

SALES AUTOMATION SYSTEM

By

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This Report Exhibited in Partial Fulfillment of the Necessities for the Level of Four-year education in science in Computer Science and Engineering.

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APPROVAL

This Project titled "**Sales Automation System**", presented by Md. Rabius Sani Raju (ID: 162-15-8121) to the Department of Computer Science and Engineering, Daffodil International University, has been acknowledged as tasteful for the fractional satisfaction of the prerequisites for the level of B.Sc. in Computer Science and Engineering and endorsed as to its style and substance. The introduction has been hung on 8th July, 2020.

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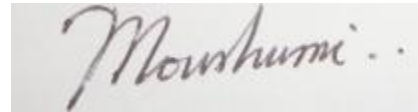
I hereby declare that, this project has been done by us under the supervision of **Ms. Umama Dewan, Lecturer, Department of CSE** Daffodil International University. We likewise pronounce that neither this task nor any piece of this venture has been submitted somewhere else for honor of any degree or recognition.

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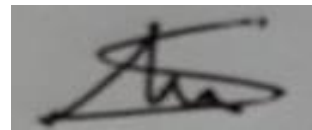
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ABSTRACT

This project is on “**Sales Automation System**”. These days progressively online joint effort and huge utilization of data innovation a significant number of super shops, independent company associations and individual shop is moving to paperless business arrangement. **Sales Automation System** becomes very crucial for healthy and effective management. There are numerous other **Sales Automation System** is accessible on the web, our venture is completely centered around the viewpoint of Bangladeshi clients. In this system we attempted to develop such a **Sales Automation System** for the development. The requirement of such system collected from different financial markets group (**FMG**), small business organizations. The design of the proposed system was done as per the company requirement. The system is implemented using open source technology and tools. The system was tested for different functions and found satisfactory. In future the system will be integrated for smart phone user.

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CHAPTER 1

INTRODUCTION

Sales Automation System is an online deal the executives programming venture that serves the usefulness to **Management Information System (MIS)** and **Distribution House Operator (DB Operator)**. The system enables just enrolled **DB Operator** to login and new outlet are permitted to resister on the application. This is proposed to be an online application.

1.1 Objectives

The main objective of web-based **Sales Automation System** is to provide flawless distribution house & sales management dashboard to **DB Operator and Sales Representative (SR)**. Registered distribution house manages their **Outlet** at any time. It is an automatic system. This system is basically aimed to provide organize and complete control over outlet, reports, summery etc.

The goals of our system are:

- 1.1. To provide flawless event sales automation dashboard.
- 1.2. MIS/DB operator will have the total control over the sell and manage another part.
- 1.3. MIS can fully manage the system configuration.
 - User role configuration.
 - Geographical hierarchy configuration.
 - Product (**Suk**) configuration.
 - Distribution house configuration.
 - Outlet configuration.
 - Sales representative journey plan configuration.
 - Reporting.
- 1.4. Distribution operator can fully manage the own system configuration.
 - To provide flowless event own sales automation dashboard.
 - Basic configuration.
 - View sales representative journey plan.

- Daily activities.
- Other activities.
- Products.
- Change own password.
- Reporting.

1.1 Motivation

There are many technologies have been developed in this world. The computer is the best among all of these. Long time before, people used pen and paper for writing documents. But, nowadays, automated systems are being developed for solving this issue. We have inspired by seeing **Sales Automation System** at **Transcom Beverages Limited**. It's very expansive and robust application. So, we planned to develop this cost save effective application. Today will become yesterday and tomorrow will become today. We think our application will help the small, or medium level enterprise organization. The project work is about the designing, developing and hosting the sales automation system for business. Using **HTML, CSS, Php Framework CodeIgniter, jQuery, and MySQL** for the database, the system has been developed.

1.2 Expected Outcome

In our project our main focus is to provide one stop dashboard to an **MIS** for managing, controlling and handling account of a distribution house or, outlet. But there will be scope for **Sales Representative (SR)** also he can send defective product to distribution house and distribution house sent the product to head office. **MIS** can see distribution house wise stock report etc. distribution house also can generate sales report or, summery report. The system also will be able to work on any web browsers platform and can be accessed anywhere via internet. The system also will be secured as it will protect the confidential and privacy of data effectively.

1.3 Report Layout

We as a whole know, reasonable information could really compare to hypothesis. This venture gives us extension to share our insight and use our idea. By doing this venture we can execute our aptitude all the more successfully. First section contains the presentation, destinations, inspiration,

expected result and report format of our task. At that point second part contains task presentation, related works, near examinations, extent of the issue and furthermore difficulties of our undertaking. Our third section contain about prerequisite determination which are use case demonstrating and portrayal, consistent information display, plan necessities. Fourth section depicts our full site portrayal which is identified with plan particular like front-end configuration, back-end structure, connection structure and ux, usage prerequisites. Our fifth part is about usage and testing. This contains usage of database, front-end plan, connections, testing execution and test outcomes and reports. Our last section contains finish of the full task. This report contains about our web framework, its concern, arrangement and utilization of the framework.

CHAPTER 2

BACKGROUND

2.1 Introduction

Sales automation refers to any software tool that automates or facilitates manual tasks for a sales team. The practical purpose of sales automation is to eliminate as much as possible from a sales rep's day that doesn't involve relationship-building and direct interaction, while reducing the amount of effort an organization spends on managing their sales process. Despite what the name may imply, sales automation doesn't replace sales reps, or the need for sales reps to do the actual work of selling. In fact, sales automation makes sales reps more valuable as it allows them to focus more time and attention on truly essential actions like qualifying and working leads, improving their sales process, and giving their best prospects more personal attention.

2.2 Organization Events Scenario

Many organizations arranged manifold national and international events. An organization formed many departments and each department have its own schedule/event calendar. There is a communication gap between departments as the other departments are not informed properly. Thus, there is a collision while booking the event. So, it is not possible for all the events to be held.

2.3 Sales Collaboration

Sales automation systems streamline retail tasks via robotizing the exchange procedure and following imperative deals information. Essential frameworks incorporate an electronic money register and programming to organize information gathered from day by day buys. Retailers can build usefulness by introducing a system of information catch gadgets, including card peruses and standardized tag scanners. Contingent upon the product highlights, distribution house can follow estimating precision, stock changes, net income and deals designs. Utilizing coordinated innovation to follow information enables distribution house to get inconsistencies in valuing or income that could prompt benefit misfortune or interfere with deals. **Sales Automation System** frameworks that screen stock and purchasing patterns can enable retailers to keep away from client administration issues, for example, out-of-stock deals, and tailor acquiring and advertising to

shopper conduct.

2.4 Related Works

Online shopping management system, sales automation software, business invoicing programs, customer relationship management (CRM) software, sales management software etc.

2.4.1 HubSpot Sales System

HubSpot Sales is a smart e-commerce system that helps you sell more in less time, and build and automate sales processes that are specific for your business. It won our **Best Sales Software Award for 2019**. Designed to meet the needs of various teams and industries, HubSpot Sales is very flexible and easy to customize, and even offers a free startup package for first-time users. Following the good reputation of other HubSpot products, this sales bundle is code-free and simple enough to be used even by inexperienced agents. HubSpot Sales automates all sales-related operations, and saves valuable time at every stage of the funnel. You can use it to automate reminders and follow-up emails without being impersonal, and turn the most repetitive among them into standardized templates you could later use to measure the effects of your performance. Follow up is timely and relevant, as you will immediately be notified whenever a customer opens an email. Another thing that makes HubSpot Sales an attractive on-budget alternative is it being a completely paperless sales pipeline system. You can connect it to your local and online databases in several different ways, and have all data displayed on a dynamic dashboard you can access from any device. The same dashboard tracks critical and records critical metrics concerning your customers' behavior, which can be of great use when connecting this system to HubSpot's inbound marketing tool. The tracking history for each contact will be available any time to ensure you can pull off accurate and detailed report, be those based on the system's standard templates, or custom-created to meet your specific needs. HubSpot Sales should also be shortlisted because of its affordable pricing scheme, which even includes a free plan for small businesses and startup companies. Switching to a paid plan will also be painless, as there is a single plan that costs \$50/user/month, and which covers the full suite of advanced sales and marketing features. What is also good to know is that HubSpot Sales is a member of large and well-known productivity software family, and you can purchase it either independently or within a CRM + Marketing Growth Stack. Note that the company's CRM solution is available for free.

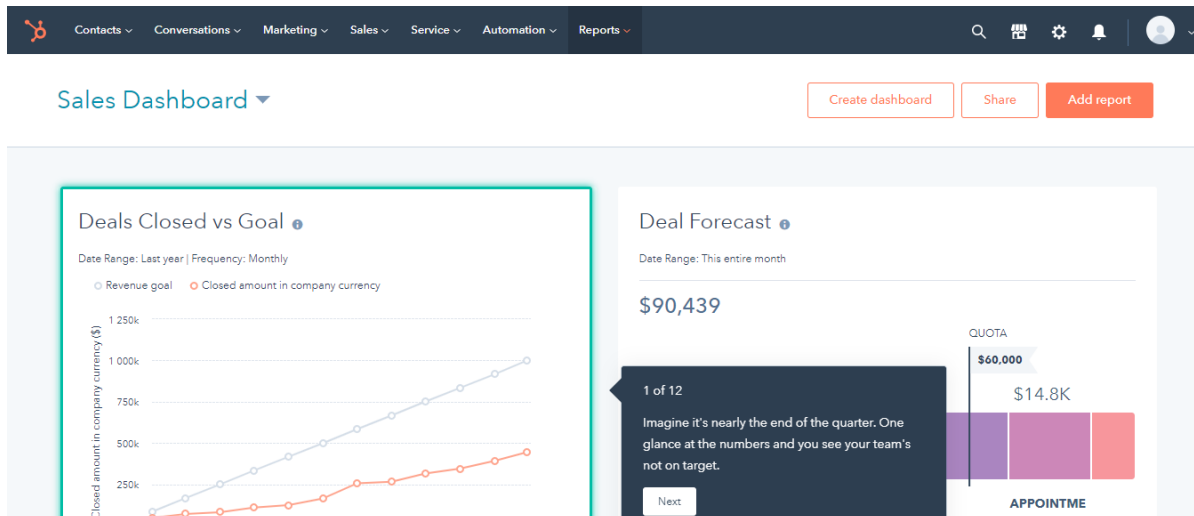


Figure: 2.4.1: HubSpot Sales System

2.4.2 Pardot system

Pardot is a business-to-business (B2B) marketing automation and lead management software by Salesforce. Dubbed as the smarter marketing automation on the world's number one CRM platform, Pardot enables your marketing and sales teams to set up, deploy, and handle online marketing campaigns to boost your company's revenue and improve efficiency. The cloud hosted solution Pardot provides a full suite of tools to help marketers create meaningful connections, generate more pipeline, and empower sales to close more deals. It allows you to build more leads and move them quickly through the pipeline; engage buyers on their terms with dynamic, personalized campaigns; and understand each step from click to close for capturing true marketing ROI. Among its marketing automation features and capabilities include streamlined lead management, intelligent lead generation, effortless email marketing, seamless sales alignment, and insightful ROI reporting. Essentially, through the power of Pardot's marketing automation you can build smart data-driven programs that generate new leads and accelerate your sales cycle, visualize and test every asset and touch point in your program for a full grasp of the customer experience, and improve campaign performance based on metrics and reports. Complementing Pardot to give you an even more robust system are advanced B2B marketing analytics to give you insights into your marketing performance, an account-based marketing solution powered by AI, and Salesforce

Engage which is the marketing automation for sales. Both your marketing and sales teams can use Pardot's tools to determine the effectiveness of their campaigns, identify areas for improvement, and pinpoint sources and factors that drive successful campaigns.

As expected from a Salesforce product, Pardot offers sophisticated but easy to use tools, wide flexibility and customization, extensive integrations, native mobile apps, complete automation, and enterprise level data security, among others. The software is available in three packages with features to match your marketing automation requirements.

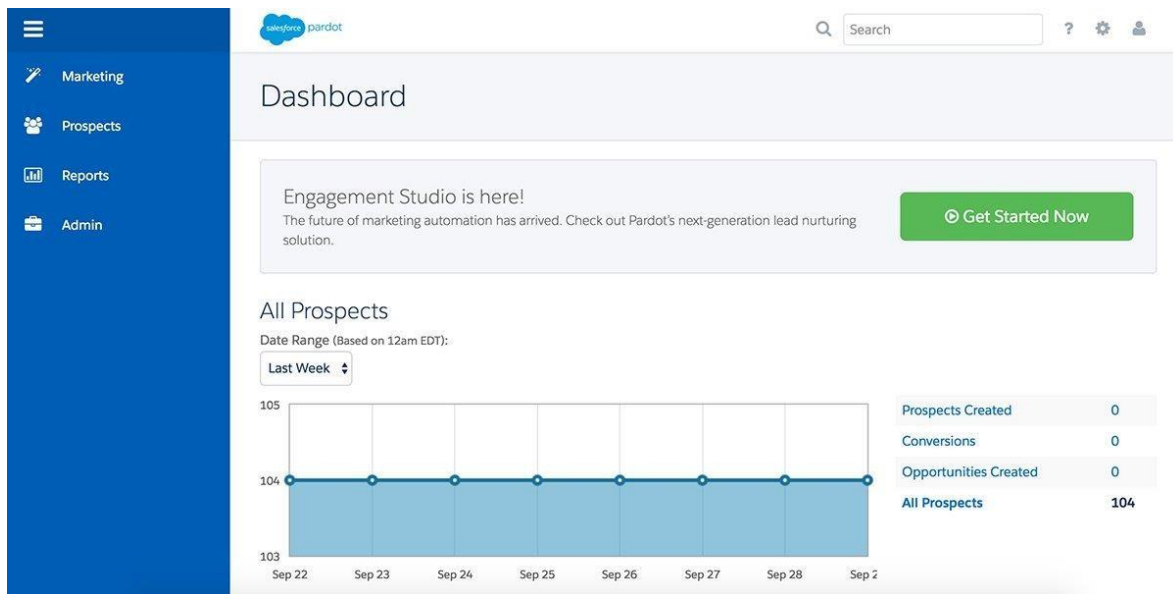


Figure: 2.4.2 Pardot system

2.5 Comparative Studies

First of all, **HubSpot Sales System & Pardot system**, also they have application module system for installing it in Computer, users need to have other specifications and system installed. Sales automation system is free from that complications, users can access it from a browser from any place. Secondly, other sites are giving the opportunity for the for managing, controlling and handling account of an outlet or, business. But there will be scope for distributor also he can send defective product to Head office, can see distribution house wise stock report etc. Distributor also can generate sales report or, summery report. So, there is no collision about product related issue. It's a system managed by one for their own outlet and distributor.

2.6 Scope of the Problems

- 1) Each individual shop sale can be generated multiple report or summery. Then the centralized software can be dishearten.
- 2) As the system is for one organization, allocation of it to multiple company is not possible initially.

2.7 Challenges

Multiple Distribution House management:

A company/organization may have multiple distributors and it will be a great challenge to manage all of them at the same time equally because there could be a plan of the sales, annual report and many other tasks. Now all these distribution house might have different products, at multiple locations. The organizations can't afford to lose the record of distributor data. Now, this record keeping starts from individual distributor and with the expense endured by the head office. It could be considered as a great challenge of Sales Automation System to manage everything in a well-mannered way.

Allocation of Resources:

Now if head office has almost 150-300+ distribution houses, it means that there is a need to allocate the resources according to capacity of the products. This is a challenge for the Sales Automation System to use all resources efficiently and focus on the Head office satisfaction. During the allocation of resources, it is an important thing to manage all individual distribution houses for all business-related objectives.

CHAPTER 3

SOFTWARE REQUIREMENT SPECIFICATION

3.1 Business Process Model

Our plan of action will be month to month or yearly permit-based charge. We will likewise give custom licenses on interest. There will be two principle kinds of licenses, "Silver" and "Gold". There will be uncommon rebate on "Basic" licenses and will be gives just to the extremely little beverage or pharmaceuticals company's, and New business upon confirmation.

