

## LAMPIRAN C1

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JUDUL: WHOLESALE MANAGEMENT SYSTEM

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(HURUF BESAR)

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## **WHOLESALE MANAGEMENT SYSTEM**

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This report is submitted in partial fulfilment of the requirements for the  
Bachelor of Information and Communication Technology (Software Development)

**FACULTY OF INFORMATION AND COMMUNICATION TECHNOLOGY  
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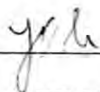
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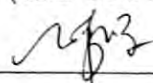


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## Abstrak

Sistem pengurusan jualan borong (*Wholesale Management System*) dibangunkan bertujuan untuk meningkatkan kecekapan dan pelaksanaan aktiviti perniagaan harian pemborong. Pada masa kini pemborong tidak menggunakan sebarang sistem perkomputeran. Semua aktiviti perniagaan adalah direkodkan dan didokumentasikan secara manual. Masa yang diperlukan untuk memproses aktiviti perniagaan adalah lama. Projek ini akan membangunkan sebuah sistem perkomputeran untuk membantu pemborong memproses aktiviti perniagaan harian. Kaedah yang digunakan untuk membangunkan projek ini ialah *System Development Life Cycle (SDLC)*. Projek ini akan fokus pada pengurusan rekod penjualan, pengurusan rekod pembelian, pengurusan stok, pengurusan maklumat pelanggan, pengurusan maklumat pengilang, pengurusan maklumat pekerja, pengurusan pembayaran, dan pengurusan laporan.

## **Abstract**

Wholesale management system is developed aim to improve the efficiency and performance of daily business activity of the wholesaler. The wholesaler did not have any computerized system for now. All the business activity are recorded and documented manually. A lot of time is consumed during the process of the business activity. This project will develop a computerized system for helping the wholesaler in processing the daily business activity. Methodology used for developing this project is System Development Life Cycle (SDLC). This project will be focus on sales record management, purchase record management, stock management, customer information management, manufacturer management, staff information management, payment management, stock management, payment and report management.

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## LIST OF TERM

ACH - Automated Clearing House  
ADO - ActiveX Data Objects  
ASP - Active Server Pages  
CRM - Customer Relationship Management  
D - Duration  
E-Commerce - Electronic-Commerce  
ED - Expected duration  
FF - Finish-to- finish  
FS - Finish-to-start  
HTML - Hypertext Markup Language  
IIS - Internet Information Server  
OD - Optimistic duration  
PS - Pessimistic duration  
PSM - Project Sarjana Muda  
SDLC - System Development Life Cycle  
SF - Start-to-finish  
SS - Start-to-start  
UML - Unified Modeling Language  
VIN - Vehicle identification number  
WCNA - White Clarke North America  
WMS - Wholesale Management System

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## **CHAPTER I**

### **INTRODUCTION**

#### **1.1 Preamble/Overview**

Wholesale Management System (WMS) is a business application system developed for wholesaler. This system will simplify the daily management and daily business activity and improve the performance of the wholesaler. This system will have several features such as:

##### **Purchase record management:**

This feature will allow the wholesaler to manage the purchase order record; purchase product expected received date, purchase return outward, product price inquiry, add new purchase record, delete existing purchase record and view existing purchase record.

##### **Sales record management:**

This feature will allow the wholesaler to manage the quotation, sales order, invoice, return outward, add new sales record, delete existing sales record and view existing sales record.



#### Customer information management:

This feature will allow the wholesaler to add new customer information, update existing customer information and delete existing customer information.

#### Manufacturer information management:

This feature will allow the wholesaler to add new manufacturer information, update existing manufacturer information and delete existing manufacturer information.

#### Staff information management:

This feature will allow the wholesaler to add new staff information, update existing staff information and delete staff customer information.

#### Stock management:

This feature will allow the wholesaler to edit and view the information of product, set pricing for the products, setting lowest limit of the amount of products.

#### Payment management:

This feature will allow the wholesaler to add new payment record, update existing payment record, and delete existing payment record.

#### Reporting:

This feature will generate report based on the criteria selected by wholesaler. Report will be generated are product distribution report, sales record report, sales value report, product distribution chart, sales record chart and sales value chart.

