zone*).

3) When an Opportunity is Closed – Won, then a Car Model record should be automatically created for that Dealership. (*Implementation guideline: you should be able to achieve this*

with the help of a Flow as well as Apex. Use both approaches. You can de-activate the Flow once you have this working with Apex. During demo, you may be asked to show this working with either of these approaches).

4) App for handling all the Car related info should be accessible by all the users.

5) See if Cars (*which is basically a product that is sold by NewGen EV*) can be stored in any standard objects.

6) Car Model stages (in given sequence only) are: *Manufacturing -> Manufactured -> Ready For Launch*.
   However, for Union Territories there is an extra stage: *Manufacturing -> Manufactured -> Tax Exemptions Approved -> Ready For Launch*
   Create a Path in the page layouts for this.

7) Company executives should have all access to all Car records having the high-level details of the car that should be manufactured.

8) Factory Executives can only update Car Model records until it is in the manufactured stage. There should also be a field that shows the Number of Car Units on each Car Model record that should be the same as the quantity given in the Opportunity which cause the Car Model to be created.

9) Quality Analysts can only view the Car Model records which are in the Manufactured & Tax Exemptions Approved stage.

10) Quality analysts can only update the stage to Ready for Launch. However, for Union Territories, they can change stage to Ready for Launch only after attaching the tax exemption documents. (*Implementation guideline: You can have a simple checkbox that the Quality Analyst ticks to confirm they have attached documents but for higher credit, it would be if you are able to use any Salesforce standard object to add attachments*).

11) Digital Marketers cannot view Car Model records that are in the manufacturing stage. Additionally, they should have access to campaigns, and they can start and run the campaigns.

12) The most recently launched Car Model records should be appearing on top of the list for Sales executives. (*Hint: Recently Viewed records is not the same as recently launched. You may need to create some date field and figure out how to populate it to achieve this*).

13) Ensure that **<u>overall</u>** test class coverage is over 95%. Test classes should have positive and negative test scenarios.

14) Create a report Dashboard that you think will be useful for users.

15) Create a Home page having the above dashboard. It should also have a screen flow that Company Executives to create a Car record if needed.

16) Earlier NewGen EVs maintained their Dealership and Contact information in an Excel document. Bulk import these Accounts and Contacts into Salesforce.

17) At the start of every week, for all Car Models in the Manufactured and Tax Exemptions Approved stage, send an email to the record owners (should be Quality Analysts) reminding them to update the manufacturing stage to Ready to Launch.