3.2 Use Case Model

A use-case model is a model of how extraordinary kinds of clients cooperate with the system to take care of an issue. Accordingly, it portrays the objectives of the clients, the associations between the clients and the framework, and the required conduct of the framework in fulfilling these objectives. A use-case display comprises of various model components. The most imperative model components are: use cases, on-screen characters and the connections between them. A use-case outline is utilized to graphically delineate a subset of the model to improve correspondences. There will ordinarily be a few use-case graphs related with a given model, each demonstrating a subset of the model components important for a specific reason. A similar model component might be appeared a few use-case graphs, however each case must be steady. On the off chance that instruments are utilized to keep up the utilization case display, this consistency imperative is robotized with the goal that any progressions to the model component (changing the name for instance) will be consequently thought about each utilization case graph that demonstrates that component. The use case model may contain bundles that are utilized to structure the model to disentangle examination, interchanges, route, improvement, support and arranging. A great part of the utilization case show is in truth literary, with the content caught in the utilization case determinations that are related with each utilization case display component. These determinations portray the stream of occasions of the utilization case. The use case demonstrate fills in as a binding together string all through framework advancement. It is utilized as the essential detail of the practical prerequisites for the framework, as the reason for investigation and structure, as a

contribution to emphasis arranging, as the premise of characterizing experiments and as the reason for client documentation.

System Use Case:

The system has the following set of use cases. Figure: 3.1 is describing the system use case. **MIS** can execute master data setup, configuration, manage, accounts & report generation task by login. Each individual distributor operator, **CE**, **TDM/ADM**, **USM**, **NSM**, from individual activity can be known real time update.

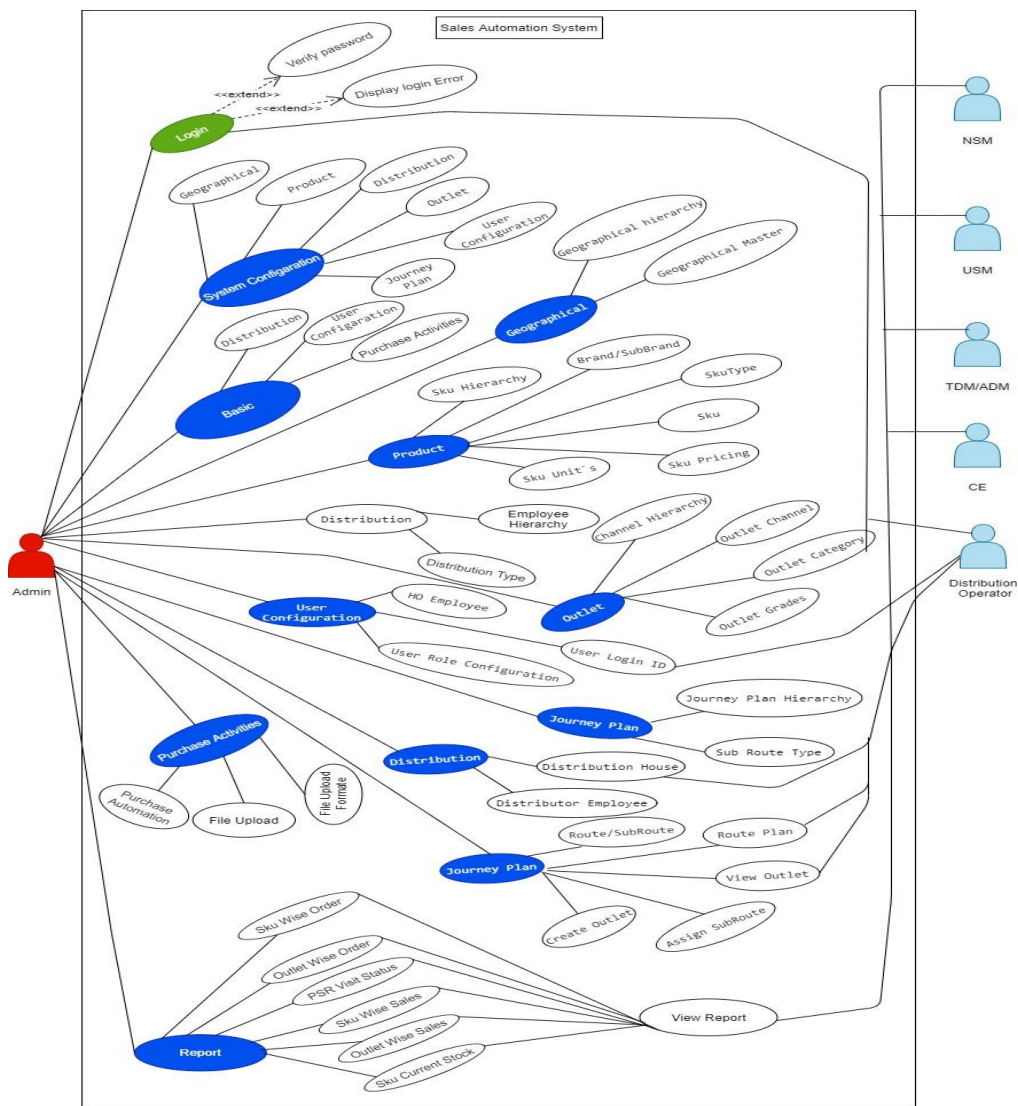


Figure: 3.1 System use case

□ **Use Case of LOG IN for Admin:**

Organizer can create event by log in.

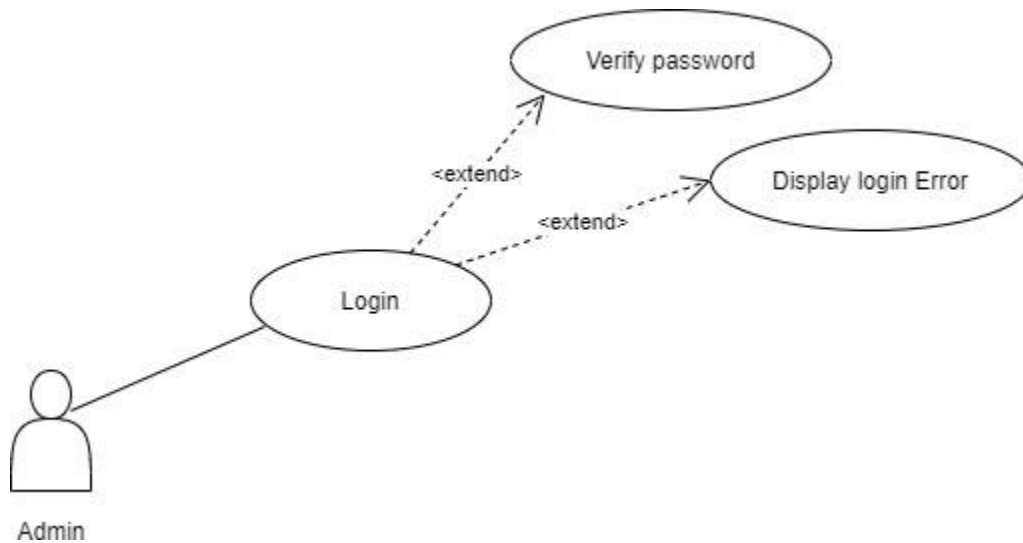


Figure: 3.2 Log in for create event

Use Case Details:

Use case name	Login (For Create Event)
Precondition	None
Actor	Admin
Primary path	1. Enter Login ID 2. Enter Password 3. Click “Login” button
Exceptional path	3.1: Invalid Login ID/ password, back to step 1 or 2.

Table: 3.2.0 Log in

□ **Use Case of User Configuration for Admin:**

Organizer can create event by user configuration

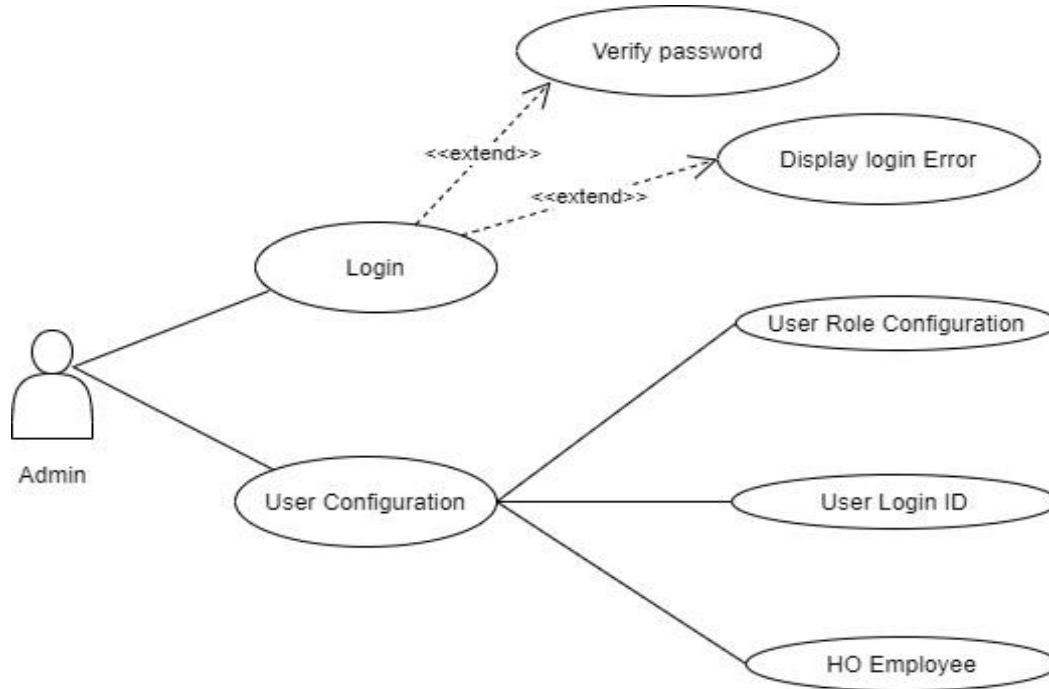


Figure: 3.3 User configuration

Use Case Details:

Use case name	User role configuration
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description
Exceptional path	2.1: Duplicate coder, back to step 1.

Table: 3.3.1 user role configuration

Use case name	User login id
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Email 3. Select User Role 4. Enter User Id
Exceptional path	2.1: Duplicate user id, back to step 1.

Table: 3.3.2 login id

Use case name	HO employee
Precondition	Log In
Actor	Admin
Primary path	1. Code 2. Name 3. Nick Name 4. Address 5. Select Role Id 6. Select User Login Id 7. Select Geo Layer Name 8. Select Manager
Exceptional path	2.1: Duplicate user login id, back to step 1.

Table: 3.3.3 HO employee

□ **Use Case of Geographical for Admin:**

Organizer can create event by geographical.

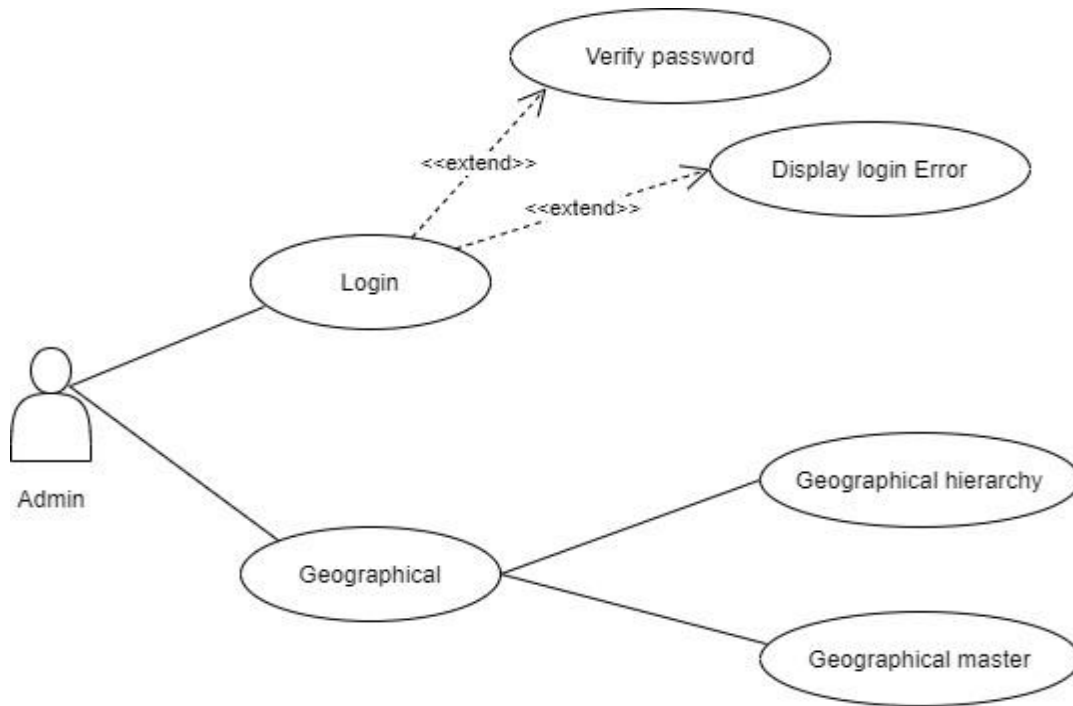


Figure: 3.4 Geographical Use Case

Use Case Details:

Use case name	Geographical hierarchy
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description 4. Parent Layer
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.4.1 Geographical hierarchy

Use case name	Geographical master
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description 4. Geographical Layer 5. Parent Business Zone
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.4.2 Geographical master

□ **Use Case of Distribution for Admin:**

Organizer can create event by distribution.

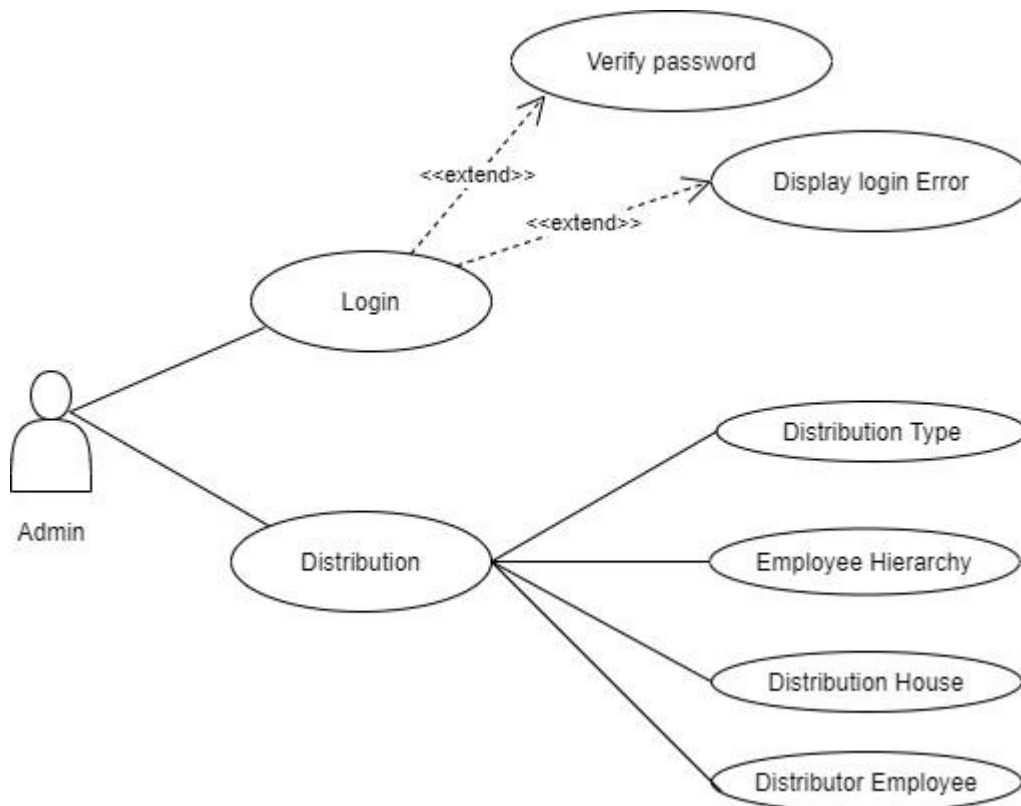


Figure: 3.5 Distribution

Use Case Details:

Use case name	Distribution type
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.5.1 Distribution type

Use case name	Employee hierarchy
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Select Parent
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.5.2 Employee hierarchy

Use case name	Distribution house
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Select Type 4. Select Bundle Price 5. Select Cluster 6. Enter VAT No 7. Enter TIN No 8. Enter W/H Manager Name 9. Enter Office Address 10. Enter Warehouse Address 11. Select Delivery Module Status
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.5.3 Distribution house

Use case name	Distributor employee
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Name 2. Code 3. Nick Name 4. Address 5. Select Role Id 6. Select User Login Id 7. Select Distribution House 8. Enter Contact No 9. Enter Date of Joining 10. Enter Designation 11. Enter Performance Grade
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.5.4 Distribution house

Use Case of Outlet for Admin:

Organizer can create event by outlet.