#### Login:

This feature require user to entering valid username and password before accessing into the system. This feature prevent unauthorized user to accessing the system.

## 1.2 Problem statement(s)

The problems identified are currently the wholesaler is dealing with a lot of business activity record and time consuming. Searching for required information from a lot of documents and records are complicated and has to spend a lot of time. Besides the wholesaler is hard to track the purchase and sales order for certain product because the wholesaler is dealing with a variety of products in large amounts. Lastly, reports are hard to generate because the wholesaler needs to refer to a lot of documents and business activity records for generating a required report.

Suggestion for overcoming the problem is to develop a system to reduce the time consumed in processing business activity. All the business activity information like purchase and sales order information will be stored in a database. The wholesaler can also have a better understanding about the purchase and sales order and stock information easily. Reports will be generated based on the selected criteria.

## 1.3 Objective

- Increase the efficiency and performance of the wholesaler in dealing with daily business activity.
- Improve the management of the business activity records.
- Improve efficiency and performance of wholesaler daily management

## 1.4 Scopes

This project aims to simplify the daily business activity of the wholesaler and reduce the time consumed for processing business activity. This project will be focusing on sales record management, purchase record management, stock

management, customer information management, payment management, staff information management, and report management.

This project will allow the wholesaler to record the detail of purchase of certain product from manufacturer and detail of sales of product to retailer or customer. Beside this system also allow the wholesaler record the detail of manufacturer, retailer or customer, and product, payment, and staff.

This project also allows the wholesaler to have a better understanding of the distribution of product and amount stocks. Wholesaler is allowing setting profitable price for the product, the lowest limit of amount of certain product and the amount of quantity need to purchase if the quantity of product in stock is low. This feature will remind the wholesaler if the reach the lowest limit quantity.

### **1.5 Contributions**

This project will contribute to improve the efficiency and performance of the business activity of the wholesaler. This system will increase the performance of recording all the information related with the business activity of wholesaler like manufacturer, retailer or customer, staff and product, sales, purchase and payment information orderly. Beside time needed to retrieve the related information will be decrease and make the searching for related information became more efficient. Pricing for variety of product will become easier than before. The wholesaler can input any relevant data and the system will calculate the profitable price for certain product in a minute of time. Beside this system also provide wholesaler a better understanding of stocks. This system has a feature to allow the wholesaler to set the lowest limit of amount of goods. An alert message will be display if the amounts of certain goods reach the lowest limit. Based on this information the wholesaler can purchase the product low in amount on time. This project also will generate report



based on the selected criteria. Based on the report generated the wholesaler can making a suitable decision for the business activity.

### **1.6 Expected output**

At the final stage of the project, a completed Wholesale Management System with features such as login, add, update, delete and view will be delivered. The system will required the user to login before access other function on the system. After the user successfully login to the system the user can manipulate the record such as add new record, update record, delete record or view record.

### **1.7 Summary**

Wholesale Management System (WMS) is a business application system developed for wholesaler. This system will contain several features such as login, add, update, delete and view data. Literature review will be discussed in following chapter.

## **CHAPTER II**

### **LITERATURE REVIEW**

#### **2.1 Introduction**

Information related with the project is get from the books and from the Internet. The wholesaler and wholesaler daily business activities are getting from the previous study. Reference about other existing wholesale management system had been made. Importance of previous study is providing lots of useful information such as the functions that needed by the wholesale management system.

#### **2.2 Fact and finding**

Previous study that related with this project:

- **White Clarke North America Wholesale Management System (WMS)**

The WCNA Wholesale Management System is a system that manages a wide range of dealer and financier practices necessary for wholesale or floor planning conditions.

The approach of WCNA to build WMS revolved around the critical business rules of the highly complex business relationship. The WMS developed by WCNA is for the usage of the financier, the dealer and the manufacturer.

For the financier, the WMS allows for the development of joint marketing strategies. The system accommodates credit lines in multi franchise and dealer group environments for a complete stock funding facility and also connects the WMS with the electronic banking systems for expedited funding and payment collection.

