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Final Project (to do):

Why require CRM application:

- Improve your customer service
- Reduce customer churn
- Keep your data secure
- Better understand and refine your sales process
- Help your team become better organized and more efficient
- Allow your team to work remotely
- Develop a more effective lead generation strategy

Functionalities (all dynamic,backend):

1)Basic Customer-Management-Platform web-application (eg: zoho)

2) users would be able

- to create customer,
- viewing those customers, updating customer information on customer profile page
- customer orders
- page rendering,
- database setup,
- add item to the database,

- 3)admin Authorization, (accessing admin panel)
- 4) Admin Host will be able to add to DB
- 5)perform all basic CRUD functionalities
- 6)search functionalities
- 7)create multiple orders
- 8)view customer orders, info formation and details
- 9)total order, order delivered and pending order
- 10)python decorators
- 11)Dynamic Urls linking

### Design Phase :

Basic CRM view, forms, search bar,table view of items, customer profilepage, loginpage, registration page.

### Backend Tools used:

1. Python
2. Django
3. Bootstrap, css, html
4. Django crispy forms
5. Template inheritance

6. Django Formset
7. Url template tags
8. Django filter
9. Django models
- 10)Dynamic Url linking
- 11)usercreationForm

Stakeholders:

- 1) Admin
- 2) Customers