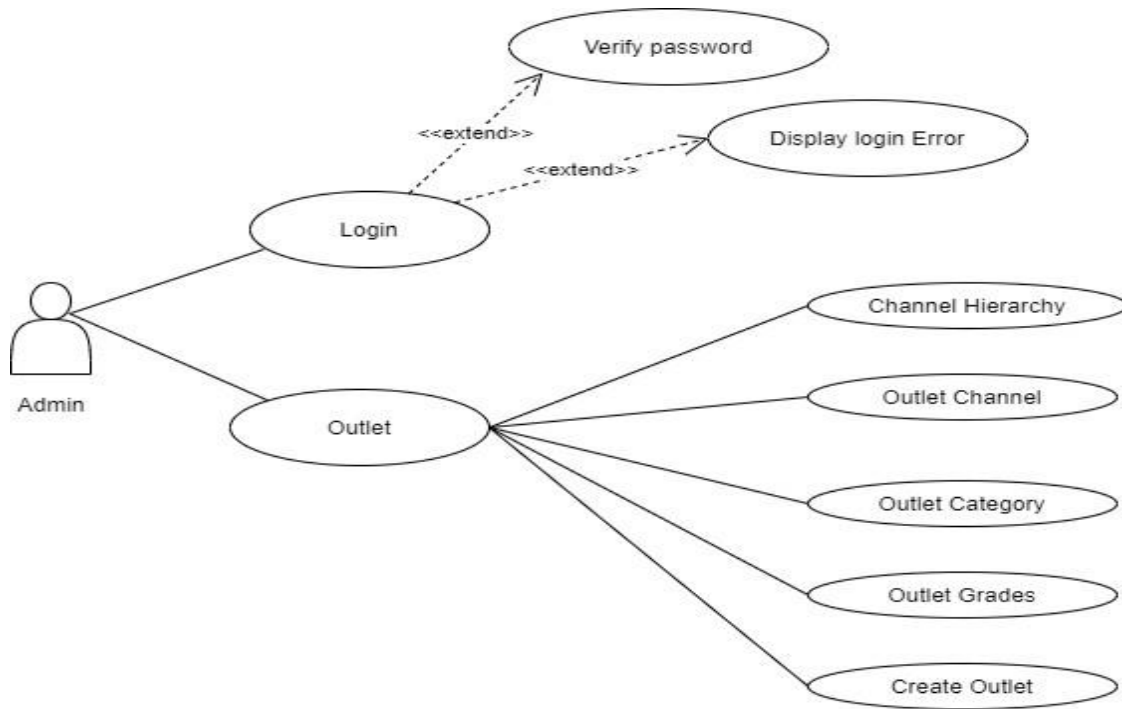


Figure: 3.6 Outlet

Use Case Details:

Use case name	Channel hierarchy
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Select Parent 4. Select Parent 5. Select Bundle Price
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.6.1 Channel hierarchy

Use case name	Outlet channel
Precondition	Log In
Actor	Admin
Primary path	1. Id 2. Name 3. Code 4. Select Channel Layer 5. Select Parent Channel
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.6.2 Outlet channel

Use case name	Outlet category
Precondition	Log In
Actor	Admin
Primary path	1. Id 2. Name 3. Code 4. Description
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.6.3 Outlet category

Use case name	Outlet grades
Precondition	Log In
Actor	Admin
Primary path	1. Id 2. Outlet Grade Name 3. Code 4. Description
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.6.4 Outlet grades

Use case name	Outlet
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Name 2. Code 3. Description 4. Select Status 5. Select Grading 6. Select Outlet Type 7. Select Type 8. Select Channel info 9. Select GEO info
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.6.5 Outlet

Use Case of Journey Plan for Admin:

Organizer can create event by journey plan.

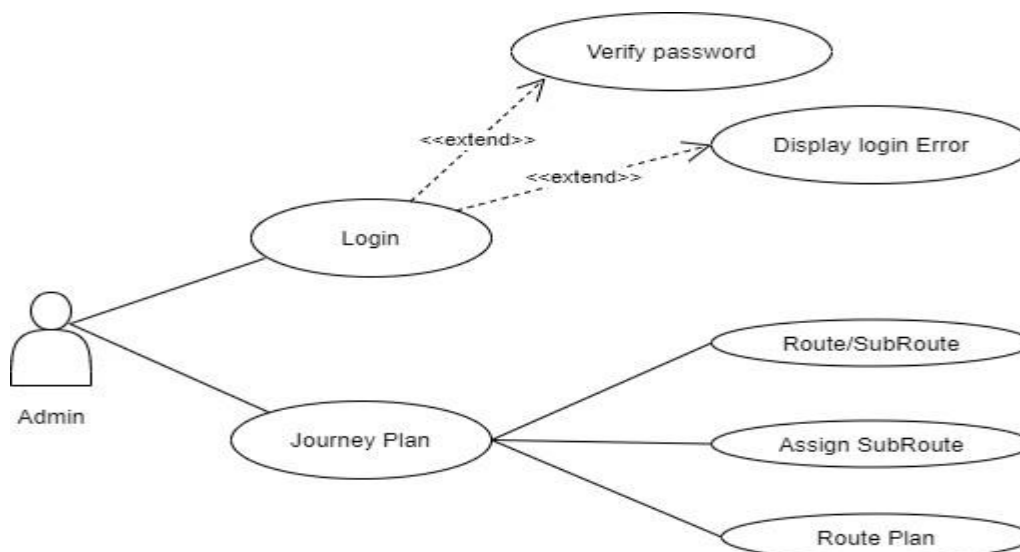


Figure: 3.7 Journey Plan

Use Case Details:

Use case name	Route-sub route
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Name 2. Code 3. Description 4. Select Parent Layer 5. Enter Distributor Name 6. Select Type
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.7.1 Route-sub route

Use case name	Assign sub route
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Name 2. Code 3. Enter Distributor Name 4. Select Project 5. Select Outlets
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.7.2 Assign sub route

Use case name	Route plan
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Code 2. Description 3. Enter Sub Route Plan Name 4. Enter Sub Route Plan Code 5. Enter Sub Route Plan Instances
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.7.3 Route plan

Use Case of Product for Admin:

Organizer can create event by product.

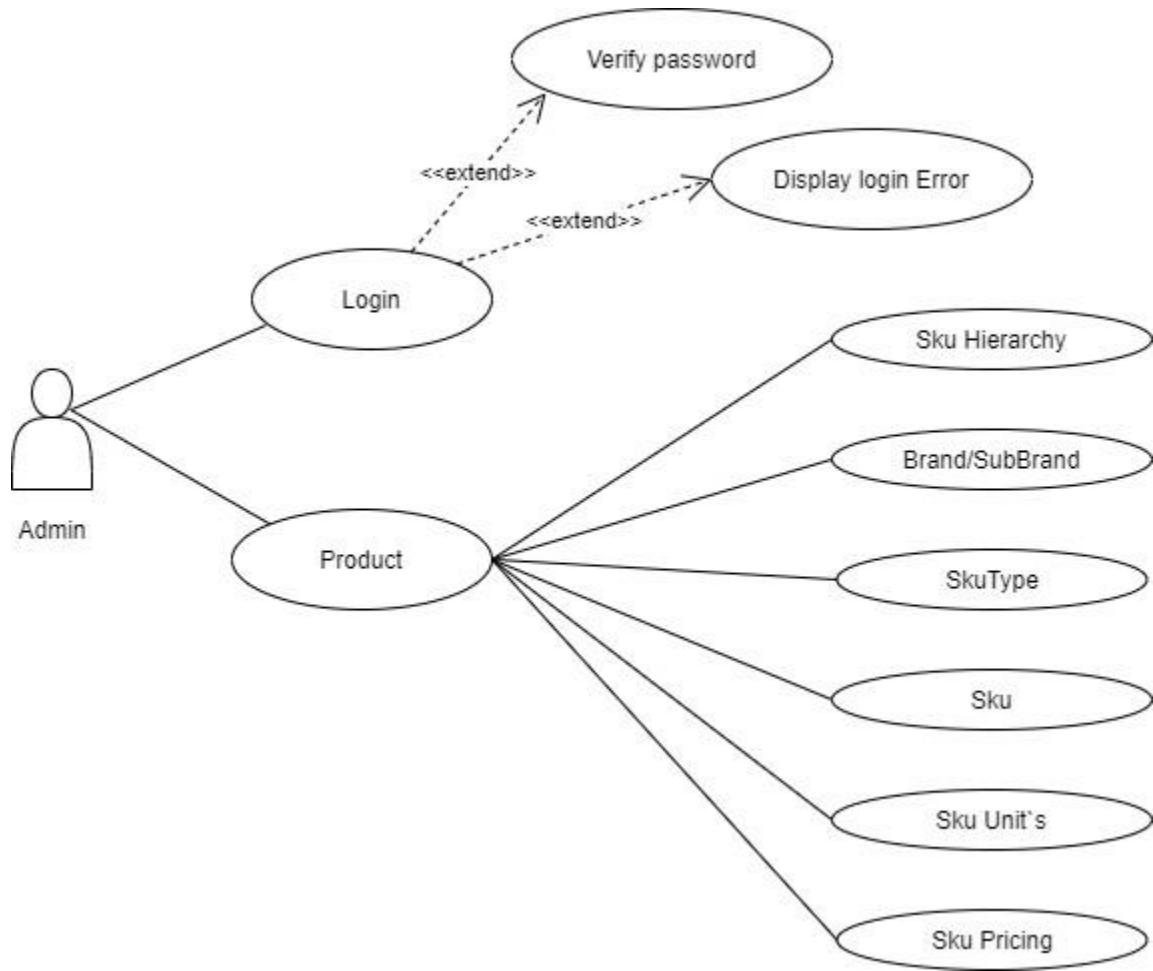


Figure: 3.8 Product

Use Case Details:

Use case name	Sku hierarchy
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description 4. Select Parent Layer
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.1 Sku hierarchy

Use case name	Brand-sub brand
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description 4. Geographical Layer 5. Parent
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.2 Brand-sub brand

Use case name	Sku type
Precondition	Log In
Actor	Admin
Primary path	1. Name 2. Code 3. Description
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.3 Sku type

Use case name	Sku
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Name 2. Code 3. Description 4. Select Sub Brand 5. Select Sku Flavor 6. Select Sku Category 7. Select Packaging Size
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.4 Sku

Use case name	Sku units
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Nam 2. Short Name 3. Code 4. Description 5. Quantity
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.5 Sku units

Use case name	Sku pricing
Precondition	Log In
Actor	Admin
Primary path	<ol style="list-style-type: none"> 1. Bundle Name 2. Bundle Code 3. Select Sku Name 4. Enter Invoice / Primary Price 5. Enter Trade Price (TP)
Exceptional path	2.1: Duplicate code, back to step 1.

Table: 3.8.4 Sku pricing

3.3 Implementation Requirements

Before any programming could be done decisions needed to be made on which technologies should be used to program the project with. The following is a critical evaluation of the different programming languages that could be used to program such an online application.

HTML:

Hypertext Markup Language (HTML) is utilized for making pages and web applications. Internet browsers get HTML archives from a web server or from nearby capacity and render the records into media pages. At the point when a typical archive is composed utilizing a word processor like Microsoft Word/Office, content is spared in a document with an exceptional organization. It isn't just spared as the series of words composed since the record needs to save things like the textual style picked, the measure of the content, which words are in strong, which italics, etc. The unique arrangement incorporates words, yet this additional data with the goal that whenever Word opens the archive. It can show the archive with the precise appearance made before. Similarly, site pages and entrances are essentially series of words put in an exceptional organization that internet browsers can show. While the configuration of Word archives is just called "Word organization" (or "doc position"), freely, one may state that pages are designed utilizing "HTML".

JQUERY:

jQuery is a quick and compact JavaScript library made by John Resign in 2006. It streamlines HTML report navigating, occasion dealing with, quickening, and Ajax collaborations for Rapid Web Development. With a blend of adaptability and extensibility, jQuery has changed the manner in which that a large number of individuals compose JavaScript. Utilizing jQuery there is two different ways, Local Installation-you can download jQuery library on your neighborhood machine and incorporate it in your HTML code and CDN Based Version which you can incorporate jQuery library into your HTML code legitimately from Content Delivery Network (CDN).

PHP:

PHP Hypertext Pre-processor (PHP) is an open source scripting language. The release of PHP (Version 7.1) has actualized object orientation. This was considered for the venture because of a little past learning of the scripting language just as a need to grow and improve information and comprehension of the language. In spite of the fact that there was some past learning of the language this was very restricted as most PHP destinations that we have created have just been fundamental. Utilizing the language to make some essential info structures and put the approaching qualities into a database. From this essential knowledge into PHP it was felt that with some more research and experimentation this would be a phenomenal language to use to make the online ticket deals framework. Most Web Hosting organizations offer PHP on their servers as default and incorporate a MySQL database so the program will be written in PHP and cooperate with a MySQL database to store and recover data that is important for the running of the program.

MYSQL:

MySQL is the world's most mainstream open source database, empowering the financially savvy conveyance of solid, elite and versatile Web-based and implanted database applications. It depends on the structure question language (SQL), which is utilized for including, evacuating, and changing data in the database. Standard SQL directions, for example, ADD, DROP, INSERT, and UPDATE can be utilized with MySQL. MySQL can be utilized for an assortment of uses however is most generally found on Web servers. A site that utilizes MySQL may incorporate Web pages that get to data from a database. These pages are frequently alluded to as "dynamic," which means the substance of each page is created from a database as the page loads. Sites that utilization dynamic Web pages are regularly alluded to as database-driven sites. Numerous databases driven sites that utilization MySQL additionally utilize a Web scripting language like PHP to get to data from the database. MySQL directions can be consolidated into the PHP code, permitting part or the majority of a Web page to be created from database data. Since both MySQL and PHP are both open source (which means they are allowed to download and utilize), the PHP/MySQL blend has turned into a well-known decision for database-driven sites.

CSS:

Research was done into Cascading Style Sheets (CSS) and the distinctive ways it could be utilized to control both format and style of the site. There was some experimentation with utilizing <div> labels and CSS to controlled design, just as utilizing tables to control design with some CSS to arrange things like arrangement and shading. The two methodologies give web engineers a great deal of control of website design. Anyway, unadulterated CSS format enables the creator to finish separate style and design from substance, while table-based design does not take into consideration complete division of the two. A genuine case of how much control engineers utilizing unadulterated CSS format have is the site 'CSS Zen Garden', the making of CSS master Eric Meyers, which isn't just loaded with CSS instructional exercise yet in addition utilizes its landing page to feature diverse CSS fashioners, which means the site is never the equivalent. The utilization of table format at present has one noteworthy favorable position over unadulterated CSS design and this is the cross-program similarity. As a result of it increasingly steady and strong structure a site that utilizes tables will look close enough equivalent to most normally utilized internet browsers. This is on the grounds that albeit every single current rendition of internet browsers support CSS design, accordingly every program's advancement group decipher the CSS measures for format somewhat better, if engineers wish to utilize unadulterated CSS format they should present 'hacks' into their CSS utilizing scripting dialects, for example, PHP to check which program a client is utilizing and, on that data, choose which parts of the CSS to present. In the wake of investigating into CSS, especially its utilization for format, it was concluded that it is ideal to utilize unadulterated CSS design to control the site as this will make extension and refreshing the site simpler over the long haul.

CHAPTER 4

DESIGN SPECIFICATION

4.1 System Environment

The design & development of **Sales Automation System** has eight active actors. Figure 4.1 Describe the system environment. The **Admin, Distributor Operator, PSR, CE, TDM/ADM, USM, NSM**. All actors can access the system through web link and others user see the Report part. Every user has one login id and password through which they can access the system.

