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WHOLESALE MANAGEMENT SYSTEM

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This report is submitted in partial fulfilment of the requirements for the
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FACULTY OF INFORMATION AND COMMUNICATION TECHNOLOGY
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Abstrak

Sistem pengurusan jualan borong (*Wholesale Management System*) dibangunkan bertujuan untuk meningkatkan kecekapan dan perlaksanaan aktiviti perniagaan harian pemborong. Pada masa kini pemborong tidak mengunakan 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.

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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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TABLE OF CONTENT

TITLE	PAGE
PROJECT TITLE	i
AMISSION	ii
ACKNOWLEDMENTS	iii
ABSTRAK	iv
ABSTRACT	v
TABLE OF CONTENT	vi
LIST OF TABLE	ix
LIST OF FIGURE	x
LIST OF TERM	xii
LIST OF APPENDIX	xiii
CHAPTER I INTRODUCTION	1
1.1 Preamble/Overview	1
1.2 Problem Statement (s)	2
1.3 Objectives	3
1.4 Scopes	3
1.5 Contributions	4
1.6 Expected Output	5
1.7 Summary	5
CHAPTER II LITERATURE REVIEW	6
2.1 Introduction	6
2.2 Fact and finding	6
2.3 Summary	13
CHAPTER III PROJECT PLANNING AND	14

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METHODOLOGY

3.1 Introduction 14

3.2 High-Level Project Requirements 15

3.2.1 Project Facilities Requirement 16

3.2.2 Software Requirement 16

3.2.3 Hardware Requirement 18

3.3 System Development Approach 18

3.4 Project Schedule and Milestones 26

3.5 Summary 29

CHAPTER IV ANALYSIS 31

4.1 Introduction 31

4.2 Analysis of Current System 32

4.2.1 Business Process 32

4.2.2 Problem Analysis 33

4.2.3 Problem Statements 35

4.3 Analysis of To Be System 36

4.3.1 Functional Requirement 36

4.3.2 Technical Requirement 46

4.4 Summary 48

CHAPTER V DESIGN 49

5.1 Introduction 49

5.2 Preliminary/High-Level Design 49

5.2.1 Raw input/data 50

5.2.2 System Architecture 51

5.2.3 User Interface Design 52

5.2.4 Database Design 55

5.3 Detailed Design 56

5.3.1 Software Specification 56

5.3.2 Physical Database Design 74

5.4 Summary 76

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CHAPTER VI IMPLEMENTATION 77
6.1 Introduction 77
6.2 Software Development Environment setup 77
6.3 Implementation Status 78
6.4 Summary 78

CHAPTER VII TESTING 84
7.1 Introduction 83
7.2 Test Plan 83
7.2.1 Test Organization 83
7.2.2 Test Environment 84
7.2.3 Test Schedule 84
7.3 Test Strategy 85
7.3.1 Classes of tests 85
7.4 Test Design 86
7.4.1 Test Description 87
7.4.2 Test Data 92
7.5 Test Case Results 96
7.6 Summary 97

CHAPTER VIII PROJECT CONCLUSION 98
8.1 Introduction 98
8.2 Observation on Weaknesses and Strengths 98
8.3 Propositions for Improvement 99
8.4 Conclusion 100

REFERENCE 101
APPENDIX
APPENDIX A – Attachment 102
APPENDIX B - Sequence Diagram for Wholesale 104
Management System
APPENDIX C – User guide 130

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LIST OF TABLE

NO. TABLE	TITLE	PAGE
3.1 Hardware Requirement		18
4.1 Hardware Requirement		47
5.1 Sample data of product		50
5.2 Data dictionary		74
6.1 Description of the progress of the development status for the component/module		77
7.1 Test environment consists of the hardware and software		84
7.2 Test Schedule for Wholesale Management System		85
7.3 Test Script for User login module		87
7.4 Test Script for Sales record management module		87
7.5 Test Script for purchase management module		88
7.6 Test Script for customer information management module		89
7.7 Test Script for manufacturer information management module		89
7.8 Test Script for payment module		90
7.9 Test Script for stock management module		90
7.10 Test Script for report management module		91
7.11 Test Script for staff management module		91
7.12 Test data for user login module		92
7.13 Test data for sales record management module		93
7.14 Test data for purchase management record		93
7.15 Test data for customer information management		93
7.16 Test data for manufacturer information management		94
7.17 Test data for payment		95
7.18 Test data for stock management		95
7.19 Test data for staff information management		95
7.20 Test Summary Report		96

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LIST OF FIGURE

NO. FIGURE	TITLE	PAGE
4.1	Data flow diagram for login module	38
4.2	Data flow diagram for manage sales record module	38
4.3	Data flow diagram for manage purchase record module	40
4.4	Data flow diagram for manage customer information module	41
4.5	Data flow diagram for manage manufacturer information module	42
4.6	Data flow diagram for manage staff information module	43
4.7	Data flow diagram for stock management module	43
4.8	Data flow diagram for payment module	44
4.9	Data flow diagram for report management module	44
5.1	Package relationships for Wholesale Management System	51
5.2	3-teir technologies	51
5.3	Navigation flow	53
5.4	Entity relationship diagram	55
5.5	Use case diagram of Wholesale Management System	56
5.6	Class diagram for login	69
5.7	Class diagram for manage sales record	69
5.8	Class diagram for add new sales record	69
5.9	Class diagram for edit sales record	69
5.10	Class diagram for delete sales record	70
5.11	Class diagram for manage purchase record	70
5.12	Class diagram for add new purchase record	70
5.13	Class diagram for edit purchase record	70
5.14	Class diagram for delete purchase record	70
5.15	Class diagram for manage customer information	71
5.16	Class diagram for add new customer information	71
5.17	Class diagram for edit customer information	71
5.18	Class diagram for delete customer information	71
5.19	Class diagram for manage manufacturer information	72
5.20	Class diagram for add new manufacturer information	72
5.21	Class diagram for edit manufacturer information	72
5.22	Class diagram for delete manufacturer information	72
5.23	Class diagram for manage payment	73
5.24	Class diagram for manage stock	73
5.25	Class diagram for generate report	73

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5.26 Class diagram for manage staff information 73

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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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LIST OF APPENDIX

APPENDIX	TITLE	PAGE
Appendix A - Attachment		101
Appendix B - Sequence Diagram for Wholesale Management System		103

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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.

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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.

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1.2 Problem statement(s)

The problems identify are currently the wholesaling are dealing with a lot of business activity record and time consuming. Searching for required information from a lot documents and records are complicated and has to spend a lot of time. Beside the wholesaler are hard to tracking the purchase and sales order for certain product because the wholesaler dealing with variety of product in large amount. Lastly report is hard to generate because wholesaler need to refer on lot of document and business activity records for generating a required report.

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

1.3 Objective

- Increase the efficiency and performance of 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 is aim 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

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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

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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.

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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.

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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.

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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)

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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

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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

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