Business to Business

Wholesaler who sells to resellers

Warehouse management

Customer orders

Novelty Items

Buys in Large, sells in small

Monitoring certain category of novelties

# Business Requirements

1. The Sales Manager wants to have a report on KPIs in sales. Eduard
2. The CEO wants to have a report on profitability over time in sales. \*
3. The Order Manager wants to have a report on order forecast in orders. Claudiu
4. The Marketing Manager wants to have a report on customer profiling. Mihai
5. The Finance Manager wants to have a report on payment method in transactions. \*