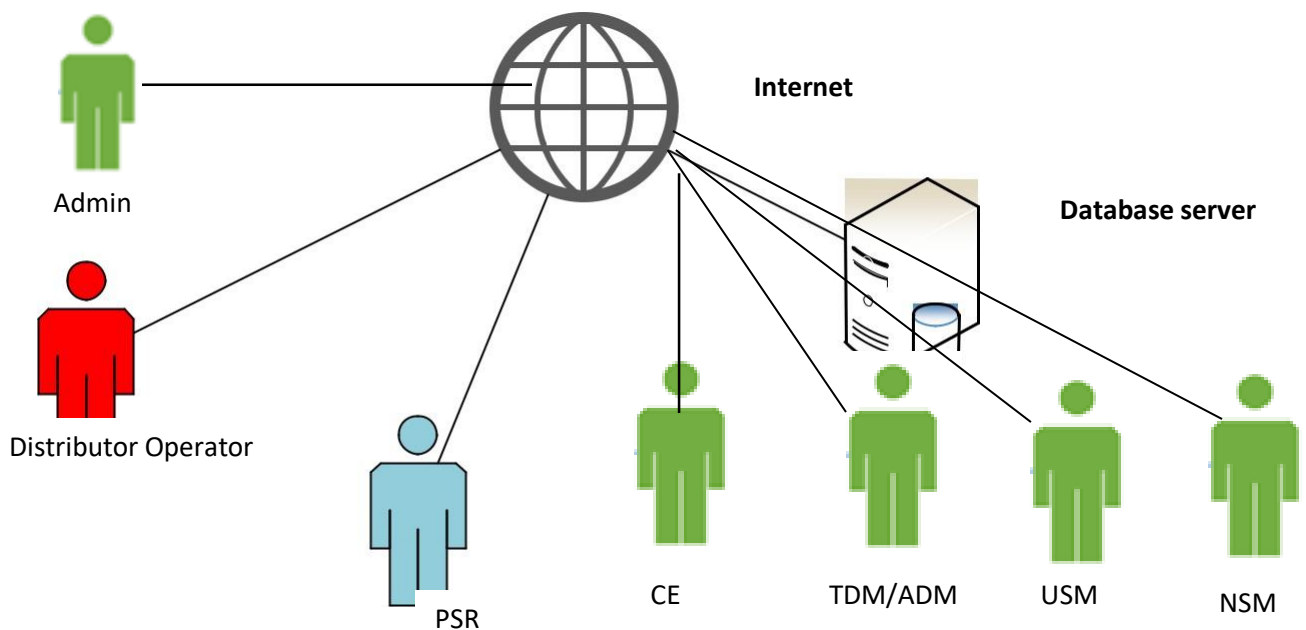


Figure: 4.1 System environment

4.2 Front-end Design

Login Panel

We are now on the login page of Sales Automation System.

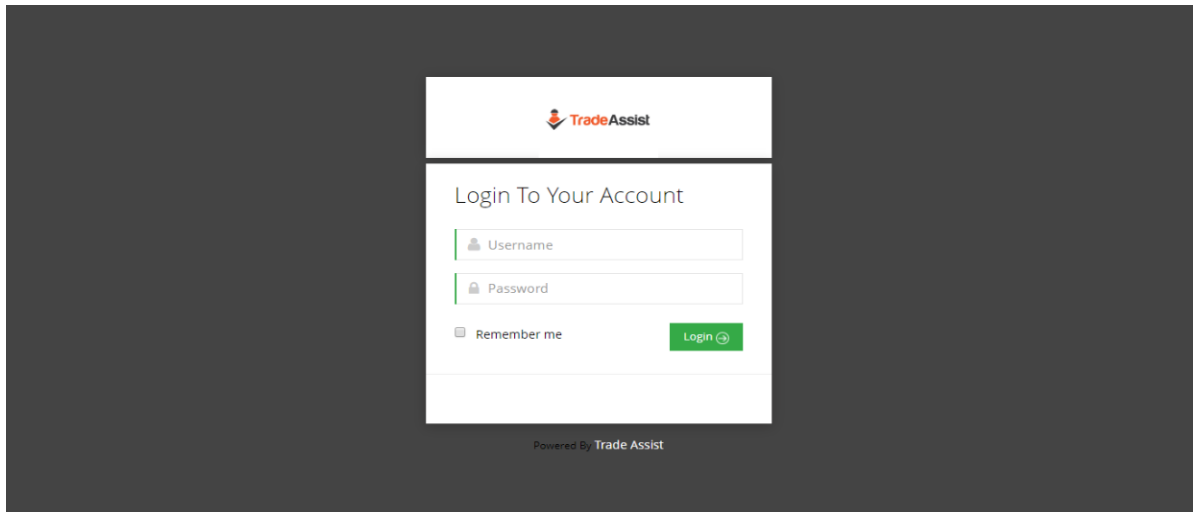


Figure 4.2.1 Empty log in page

We are now using the Sales Automation Systems Super Admin user id and password.

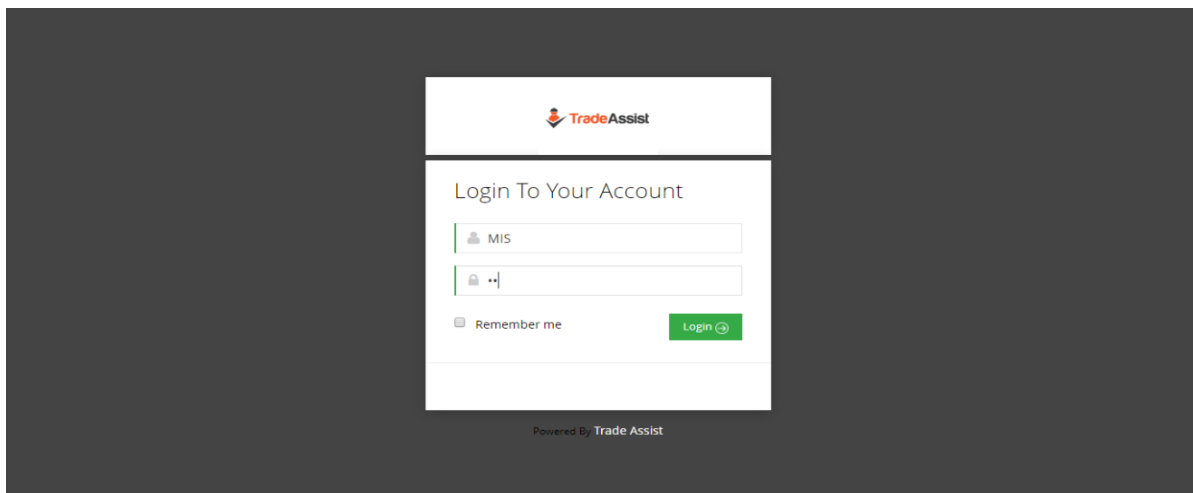


Figure: 4.2.2 Log in id and password

Dashboard Page:

We can see a beautiful dashboard, where the status of the flower system is highlighted at a glance using different types of charts. Also, on the left side we see the menu box.

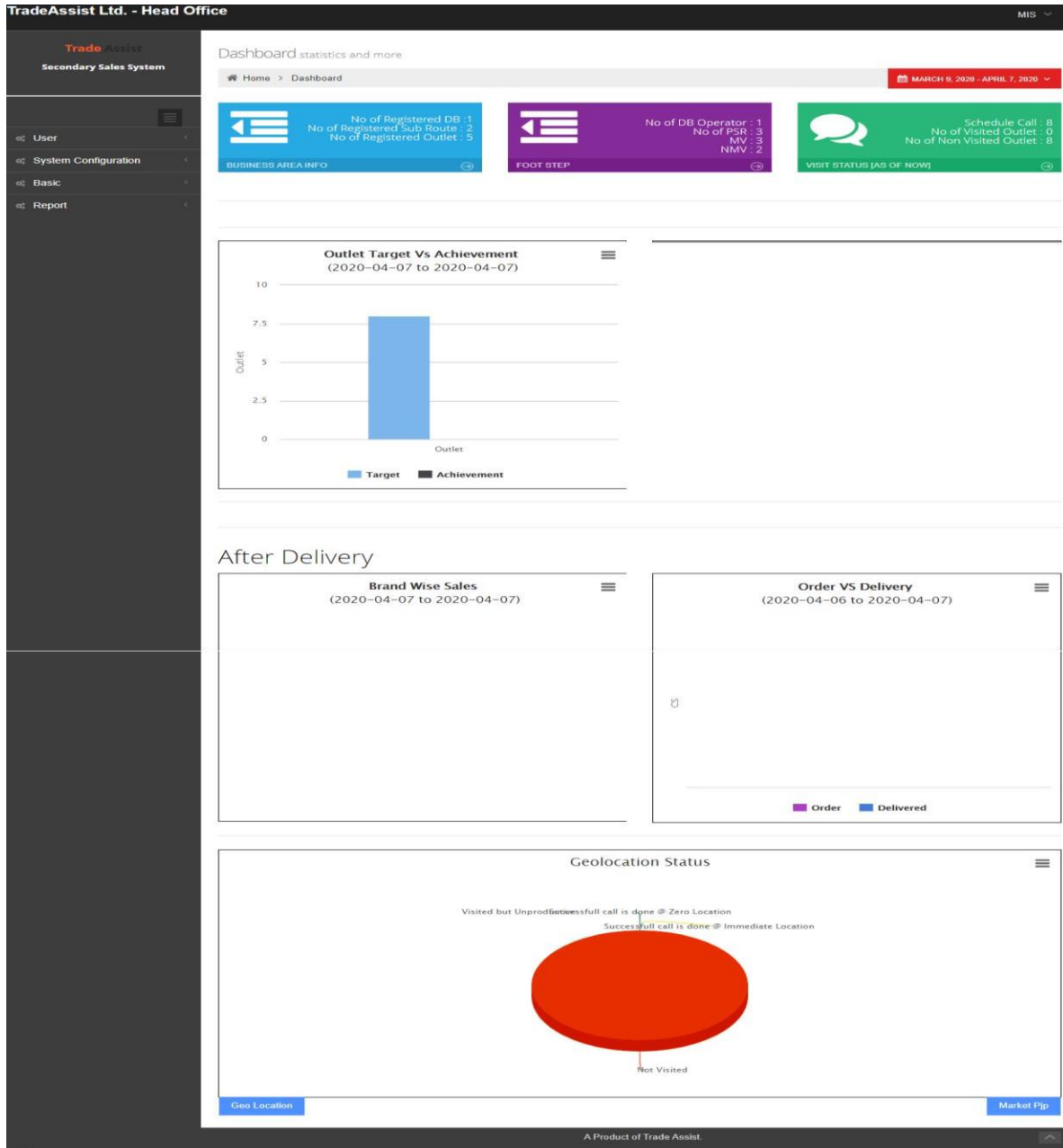


Figure 4.2.3 Dashboard page

User Profile Page:

In the first option of the menu box we can see that there is a menu named user and there are two menus as its sub menus one is user profile and the other is log out. In the user profile menu, we see the login information of the normal current user and if we take action in the log out option then the current user will go back to the login page from the present admin panel.

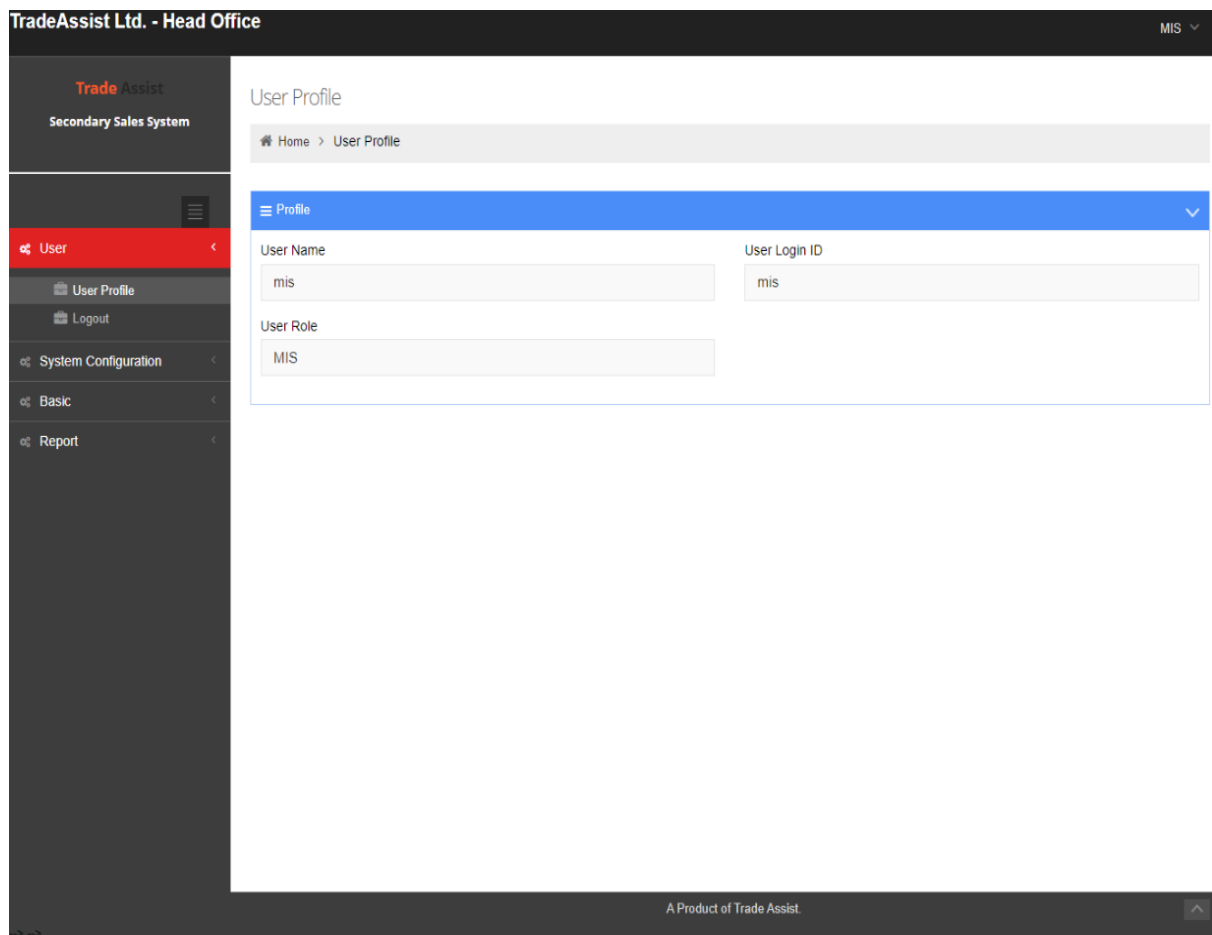


Figure 4.2.4 User profile page

Geographical Hierarchy Index Page:

In the second option of the menu box, I see a menu called system configuration and I see many sub-menus under it. By system configuration here we mean all the master data needed to run a system is configured here. We are currently on the geographical menu. In this menu we see two options one is geographical hierarchy the other is geographical master. Through geographical hierarchy, we have highlighted how many business hierarchies a company maintains and runs its business. Here we see a business hierarchy associated with another business hierarchy in the form of a parent child relationship. Here we can create a new graphical hierarchy and edit it if you want.

The screenshot displays the 'Geographical Hierarchy' page in the Trade Assist Ltd. - Head Office system. The page features a sidebar menu on the left with 'System Configuration' highlighted. The main content area shows a table of geographical hierarchies with the following data:

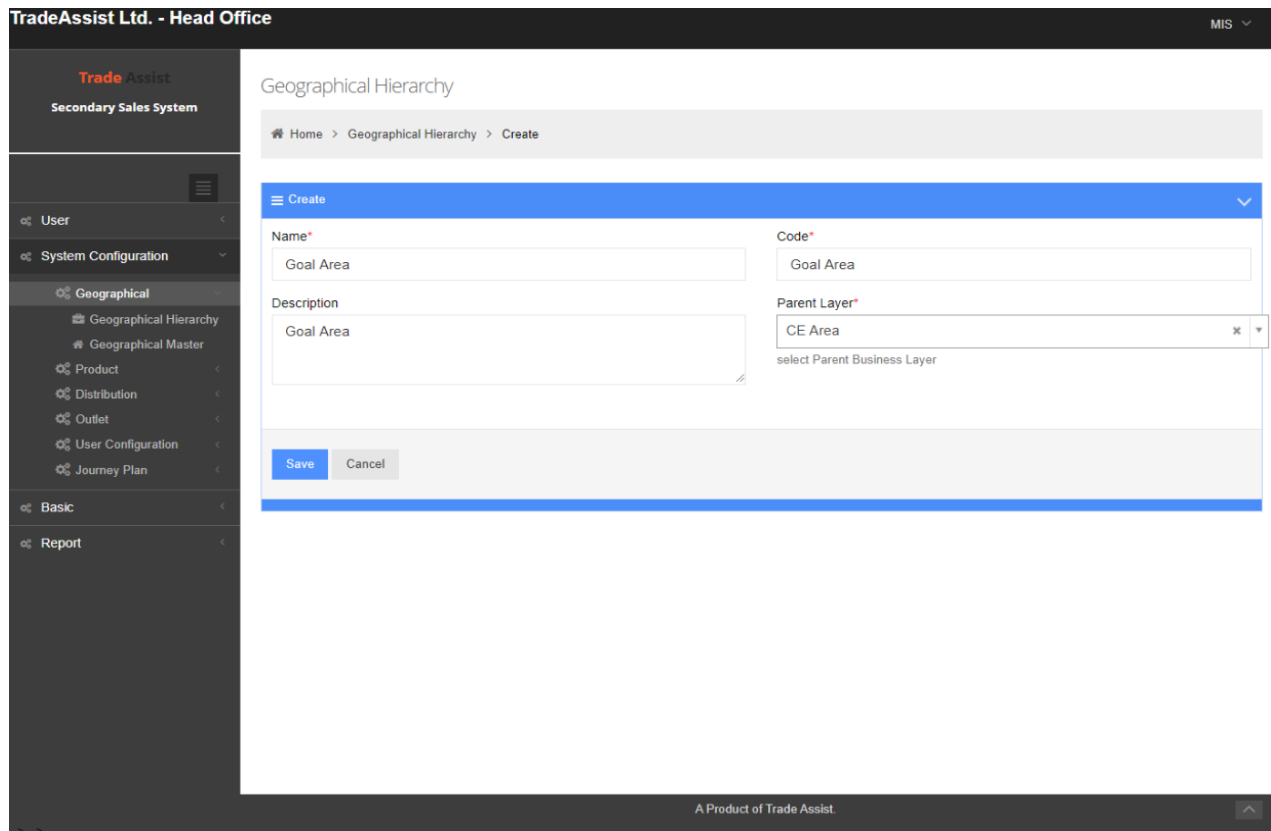
SL No.	Name	Code	Parent	Action
1	National	National	No parent	Edit
2	Unit	Unit	National	Edit
3	Territory	Territory	Unit	Edit
4	CE Area	CE Area	Territory	Edit

The page also includes a search bar, a 'Create Graphical Hierarchy' button, and a pagination control showing 'Showing 1 to 4 of 4 entries'.