For the dealer, on-line access to accounts for settlement and authorization of electronic banking payments and real time viewing of available credit facilities improves business management and control cash-flow. By offering monthly statements for all transactions reduce the time and effort required for administration and reconciliation.

For the manufacturer, WMS allows for the creation of individual product finance incentives to provide dealer promotional campaign support, resulting in higher volumes of inventory and stronger relationships with your dealers. Interfaces to invoicing and stock allocation systems give seamless integration to your credit control and funding activities, which allows manufacturers to exercise greater control over their distribution network.

WMS wireless connectivity option extends the reach and adds real time processing capability to further enhance processes and relationships. The WMS is built in the J2EE environment is a system geared towards scalability, platform independence, and multi-channel flexibility and expedited integration to other systems.

### Wholesale management system features and benefits:

1. Flexible distributor, dealer & franchise set up  
Supports complex relationships between the various stakeholders which can be modeled online to meet the most demanding dealer requirements, maximizing potential revenue
2. Multi-country/company/franchise and plan configurability  
Flexible parameterization and business rule engagement
3. Support for multiple asset types  
The stocking facility allows you to customize your products to suit the market
4. Configurable finance products & plans  
Tailored products quickly launched to meet market demands
5. Credit line management  
Automated audit controls in place to ensure exposure is controlled while allowing for complex credit relationships and fine tuning of exposures
6. Stock check via Internet & wireless technologies  
Ability to use the latest technologies to audit stock and stock valuation, complete with integration to your central system via the Internet. This offers the dealer improved business management and cash-flow
7. Fully automated consignment and de consignment process with manual option  
Offers operating efficiencies, flexibility, control
8. Automated interfaces  
Full set of automated interfaces (e.g. HPI) this can be tailored to suit your environment
9. Sophisticated and flexible charging option configurable online  
Charging structures can be easily modeled online for even the most complex of arrangements thereby speeding up product set up and administration
10. Configurable document production  
All standard documents generated automatically based on configurable online templates. This includes the facility to generate client documents (e.g. invoices)



11. Administration features - online order processing, swaps, financial adjustments (manual and automated), ad-hoc fees & charges  
Flexible administration and customer service environment with minimal manual intervention
12. J2EE development  
Supports relationships between stake holders Scalability, platform independence, multi channel deployment with integration capabilities to other systems

- **Data Scan Technologies Wholesale Management System**

Data Scan Technologies developed Wholesale Management System (WMS) is a wholesale finance and accounting system designed specifically for wholesale floor plan portfolio. This system uses state-of-the-art client/server technologies utilizing the Windows platform and Oracle database engine. WMS was designed specifically to address both bank and captive floor plan requirements.

Benefits of WMS include:

1. Increase portfolio control
2. Reduction of risk
3. Enhanced productivity and efficiency
4. Improved profitability
5. Unparalleled reporting and analysis

Features of WMS include:

1. Electronic funding
2. ACH interface
3. Automatic approval
4. Automatic reconciliation

5. VIN Check Digit Routine
6. VIN explosion or decode
7. NADA Electronic Used Car Guide interface
8. Black Book Evaluation Services interface
9. Automatic Fax Back
10. VIN editing and checking
11. Detail invoicing capabilities
12. Dealer payment of interest, curtailments and unit payoffs
13. Remittance information to both parties
14. Flexible dealer billing
15. Split interest billing
16. Reprint billing
17. Custom billing
18. GL interface
19. Floorplan rate schedules
20. Multiple interest calculations
21. Dealer-to-dealer unit transfer
22. Balancing and accounting reporting
23. Dealer plan (collateral type)
24. Back and forward dating capabilities
25. Backdating of prime rate
26. Waiver and "Do Not Bill" options
27. Mass posting feature
28. Multiple fee structure
29. Unlimited curtailment payment plans
30. Non-accrual status feature
31. Batch processing controls
32. "Pending" payments option
33. Full management reporting module
34. Manual entry of non-system tracking capabilities
35. Extensive query capabilities
36. Browse functions
37. Accounting reporting
38. Graphical analysis capabilities