PERSONAS

1) **"The Techtronics"** is a small sized retail store. It sells Home appliances, Computer and accessories, Audio and accessories and other Electronic gadgets. Although a small sized store, "The Techtronics " is fast growing and getting popular for its quality products. They are planning to expand the store by increasing the range of products and size of the store"

**Details: -**

They use receipts for billing products. They keep track of the available stocks by comparing the Billing reports, Available stocks count (manually done every week) and the ordered stocks information (From the purchase department). With a plan of improving the business and expanding the size of store and range of products, The Techtronics feels that they should incorporate a software billing system as the storage of paper bills for substantial number of products is not the best option.

**Iteration 1:-**

**Solution**: -  
Software that can do the following

* Generate bills for the products purchased.
* Print the bill.
* Store the bills for viewing later.

**Iteration 2:-**

**Solution: -**

Software that can do the following

* Generate bill for the products purchased.
* Print the bill
* Store the bills for viewing later.
* Email bill to the customer.
* Automatic reduction in the number of available stocks when it is billed.

2) **"Farm Fresh"** is a supermarket selling wide variety of food, groceries and household items. It is well established and has its branches in different locations. It has several dealers supplying goods from different manufacturers and they are sold to the customers in the supermarket.

**Details: -**

The supermarket purchases various categories of products (various brands of products in each category) from different dealers. To purchase products from the dealers, the purchase manager/ salesman prepares a purchase order gets it approved by purchase approver and sends it to the dealer via telephone/fax or Emails. As the purchase management is done on excel sheets and telephones, it is becoming hard for the purchase department to coordinate and keep track of the purchase orders as "Which all purchase order has been ordered? and which all have to be ordered yet? or which all have to be approved for the order to be placed to dealers?".

**Iteration 1:-**

**Solution: -**

Software that can do the following

* Authorized person (Purchase manager, purchase order approver or the sales man) should be able to generate, view or edit a purchase order.
* The approver should be able approve or reject the created purchase order.

**Iteration 2:-**

**Solution: -**

Software that can do the following

* Generate, view or edit a purchase order from the authorized persons (Purchase manager, purchase order approver or the sales man).
* The manager can approve or reject the created purchase order.
* If the PO is approved, it is automatically mailed to the corresponding dealer.
* If the PO is rejected the concerned person is notified of the same.

3) "**Queens**" is a retail store that sells apparels, accessories and gifts. They have stores developing in major cities like Berlin, Munich and Stuttgart. They sell most of the popular brand of products and the growth rate is increasing every year. "

**Details: -**

Queens is a well-established store and they are planning to improve their process by having a well-defined and organized software infrastructure and systems to manage the business end to end. They want a solution to be developed that can help them improve the stock management.

**Iteration 1:-**

**Solution: -**

Software that can do the following

* Generate a Goods Received Note for the purchase order.
* Update the Purchase order delivery status depending on all the goods in PO are delivered or only some.
* Automatic increase in the number of available stocks.

**Iteration 2:-**

**Solution: -**

Software that can do the following

* Generate a Goods Received Note for the purchase order.
* Update the Purchase order delivery status depending on all the goods in PO are delivered or only some.
* Print the GRN as the acknowledgement for dealers.
* Automatic increase in the number of available stocks.
* A Notification to the concerned person when the count of available stock goes below threshold count.
* Export the stock report to excel.