Figure 4.2.5 Graphical hierarchy index page

Geographical Hierarchy Create Page:

We talked about the geographical hierarchy Index page in the previous slide. Here we can see that we have filled in a new data called goal area and selected it at the bottom of the CE area. This means that the goal area is located under the CE Area. I finally clicked on the save button.



The screenshot displays the 'Geographical Hierarchy Create' page in the TradeAssist system. The page title is 'Geographical Hierarchy' and the breadcrumb trail is 'Home > Geographical Hierarchy > Create'. The form contains the following fields:

- Name***: Goal Area
- Code***: Goal Area
- Description**: Goal Area
- Parent Layer***: CE Area (with a dropdown arrow and a close button 'x')

Below the Parent Layer field, there is a note: 'select Parent Business Layer'. At the bottom of the form, there are two buttons: 'Save' and 'Cancel'. The footer of the page reads 'A Product of Trade Assist.'.

Figure 4.2.6 Graphical hierarchy create page

Geographical Hierarchy Output Index Page:

After clicking on the save button in the geographical hierarchy create panel, here we see a new level is the goal area and the parent CE area that we had previously selected while creating the level. Here we see a button called edit that allows us to edit the level again if we want.

The screenshot displays the 'Geographical Hierarchy' page in the TradeAssist Ltd. - Head Office system. The page features a sidebar with navigation options such as User, System Configuration, Geographical, Geographical Hierarchy, Geographical Master, Product, Distribution, Outlet, User Configuration, Journey Plan, Basic, and Report. The main content area shows a table with 5 entries, each with an 'Edit' button. The table columns are SL No., Name, Code, Parent, and Action. The entries are: 1. National (National, No parent), 2. Unit (Unit, National), 3. Territory (Territory, Unit), 4. CE Area (CE Area, Territory), and 5. Goal Area (Goal Area, CE Area). The page also includes a search bar, a 'Print' button, and a pagination control showing 'Showing 1 to 5 of 5 entries'.

SL No.	Name	Code	Parent	Action
1	National	National	No parent	Edit
2	Unit	Unit	National	Edit
3	Territory	Territory	Unit	Edit
4	CE Area	CE Area	Territory	Edit
5	Goal Area	Goal Area	CE Area	Edit

Figure 4.2.6 Graphical hierarchy output index page

Geographical Master Index Page:

Currently we have the submenu of the geographical menu in the geographical master panel. As a geographical master, we understand that a business zone mapping can be done at a hierarchy level of a company. Here we see a lot of geographical master data lists and under whose car it comes to be defined. Moreover, a new business zone can be created here and if you want to click on the Edit or Details button at a glance, we can see the basic information of hierarchy level.

The screenshot displays the 'Geographical Master' page in the Trade Assist system. The page features a sidebar with navigation options like 'User', 'System Configuration', 'Geographical', and 'Report'. The main content area shows a table of geographical master data with the following columns: SL No., Name, Code, Geographical Layer, Parent, and Action. The table contains six entries, each with 'Edit' and 'Detail' buttons. A 'Create Graphical Master' button is visible in the top right corner of the data area.

SL No.	Name	Code	Geographical Layer	Parent	Action
1	Bangladesh	B012	National	No Parent Zone	Edit Detail
2	Dhaka North Unit	U01	Unit	Bangladesh	Edit Detail
3	Dhaka South Unit	U02	Unit	Bangladesh	Edit Detail
4	TDM Dhaka North	TDM01	Territory	Dhaka North Unit	Edit Detail
5	CE_Dokhinkhan	CE001	CE Area	TDM Dhaka North	Edit Detail
6	text tetory	R0011524	Territory	Dhaka South Unit	Edit Detail

Figure 4.2.7 Graphical master index page

SKU Hierarchy Index Page:

Currently we are in the submenu product menu of the system configuration menu and under it we find many sub sub menus. By product here we mean an object or system that is made available to consumers for use; It is something that can be offered in the market to meet the desires or needs of a customer. Currently we will talk about sku hierarchy. Sku hierarchy means how many layers of a company's product are maintained and managed. Here we see two layers called brand and sub brand. The sub-brand is essentially mapping with the brand layer. The sub-brand is associated with the brand layer in the form of a parent-child relationship. If we want to add a new layer, then click on Create A Product Hierarchy Layer, enter the data in the input field and click on the save button, a new layer will be saved. Next, we will see on the index page. If you like the previous menus, we will get the basic information of a layer through the edit or details button.

TradeAssist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Product Hierarchy

Home > Product Hierarchy

Product Hierarchy + Create A Product Hierarchy Layer

Show 100 entries Search: [] [] [] [] Print

SI No	Name	Code	Description	Parent	Action
1	Brand	Brand_Code	Brand	No parent	Edit Detail
2	Sub brand	Sub_brand_Code	Sub brand	Brand	Edit Detail

Showing 1 to 2 of 2 entries Previous 1 Next

A Product of Trade Assist.

Figure 4.2.8 Sku hierarchy index page

SKU Brand/Sub Brand Index Page:

Currently we are in the product menu's sub menu brand and the sub brand's index page. By brand or sub-brand, we mean the levels that a company maintains to manage its product or item. Here we can see that there are many brands and sub brands. If we notice that the brand has no parent layer but the sub brand has a parent layer. Like the previous menus, a new brand can be created here and if you want you can edit or delete.

The screenshot shows the 'Product Hierarchy Elements' page in the Trade Assist system. The page header includes 'Trade Assist Ltd. - Head Office' and 'MIS'. The left sidebar contains a navigation menu with 'System Configuration' selected. The main content area shows a table of product hierarchy elements. The table has the following data:

SI No	Name	Code	Description	Product Layer	Parent	Action
1	PEPSI	PEPSI	PEPSI	Brand	No parent	Edit Detail
2	Mirinda Orange	Mirinda Orange	Mirinda Orange	Brand	No parent	Edit Detail
3	PEPSI_Sub-brand	PEPSI_Sub-brand	PEPSI_Sub-brand	Sub brand	PEPSI	Edit Detail
4	MirindaOrange_Sub-brand	MirindaOrange_Sub-brand	MirindaOrange_Sub-brand	Sub brand	Mirinda Orange	Edit Detail

The page also includes a search bar, a 'Print' button, and pagination controls showing 'Showing 1 to 4 of 4 entries'.

Figure 4.2.9 Sku brand sub brand index page

SKU Type Index Page:

We are currently on the index page of the sku type sub-menu of the product menu. By sku type, I mean the product can be of any flavor like orange or cola flavor. Like the previous menus, a new sku type can be created here and we can edit or delete if we want.

Trade Assist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Product Type

Home > Product Type

Product Types [+ Create Product Type](#)

Show 100 entries Search:

SL No.	Name	Code	Description	Action
1	COLA	COLA	COLA	Edit Detail
2	ORANGE	ORANGE	ORANGE	Edit Detail

Showing 1 to 2 of 2 entries Previous 1 Next

A Product of Trade Assist

Figure 4.2.10 Sku type index page

SKU Index Page:

Currently we are on the index page of the sub menu of the product menu sku. Here by sku we mean the product of a company. Here we can see that the sku is tagged with brand, sub brand, sku flavor and the package date of each product is given along with the launch date and sku status. Like the previous menus, you can create a new sku here and edit it if you want.

SI NO	Brand	Sub Brand	SKU Code	SKU Full Name	Sku Flavor	LPC	Unit	Boz	Launch Date	Status	Action
1	PEPSI	PEPSI_Sub-brand	001	Pepsi 207 ml (GRB)	COLA	1	PCS	12.00000	2020-01-31	active	Edit
2	PEPSI	PEPSI_Sub-brand	002	Pepsi 250 ml (GRB)	ORANGE	3	Case(12)	2.00000	2020-01-31	active	Edit
3	PEPSI	PEPSI_Sub-brand	003	Pepsi 400 ml (PET)	COLA	3	PCS	23.00000	2020-03-05	active	Edit

Figure 4.2.11 Sku index page

SKU Create Page:

This is the product create page where we can see many fields. To create a product, you have to select the upper level of the product i.e. sub brand, sku flavor, sku category, packaging size and also fill in other fields including sku name and click on save button. Then a new product will be created.

The screenshot displays the 'Product Create' page in the TradeAssist system. The interface includes a dark sidebar on the left with the following menu items: Trade Assist Secondary Sales System, User, System Configuration (Geographical, Product, SKU Hierarchy, Brand/SubBrand, SKU Type, SKU, SKU Unit's, SKU Pricing, Distribution, Outlet, User Configuration, Journey Plan), Basic, and Report. The main content area is titled 'Product' and shows a breadcrumb trail: Home > Product > Create. Below this is a 'Create' form with the following fields:

- Sub Brand * (Dropdown: Select Sub Brand)
- SKU Short Name * (Text: Sku Short Name)
- SKU Code * (Text: Sku Code)
- SKU Category * (Dropdown: Select Sku Category)
- Volume Unit* (Dropdown: Select Container Type)
- Retail Unit* (Dropdown)
- Pcs Weight(8 OZ)* (Text)
- Status * (Dropdown: Select Status)
- Launch Date (Text)
- LPC* (Dropdown: Select Weight Unit)
- SKU Name Bangla * (Text: Sku Name Bangla)
- SKU Name (Text: SKU Name)
- SKU Flavor * (Dropdown: Select Sku Type)
- Packaging Size * (Dropdown: Select Packaging Size)
- Volume* (Text)
- DB Unit* (Dropdown)
- Pack Gross Weight (8 OZ)* (Text)
- Creation Date * (Text: 07-04-2020)
- Container Type * (Dropdown: Select Container Type)

At the bottom of the form are 'Save' and 'Cancel' buttons. The footer of the page reads 'A Product of Trade Assist.' and includes a scroll-to-top icon.

Figure 4.2.12.0 Sku create page

We have filled up a product's information with sample data to facilitate understanding.

The screenshot displays the 'Create sku information' page in the Trade Assist Ltd. - Head Office Secondary Sales System. The page is titled 'Product' and includes a breadcrumb trail: Home > Product > Create. The form is organized into two columns and contains the following fields:

Field Name	Value
Sub Brand *	MirindaOrange_Sub-brand
SKU Name Bangla *	মিরিন্ডা অরেঞ্জ ২০০ মিলি (GRB)
SKU Short Name *	Mirinda Orange 200 ml (GRB)
SKU Name	Mirinda Orange 200 ml (GRB)
SKU Code *	22
SKU Flavor *	ORANGE
SKU Category *	CSD
Packaging Size *	PCS Case(12)
Volume Unit*	ml
Volume*	154
Retail Unit*	PCS
DB Unit*	PCS
Pcs Weight(8 OZ)*	124
Pack Gross Weight (8 OZ)*	1488
Status *	active
Creation Date *	07-04-2020
Launch Date	07-04-2020
LPC*	2
Container Type *	GRB

At the bottom of the form, there are 'Save' and 'Cancel' buttons. The footer of the page reads 'A Product of Trade Assist'.

Figure 4.2.12.1 Create sku information page

We can see on the index page of sku that the sample data that we created in the previous slide is now displayed on the index page. Through this we can understand that the product is successfully created. The edit option here works just like the previous menus. By which we can change the information of sku.

The screenshot shows the 'Product' management page in the Trade Assist Secondary Sales System. The page title is 'Product' and the breadcrumb is 'Home > All SKU'. There is a '+ Create Product' button in the top right. Below the breadcrumb, there is a search bar and a 'Print' button. The main content is a table with the following data:

SI NO	Brand	Sub Brand	SKU Code	SKU Full Name	Sku Flavor	LPC	Unit	Boz	Launch Date	Status	Action
1	PEPSI	PEPSI_Sub-brand	001	Pepsi 207 ml (GRB)	COLA	1	PCS Case(6)	12.00000	2020-01-31	active	Edit
2	PEPSI	PEPSI_Sub-brand	002	Pepsi 250 ml (GRB)	ORANGE	3	PCS Case(12)	2.00000	2020-01-31	active	Edit
3	PEPSI	PEPSI_Sub-brand	003	Pepsi 400 ml (PET)	COLA	3	Case(9) PCS	23.00000	2020-03-05	active	Edit
4	Mirinda Orange	MirindaOrange_Sub-brand	22	Mirinda Orange 200 ml (GRB)	ORANGE	2	PCS Case(12)	124.00000	2020-04-07	active	Edit

At the bottom of the table, it says 'Showing 1 to 4 of 4 entries' and 'Previous 1 Next'.

Figure 4.2.12.2 Sku update information page

SKU Unit Index Page:

Currently we are on the index page of units of sku. The sku unit means we understand how to pack a product. Here we can see a total of five types of packaging sizes. The edit option works here as in the previous menus. Through which we can change the information of a specific sku unit if we want and we can delete a specific sku unit even if we want.

The screenshot displays the 'Product Unit Configuration' page in the TradeAssist system. The page title is 'Product Unit Configuration' and the breadcrumb is 'Home > Product Unit Configuration'. The main content area shows a table of product units with the following data:

SL No.	Name	Short Name	Code	Description	Quantity	Action
1	PCS	PCS	PCS	PCS	1	Edit Delete
2	Case(6)	Case	Case	Case(6)	6	Edit Delete
3	Case(9)	Case	Case	Case(9)	9	Edit Delete
4	Case(12)	Case	Case	Case(12)	12	Edit Delete
5	Case(24)	Case	Case	Case(24)	24	Edit Delete

The page also includes a search bar, a 'Print' button, and a 'Create Product Package' button. The left sidebar shows the navigation menu with 'System Configuration' selected. The footer indicates 'A Product of Trade Assist'.

Figure 4.2.13 Sku unit index page

SKU Bundle Price Index Page:

We are currently on the sku pricing index page. By sku price we mean a company changes the price of a product at different times for different reasons. This is called bundle price in the language of business. These bundle prices can be with all the products and again with some special products. The company can select any bundle price on its business zone as per its wish. Here you can see that 2 bundles come with Price All ready one name in May 2020 and the other one as April 2020 and two total products by 3.

TradeAssist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Bundle Price Configuration

Home > Bundle Price

Bundle Price [+ Create Bundle Price](#)

Show 100 entries Search:

SI	Bundle Name	Bundle Code	Number of SKU	Action
1	march	1001	3	Show
2	April 2020	1005	3	Show

Showing 1 to 2 of 2 entries Previous 1 Next

A Product of Trade Assist.

Figure 4.2.14.0 Sku pricing index page

SKU Bundle Price Create Page:

This is the bundle price create page. Here we see first of all, that field comes with a bundle name and another bundle code. The uniqueness of the bundle price will be defined through these two fields. In the lower portion we can see the sku list box where all the products of the system will show and from there you have to select the required products. Here we can see many fields next to sku name and sku code which we will describe below. Here invoice or primary price means the price at which the company will sell the product in the market, trade price (TP) means the price at which the distribution house will sell the product to the outlet, MRP means the price at which the shopkeeper sells the product to the common man. will sell and END date to say how long this product price will last by active or inactive at last means the product will work automatically or not.

The screenshot displays the 'Bundle Price Add' page in the TradeAssist system. The page title is 'Bundle Price Add' and the breadcrumb is 'Home > Bundle Price > Bundle Price add'. The form includes two input fields: 'Bundle Name' (containing 'Price Bundle Name') and 'Bundle Code' (containing 'Price Bundle Code'). Below the form is a table titled 'Bundle Price Add' with the following data:

Select Box	SI	Sku Name	Sku Code	Invoice/Primary Price	Trade Price (TP)	MRP	Start Date	End Date
<input type="checkbox"/>	1	Pepsi 207 ml (GRB)	001	Invoice Price	Trade I	MRP	07-04-2020	
<input type="checkbox"/>	2	Pepsi 250 ml (GRB)	002	Invoice Price	Trade I	MRP	07-04-2020	
<input type="checkbox"/>	3	Pepsi 400 ml (PET)	003	Invoice Price	Trade I	MRP	07-04-2020	
<input type="checkbox"/>	4	Mirinda Orange 200 ml (GRB)	22	Invoice Price	Trade I	MRP	07-04-2020	

The table shows 4 entries. Below the table, there are 'Save' and 'Cancel' buttons. The footer of the page reads 'A Product of Trade Assist'.

Figure 4.2.14.1 Sku bundle price create page

In the previous slide, I have described all the fields that work to create a bundle price. Here I have filled up the data of a bundle price as an example. We can see that we have filled up the bundle name field with the name May 2020 and we have filled up with the bundle code name 1009. Moreover, we have selected the following portions T and four products and fill up the data in all the fields. Then we finally click on the save button.

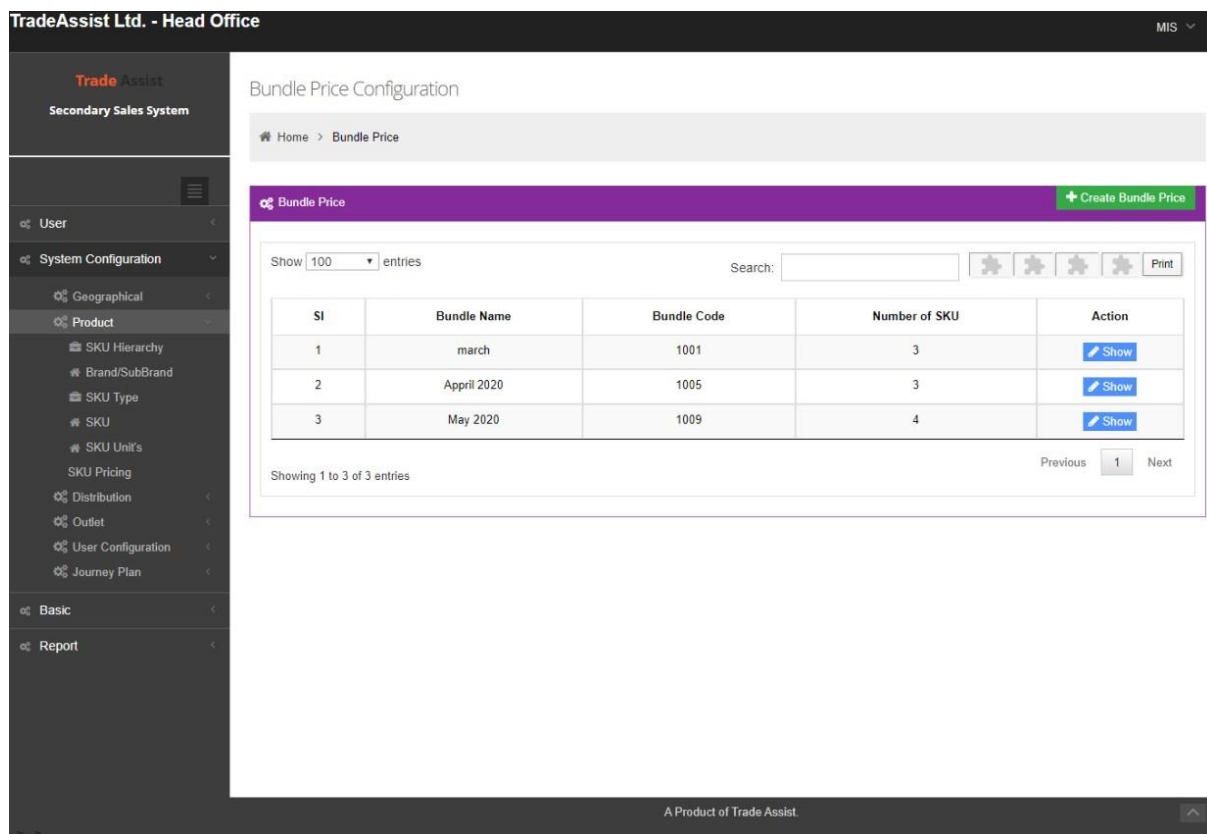
The screenshot shows the 'Bundle Price Add' interface in Trade Assist. The bundle name is 'May 2020' and the bundle code is '1009'. The table below contains the following data:

Select Box	SI	SKU Name	SKU Code	Invoice/Primary Price	Trade Price (TP)	MRP	Start Date	End Date
<input checked="" type="checkbox"/>	1	Pepsi 207 ml (GRB)	001	18	22	28	07-04-2020	07-04-2021
<input checked="" type="checkbox"/>	2	Pepsi 250 ml (GRB)	002	20	24	26	07-04-2020	07-04-2021
<input checked="" type="checkbox"/>	3	Pepsi 400 ml (PET)	003	28	31	24	07-04-2020	07-04-2021
<input checked="" type="checkbox"/>	4	Mirinda Orange 200 ml (GRB)	22	11	13	15	07-04-2020	07-04-2021

Figure: 4.2.14.2 Sku bundle price example page

SKU Bundle Final Output Page:

In the previous slide, by clicking on the save button with the data in the bundle price, we can see on this index page that we are seeing a new list called May 2020, which means that our new data has been finally saved. What we see here is a button called show through which we can revisit a specific price list.



TradeAssist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Bundle Price Configuration

Home > Bundle Price

Bundle Price [+ Create Bundle Price](#)

Show 100 entries Search:

SI	Bundle Name	Bundle Code	Number of SKU	Action
1	march	1001	3	Show
2	April 2020	1005	3	Show
3	May 2020	1009	4	Show

Showing 1 to 3 of 3 entries Previous 1 Next

A Product of Trade Assist.

Figure: 4.2.15 Sku bundle price final output page

Distribution Type Page:

At present we come to the system menu's sub menu distribution menu. Under the distribution menu, I see two sub-menus, one is distribution type and the other is employee Hierarchy. What we mean by distribution type here is that a company can divide the distributor house into several parts to distribute its product properly. We have divided it here in three parts: Firstly, distributor and distributor house mean a private agency affiliated with direct cut company. second, HUB means the bottom layer of the distributor house, which is managed by the distributor house. Thirdly speaking, the bottom layer of the HUB that is managed by HUB. Like the previous menus, a new type can be created here and I can edit or delete it.

The screenshot shows the 'DB Type Info' page in the Trade Assist system. The page title is 'DB Type Info' and the breadcrumb is 'Home > DB Type Info'. There is a '+ Create DB Type' button in the top right. Below the header, there is a search bar and a 'Print' button. The main content is a table with the following data:

SL No.	DB Type Name	Code	Description	Action
1	Distributor	DB	Distribution House	Edit Delete
2	HUB	HUB	HUB	Edit Delete
3	Spoke	Spoke	Spoke	Edit Delete

Showing 1 to 3 of 3 entries. Previous 1 Next

Figure: 4.2.16 Distribution type page

Employee Hierarchy Page:

In the previous slide, we talked about the distribution type. At present we come to the employee hierarchy index page. Here employee hierarchy means how many types of role the employee can work in the distributor house. As an example, we have created a few rolls that we can see on the index page. Like the previous menus, a new roll can be created here and we can edit or delete if we want.

The screenshot shows the 'Distribution Employee Hierarchy' page in the Trade Assist Ltd. - Head Office system. The page features a sidebar menu with options like User, System Configuration, Geographical, Product, Distribution, Outlet, User Configuration, Journey Plan, Basic, and Report. The main content area displays a table of employee roles with the following data:

SL No.	Name	Code	Parent	Action
1	DB Operator	DB	CE	Edit Delete
2	PSR	SR	DB Operator	Edit Delete
3	Delivery Man	Delivery Man	DB Operator	Edit Delete
4	CE	CE	No parent	Edit Delete

The page also includes a search bar, a 'Create a Layer' button, and a pagination control showing 'Showing 1 to 4 of 4 entries'.

Figure 4.2.17 Employee hierarchy page

Outlet Channel Hierarchy Page:

At present we come to the sub menu outlet menu of system configuration. You can see many sub menus at the bottom of the outlet menu. By outlet here we mean shopkeepers. Currently we will talk about channel hierarchy. By channel hierarchy we mean a means of dividing the outlet into different parts. Here we can see that a hierarchy has been created in channel 1 which has no parent. Like the previous menus, a new hierarchy can be created here and we can edit or delete if we want.

The screenshot displays the 'Channel Hierarchy' page in the Trade Assist system. The page title is 'Channel Hierarchy' and the breadcrumb is 'Home > Channel Hierarchy'. The main content area features a table with the following data:

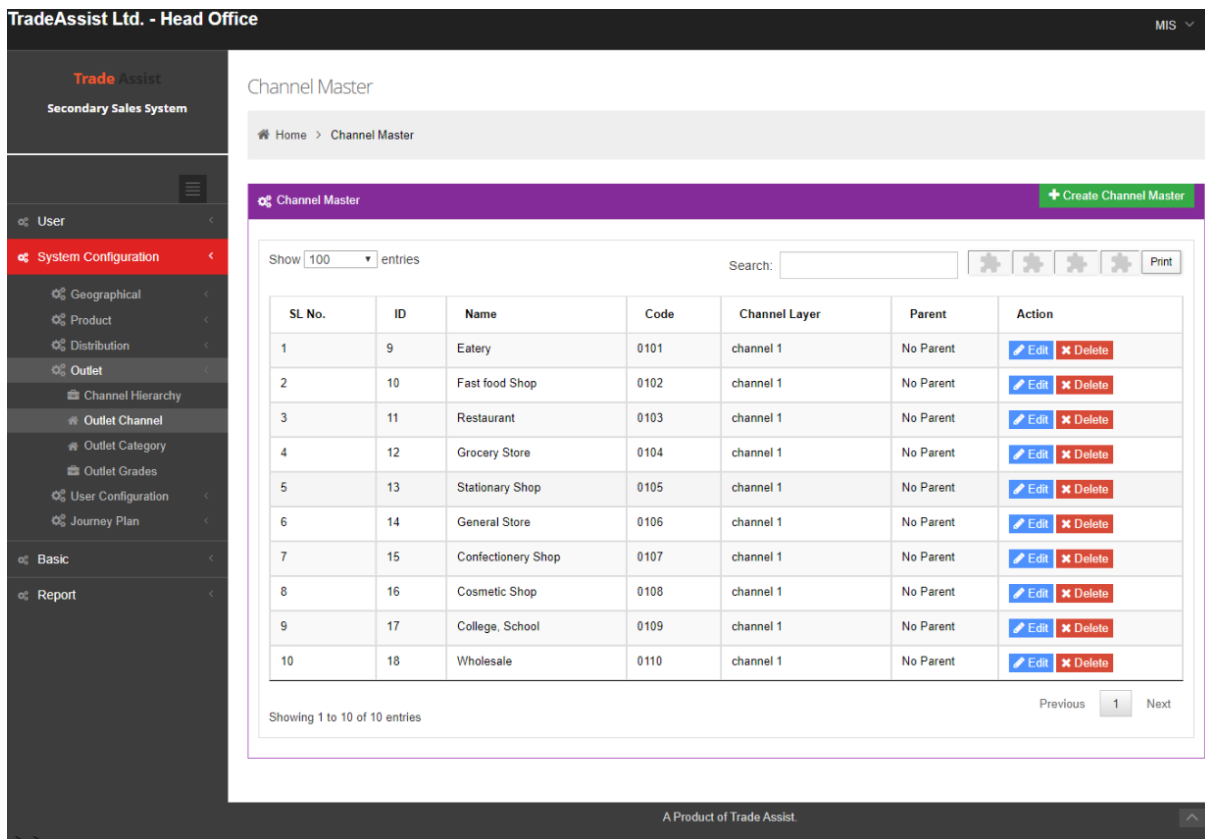
SL No.	Name	Code	Parent	Action
1	channel 1	channel 1	No parent	Edit Delete

Below the table, it indicates 'Showing 1 to 1 of 1 entries' with 'Previous' and 'Next' navigation buttons. The table also includes a search bar and a 'Print' button. A '+ Create Channel Hierarchy' button is located at the top right of the table area. The sidebar menu on the left includes 'User', 'System Configuration', 'Geographical', 'Product', 'Distribution', 'Outlet', 'Channel Hierarchy', 'Outlet Channel', 'Outlet Category', 'Outlet Grades', 'User Configuration', 'Journey Plan', 'Basic', and 'Report'.

Figure 4.2.18 Outlet channel hierarchy page

Outlet Channel Page:

In the previous slide we talked about channel hierarchy. At present we come to the outlet channel index page. outlet channel We understand the type of product of the outlet or the type of service the outlet is based on the outlets we divide the primary stage. We can see that many outlets come here to create channels. Like the previous menus, a new channel can be created here and I can edit or delete it.



The screenshot displays the 'Channel Master' page in the Trade Assist Secondary Sales System. The page features a sidebar menu on the left with options like User, System Configuration, Geographical, Product, Distribution, Outlet, Channel Hierarchy, Outlet Channel, Outlet Category, Outlet Grades, User Configuration, Journey Plan, Basic, and Report. The main content area shows a table of 10 outlet channels, each with an 'Edit' and 'Delete' button. A '+ Create Channel Master' button is visible in the top right corner of the main content area.

SL No.	ID	Name	Code	Channel Layer	Parent	Action
1	9	Eatery	0101	channel 1	No Parent	Edit Delete
2	10	Fast food Shop	0102	channel 1	No Parent	Edit Delete
3	11	Restaurant	0103	channel 1	No Parent	Edit Delete
4	12	Grocery Store	0104	channel 1	No Parent	Edit Delete
5	13	Stationary Shop	0105	channel 1	No Parent	Edit Delete
6	14	General Store	0106	channel 1	No Parent	Edit Delete
7	15	Confectionery Shop	0107	channel 1	No Parent	Edit Delete
8	16	Cosmetic Shop	0108	channel 1	No Parent	Edit Delete
9	17	College, School	0109	channel 1	No Parent	Edit Delete
10	18	Wholesale	0110	channel 1	No Parent	Edit Delete

Figure 4.2.19 Outlet channel page

Outlet Category Page:

In the previous slide we talked about the outlet channel. At present we are on the outlet category index page. outlet category We understand that based on the volume of sales of the outlet, we divide the outlet into second phase. We can see that there are many outlets category built. Like the previous menus, a new category can be created here and I can edit or delete it.

Trade Assist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Outlet Category

Home > Outlet Category

Outlet Category [+ Create Outlet Category](#)

Show 100 entries Search:

SL NO.	ID	Name	Code	Description	Action
1	6	Exclusive	01	Exclusive	Edit Delete
2	7	Non Exclusive	02	Non Exclusive	Edit Delete

Showing 1 to 2 of 2 entries Previous 1 Next

A Product of Trade Assist

Figure 4.2.20 Outlet category page

Outlet Grades Page:

In the previous slide we talked about the outlet category. At present we are on the outlet grades index page. Outlet grades are a means of dividing the outlet into third stages. We can see that there are many outlet grades made here. Like the previous menus, a new grade can be created here and we can edit or delete if we want.

The screenshot shows the 'Outlet Grade' page in the Trade Assist system. The page title is 'Outlet Grade' and the breadcrumb is 'Home > Outlet Grade'. A sidebar menu on the left lists various system configuration options, with 'System Configuration' and 'Outlet Grades' highlighted. The main content area features a table with 4 entries, each with columns for SL No., ID, Outlet Grade Name, Code, Description, and Action (Edit/Delete). A '+Create Outlet Grade' button is visible in the top right corner of the main content area. The table data is as follows:

SL No.	ID	Outlet Grade Name	Code	Description	Action
1	7	A	A	A	Edit Delete
2	9	C	C	C	Edit Delete
3	10	D	D	D	Edit Delete
4	11	B	B	B	Edit Delete

Showing 1 to 4 of 4 entries

Figure 4.2.21: Outlet grades page

User role configuration Page:

At present we are in the system configuration sub menu user configuration menu. User configuration In this under I can see a sub menu that is user role configuration. Here user role configuration means that we understand that the designation of the employees who will work to manage this full system is loaded here as master data. Like the previous menus, a new role can be created here and I can edit or delete it.

The screenshot displays the 'User Role Configuration' page. The header shows 'Trade Assist Ltd. - Head Office' and 'MIS'. The left sidebar contains a navigation menu with 'System Configuration' selected. The main content area shows a table of user roles. The table has the following data:

SL No.	Name	Code	Description	Action
1	Delivery Man	delivery_man	Delivery Man	Edit Delete
2	Driver	Driver	Driver	Edit Delete
3	CE	CE	Customer Executive	Edit Delete
4	NSM	NSM	NSM	Edit Delete
5	USM	USM	USM	Edit Delete
6	TDM	TDM	TDM	Edit Delete
7	MIS	MIS	MIS	Edit Delete
8	PSR	PSR	Pre-Sales Representative	Edit Delete
9	DB Operator	DB	DB Operator	Edit Delete

The page also includes a search bar, a 'Create User Role' button, and pagination controls showing 'Showing 1 to 9 of 9 entries'.

Figure 4.2.22 User role configuration page

Journey Plan Hierarchy Page:

At present we come to the system configuration sub menu Journey plan menu. I can see two sub-menus under the Journey plan menu. By journey plan we mean a company that plans to reach its product outlet. Now we will talk about journey plan hierarchy. Journey plan hierarchy means to divide the area of a distributive house into several parts. Here we have divided it into two parts, one is Route and the other is Sub Route. We can see that Route has no parent but Sub route has parent. Like the previous menus, a new hierarchy can be created here and we can edit or delete if we want.

The screenshot displays the 'DB Journey Plan Hierarchy' page in the Trade Assist system. The page includes a sidebar menu with options like 'User', 'System Configuration', 'Geographical', 'Product', 'Distribution', 'Outlet', 'User Configuration', 'Journey Plan', 'Journey Plan Hierarchy', 'Sub Route Type', 'Basic', and 'Report'. The main content area shows a table with the following data:

Sl No.	Name	Code	Description	Parent Layer	Action
1	Route	Route	Route	No Parent	Edit Delete
2	Sub Route	Sub_Route	Sub Route	Route	Edit Delete

The page also features a search bar, a 'Show 100 entries' dropdown, and a 'Print' button. The footer indicates 'A Product of Trade Assist.' and 'MIS' in the top right corner.

Figure 4.2.23 Journey plan hierarchy page

Sub Route Type Page:

In the previous slide we talked about Journey Plan Hierarchy. We are currently on the sub route type index page. Sub route type is a means of dividing routes. We can see that there are many route types created here. Like the previous menus, a new grade can be created here and we can edit or delete if we want.

The screenshot shows the 'Route Class' management page in the Trade Assist system. The page title is 'Route Class' and the breadcrumb is 'Home > Route Class'. The main content area is titled 'Route Classes' and features a '+ Create Route Class' button. Below this, there is a search bar and a table with the following data:

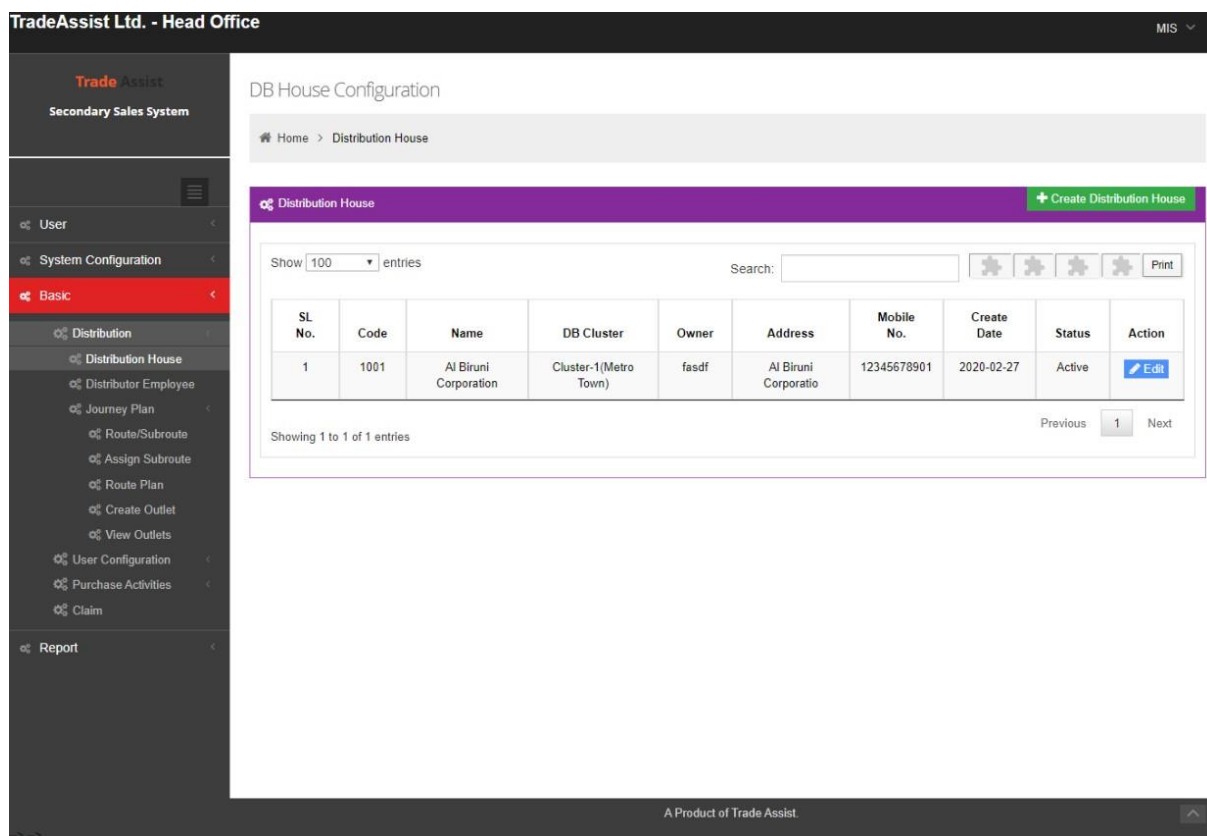
SL No.	Route Class Name	Route Class Code	Route Class Description	Action
1	A Segment	A Segment	A Segment	Edit Delete
2	Bridhi	Bridhi	Bridhi	Edit Delete

Below the table, it indicates 'Showing 1 to 2 of 2 entries' and includes 'Previous' and 'Next' navigation buttons. The footer of the page reads 'A Product of Trade Assist'.

Figure 4.2.24 Sub route type page

Distribution House Page:

In the third option of the menu box, I can see a menu called basic and i can see many sub-menus under it. By basic here we mean using all the master data in a system. We are currently in the distribution menu. I can see many sub menus under distribution menu. Here we will talk about distribution house. Distribution house refers to the lowest layer of a company. Through which the company delivers its products to the common man. Here we can see that there is a distribution house called **Al Biruni Corporation**. Here we can create a new distribution house if we want and edit if we want.



The screenshot displays the 'DB House Configuration' page in the Trade Assist system. The left sidebar contains a navigation menu with 'Basic' selected, and 'Distribution House' as a sub-menu. The main content area shows a table of distribution houses. The table has columns for SL No., Code, Name, DB Cluster, Owner, Address, Mobile No., Create Date, Status, and Action. One entry is visible: SL No. 1, Code 1001, Name Al Biruni Corporation, DB Cluster Cluster-1(Metro Town), Owner fasdf, Address Al Biruni Corporatio, Mobile No. 12345678901, Create Date 2020-02-27, Status Active, and an Edit button. The page also includes a search bar, a 'Print' button, and pagination controls showing 'Showing 1 to 1 of 1 entries'.

SL No.	Code	Name	DB Cluster	Owner	Address	Mobile No.	Create Date	Status	Action
1	1001	Al Biruni Corporation	Cluster-1(Metro Town)	fasdf	Al Biruni Corporatio	12345678901	2020-02-27	Active	Edit

Figure 4.2.25 Distribution house page

Distribution Employee Page:

In the previous slide we talked about distribution house. We are currently on the distribution employee index page. Distribution employee is an employee who needs all the roles to manage a distribution house. Here we see that there is a box called filter. Through which MIS user can filter the data as per his wish. like the previous menus, a new employee can be created here and we can edit or delete if we want.

The screenshot displays the 'Distribution Employees' page in the TradeAssist system. The left sidebar shows the 'Basic' menu item selected. The main content area features a filter panel with the following settings:

- Unit: 2 selected
- Territory: 2 selected
- CE Area: 1 selected
- Goal Area Last Point: 2 selected

Below the filter panel is a search bar and a '+ Create Distribution Employee' button. The main table displays the following data:

SL No.	CE Area	CE Name	Distributor Name	Employee Name	Employee Type	User Name	Action
1	CE_Dokhinkhan	Ranjan Chandra Karmaker	Al Biruni Corporation	Abu bakar shidik	DB Operator	aman	Edit Detail
2	CE_Dokhinkhan	Ranjan Chandra Karmaker	Al Biruni Corporation	Md. Mustafizur	PSR	PSR001	Edit Detail
3	CE_Dokhinkhan	Ranjan Chandra Karmaker	Al Biruni Corporation	Md. Mahamudul Hasan	PSR	PSR002	Edit Detail
4	CE_Dokhinkhan	Ranjan Chandra Karmaker	Al Biruni Corporation	S.M Alim Al Razi	PSR	PSR003	Edit Detail

The table footer indicates 'Showing 1 to 4 of 4 entries' with 'Previous' and 'Next' navigation buttons.

Figure 4.2.26 Distribution employee page

Route / Sub Route Page:

We are currently in the journey plan menu at the bottom of the distribution menu. I can see many sub menus here. I am currently on the index page of root / sub route. Here we can see many routes / sub routes which are located at the underside of one of the distribution houses. MIS user can search for data through unit, territory, CE Area through Filter option. Like the previous menus, it is new here. A root / sub route can be created and edited or deleted if desired.

The screenshot displays the 'DB Journey Plan Elements' page in the TradeAssist system. The left sidebar shows the navigation menu with 'Journey Plan' selected. The main content area features a filter section with the following settings:

- Unit: 2 selected
- Territory: 2 selected
- CE Area: 1 selected
- Goal Area Last Point: 2 selected

Below the filter is a 'Get Distribution Channel' button. A search bar is located above the table. The table, titled 'Distribution Employees', contains the following data:

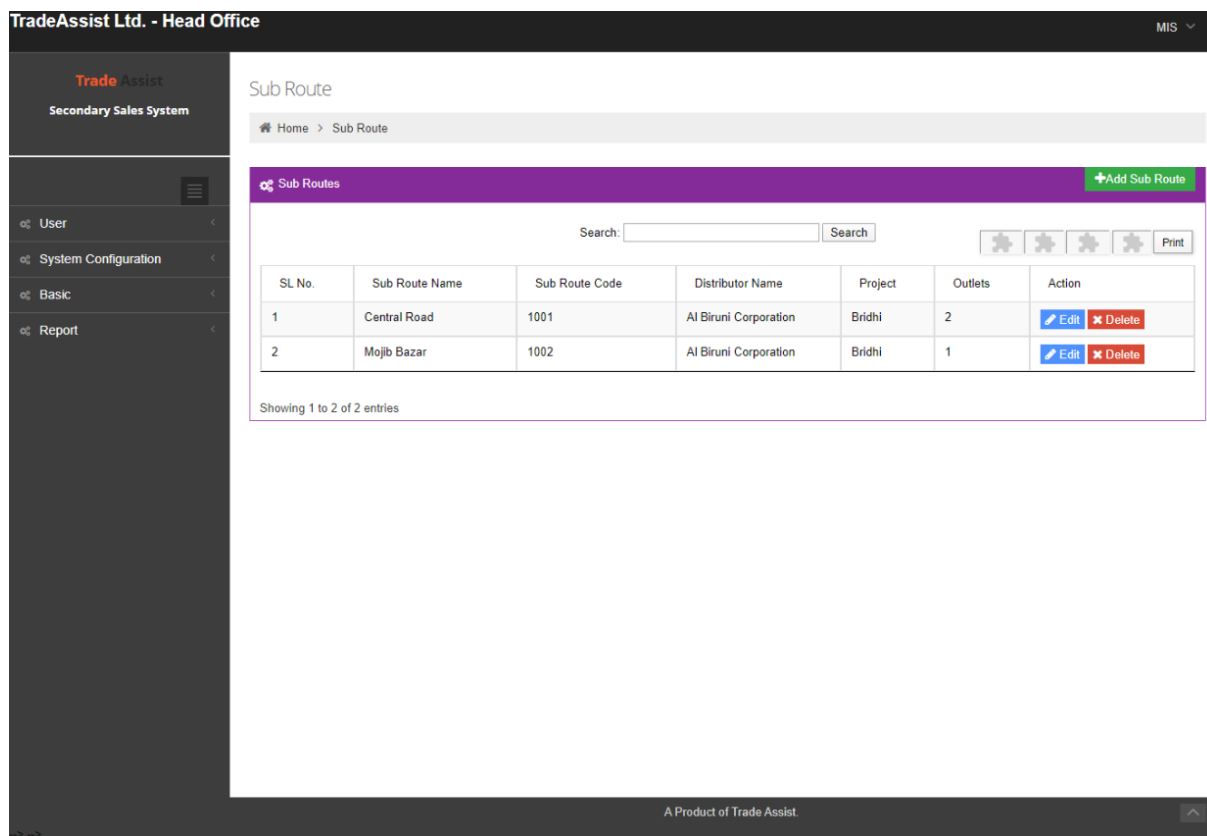
SL No.	ID	Name	Code	Description	Parent	Distributor Name	Type	Action
1	1	South Badda	R001	South Badda	No Parent	Al Biruni Corporation	Route	Edit Delete
2	2	Gudhara Gate	SR001	Gudhara Gate	South Badda [R001]	Al Biruni Corporation	Sub Route	Edit Delete
3	3	DIT Project	SR002	DIT Project	South Badda [R001]	Al Biruni Corporation	Sub Route	Edit Delete

The table footer indicates 'Showing 1 to 3 of 3 entries' and includes 'Previous' and 'Next' navigation buttons.

Figure 4.2.27 Route sub route page

Assign Sub Route Page:

We are currently in the journey plan menu at the bottom of the distribution menu. We are currently on the index page of the assign sub route. Here we can see that a total of 3 outlets have been assigned under the two-sub root. Like the previous menus, a new route / sub-route can be created here and we can edit or delete if we want.



The screenshot displays the 'Sub Route' management interface in the Trade Assist system. The page title is 'Sub Route' and the breadcrumb trail is 'Home > Sub Route'. A purple header bar contains the 'Sub Routes' title and a '+Add Sub Route' button. Below this is a search bar and a 'Search' button. A table lists the sub routes with columns for SL No., Sub Route Name, Sub Route Code, Distributor Name, Project, Outlets, and Action. The table contains two entries: 'Central Road' (SL No. 1, Code 1001, 2 outlets) and 'Mojib Bazar' (SL No. 2, Code 1002, 1 outlet). Both entries are associated with 'Al Biruni Corporation' and the 'Bridhi' project. Each entry has 'Edit' and 'Delete' buttons. The footer indicates 'Showing 1 to 2 of 2 entries' and 'A Product of Trade Assist'.

SL No.	Sub Route Name	Sub Route Code	Distributor Name	Project	Outlets	Action
1	Central Road	1001	Al Biruni Corporation	Bridhi	2	Edit Delete
2	Mojib Bazar	1002	Al Biruni Corporation	Bridhi	1	Edit Delete

Figure 4.2.28.0 Assign sub route page

In the previous slide we talked about the index page of assign sub route. We are currently on the Assign outlet to sub route page. Here we see that there is a field called Sub Route Name Which by Assign Sub Route's name and there is a field called sub route code which means assign sub route's code. There is a field called sub route description through which assign sub route can be described. distribution house is selected through distribution point and it is also under any project Is determined. Here we see a box area called sub route which changes based on the distribution point. If you select a route here, in the select outlet box next to it shows outlets. After selecting everything, if you click on the save button, the data will be successfully saved in the database.

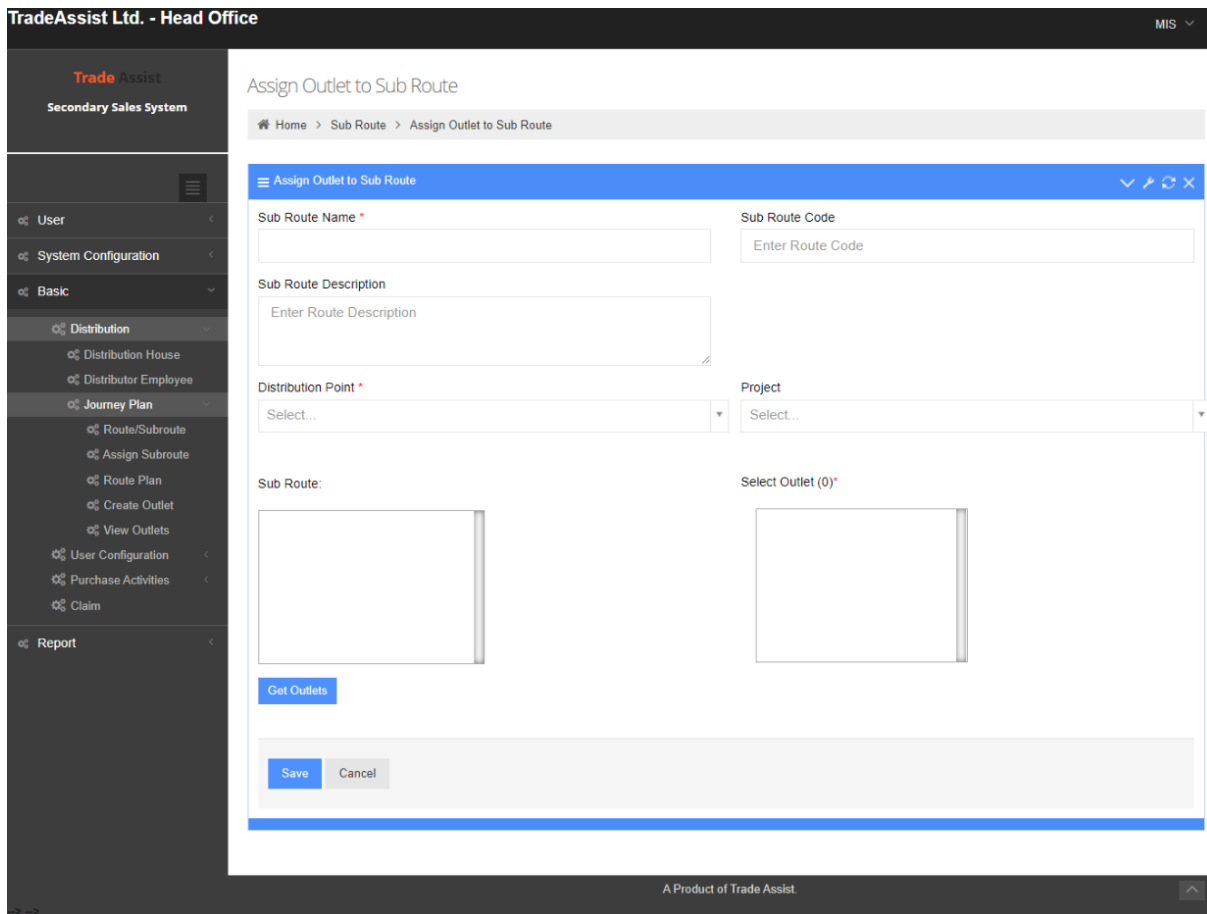


Figure 4.2.28. Assign outlet to sub route page

In the previous slide we have discussed in detail each field of the index page of assign sub route. At present we have filled each field with a sample data. Finally, we clicked the save button.

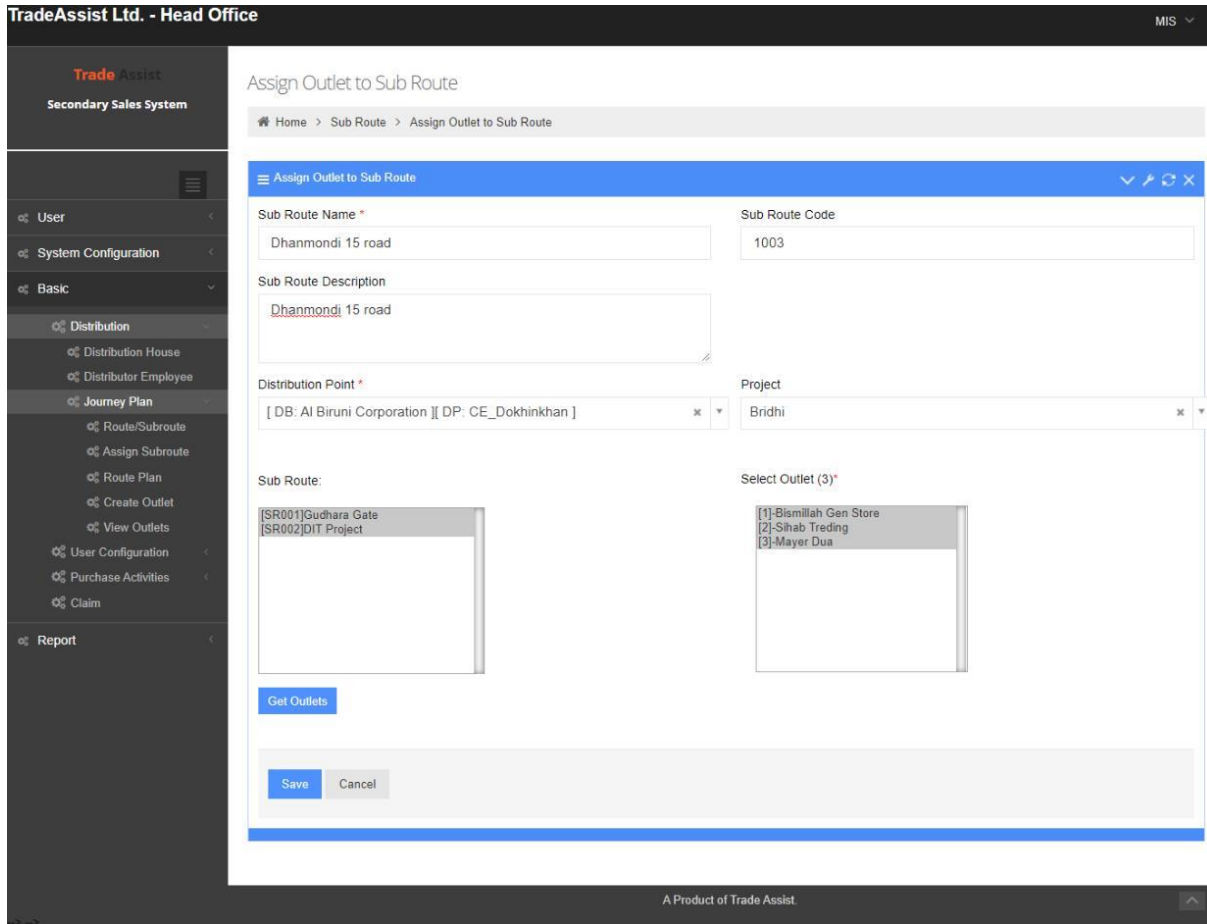


Figure 4.2.28.2 Sample data page

Because the sample data on the previous slide was finally saved, we can now see that data. Like the previous menus, there is a new one here. Sub Route can be created and edited or deleted if desired.

The screenshot shows the 'Sub Route' management interface. The header includes 'TradeAssist Ltd. - Head Office' and 'MIS'. The sidebar menu lists various options like 'User', 'System Configuration', 'Basic', 'Distribution', 'Journey Plan', 'Route/Subroute', 'Assign Subroute', 'Route Plan', 'Create Outlet', 'View Outlets', 'User Configuration', 'Purchase Activities', 'Claim', and 'Report'. The main content area is titled 'Sub Route' and contains a search bar, a '+Add Sub Route' button, and a table of existing sub-routes.

SL No.	Sub Route Name	Sub Route Code	Distributor Name	Project	Outlets	Action
1	Central Road	1001	Al Biruni Corporation	Bridhi	2	Edit Delete
2	Mojib Bazar	1002	Al Biruni Corporation	Bridhi	1	Edit Delete
3	Dhanmondi 15 road	1003	Al Biruni Corporation	Bridhi	3	Edit Delete

Showing 1 to 3 of 3 entries

Figure 4.2.28.3 Final output data page

Route Plan Page:

We are currently in the route plan menu at the bottom of the journey plan menu. By route plan we mean a pre-plan for a sales representative to go to any market on any given day. Here we can see some route plans that are defined as a sales representative and start date and end date are also mentioned. Like the previous menus, a new Route plan can be created here and we can edit or delete if we want.

TradeAssist Ltd. - Head Office MIS

Trade Assist
Secondary Sales System

Sub Route Plans

Home > Sub Route Plan

Sub Route Plans [+ Create Sub Route Plan](#)

Search: [Print](#)

SL No.	Sub Route Plan Name	Sub Route Plan Code	Sub Route Plan Instances	Distributor Name	Sales Representative	Start Date	End Date	Action
1	Central Road And Mojib Bazar	RP	Central Road And Mojib Bazar	Al Biruni Corporation	Md. Mustafizur	28-02-2020	28-08-2020	Edit Delete
2	Central Road	RP	Central Road	Al Biruni Corporation	Md Mahamudul Hasan	25-03-2020	25-03-2021	Edit Delete

Showing 1 to 2 of 2 entries

A Product of Trade Assist.

Figure 4.2.29.0 Route plan page

We are currently on the route plan create page. I can see many input fields here. There will be route plan name in the sub route plan name input field, there will be description in the sub route plan description input field, select a specific house from the distribution house select box and select a specific Sales Representative i.e. Field Force whose section is route plan The plan will represent a specific sales representative. The next field date range is how long this plan will last and below it there are seven boxes with the name of the seven days where all the routes of a distribution house will show. Then we will click on the save button. This data process will take more time because the system inserts data into the database from start date to end date.

The screenshot displays the 'Sub Route Plans' create page in the TradeAssist system. The page title is 'Sub Route Plans' and the breadcrumb trail is 'Home > Sub Route Plan > Create'. The form is titled 'Create' and contains the following fields:

- Sub Route Plan Name ***: A text input field.
- Sub Route Plan Description**: A text input field with a placeholder 'Enter Route Description'.
- Distribution House ***: A dropdown menu with a placeholder 'Select...'. Below it is the text 'select Distribution House'.
- Field Force ***: A dropdown menu with a placeholder 'select Sales Representative'.
- Date Range ***: A date range selector with a 'to' separator.

Below the form, there are seven empty boxes for selecting sub routes for each day of the week:

- Select Saturday Sub Routes
- Select Sunday Sub Routes
- Select Monday Sub Routes
- Select Tuesday Sub Routes
- Select Wednesday Sub Routes
- Select Thursday Sub Routes
- Select Friday Sub Routes

At the bottom of the form, there are 'Save' and 'Cancel' buttons. The footer of the page reads 'A Product of Trade Assist'.

Figure 4.2.29.1 Create from page

Here we have shown a data set as an example.

TradeAssist Ltd. - Head Office

MIS

Trade Assist
Secondary Sales System

Sub Route Plans

Home > Sub Route Plan > Create

Create

Sub Route Plan Name *
Dhanmondi 15 Bus Stand

Sub Route Plan Description
Dhanmondi 15 Bus Stand

Distribution House *
[DB: Al Biruni Corporation][DP: CE_Dokhinkhan]

Field Force *
[Md. Mahamudul Hasan]

Date Range *
07-04-2020 to 25-03-2021

Select Saturday Sub Routes

Select Sunday Sub Routes

Select Monday Sub Routes

Select Tuesday Sub Routes

Select Wednesday Sub Routes

Select Thursday Sub Routes

Select Friday Sub Routes

Save Cancel

A Product of Trade Assist

Figure 4.2.29.2 Example data page

View Outlet Page:

We are currently on the index page of the view outlet menu under the journey plan menu. Here we can see in the upper part there is a box called Filter where the business zone hierarchy. If the user wishes, he can search and see the data as he wishes. Like the previous menus, a new Outlet can be created here and we can edit if we want.

The screenshot displays the 'View Outlet Details' page in the Trade Assist Secondary Sales System. The interface includes a sidebar menu on the left and a main content area. The main content area features a 'Filter' section with dropdown menus for Unit, Territory, CE Area, and Goal Area Last Point, each showing '1 selected'. Below the filters is a 'Get Distribution Channel' button and a 'Search' button. The 'Filter Data' section contains a table with 3 entries, each with columns for Code, Name, Create Date, Address, Sub Route, Owner Name, Owner Mobile No., Channel, Visicular, Status, Route Assign, and Action. The table shows three outlets: Bismillah Gen Store, Sihab Treding, and Mayer Dua. At the bottom, there is a pagination control showing 'Showing 1 to 3 of 3 entries' and a 'Print' button.

Code	Name	Create Date	Address	Sub Route	Owner Name	Owner Mobile No.	Channel	Visicular	Status	Route Assign	Action
1	Bismillah Gen Store	2020-02-28 15:03:44	Hossain Market	Gudhara Gate	Nur Islam	016873712312	Fast food Shop	Yes	Active	Yes	Edit
2	Sihab Treding	2020-02-28 15:15:50	Middle Badda	Gudhara Gate	masum Islam	01687371223	Restaurant	No	Active	Yes	Edit
3	Mayer Dua	2020-02-28 15:18:29	Hossain Market	DIT Project	raisul Islam	01687372334	Stationary Shop	No	Active	Yes	Edit

Figure 4.2.30 View outlet page

User Configuration Page:

We are currently in the user configuration menu under Basic Menu. User configuration means which users can or cannot login to the system. moreover, any user who gets access to any menu is also managed through it. Under the user configuration menu there are two sub menus, the first is user login and the second is HO employee. Here user login to allow a user to login to the system, the user login must have an id. moreover, the user will not be able to login to the system. Like the previous menus, a new user can be created here and if you want you can edit and delete.

The screenshot displays the 'User Configuration' page within the 'Trade Assist Ltd. - Head Office' system. The page title is 'User Configuration' and the breadcrumb is 'Home > All User'. The sidebar on the left shows the navigation menu with 'Basic' selected. The main content area shows a table of users with the following data:

SL No.	Name	Email	User Role	User ID	Action
1	Ranjan Chandra Karmaker	Ranjan@gmail.com	CE	Ranjan	Edit Delete
2	G. M. Salman Tanver	Salman@gmail.com	TDM	Salman	Edit Delete
3	Pradip Kumar Halder	Pradip@gmail.com	USM	Pradip	Edit Delete
4	Anisur	Anisur@gmail.com	NSM	Anisur	Edit Delete
5	arman	arman@gmail.com	DB Operator	arman	Edit Delete
6	PSR003	PSR003@gmail.com	PSR	PSR003	Edit Delete
7	PSR002	PSR002@gmail.com	PSR	PSR002	Edit Delete
8	PSR001	PSR001@gmail.com	PSR	PSR001	Edit Delete
9	mis	mis@gmail.com	MIS	mis	Edit Delete

The page also includes a search bar, a 'Create User' button, and a footer that reads 'A Product of Trade Assist'.

Figure 4.2.31 User configuration page

HO Employee Index Page:

We are currently in the HO employee menu under the user configuration menu. HO employee refers to all the sales officers of a direct company. Here, the sales officer is basically defined as a manager's underdog. Like the previous menus, a new user can be created here and if you want you can edit and delete.

The screenshot displays the 'Sales Employees' page in the TradeAssist system. The page features a sidebar menu on the left with options like User, System Configuration, Basic, Distribution, User Configuration, HO Employee, Purchase Activities, Claim, and Report. The main content area shows a table of sales employees with the following data:

SL No.	First Name	Employee Code	Address	Role	Manager	User Login ID	Action
1	Ranjan Chandra Karmaker	CE001	Ranjan@gmail.com	CE	G. M. Salman Tanver	Ranjan Chandra Karmaker	Edit Delete
2	G. M. Salman Tanver	TDM001	Dhaka	TDMIADM	Pradip Kumar Halder	G. M. Salman Tanver	Edit Delete
3	Pradip Kumar Halder	USM001	Pradip@gmail.com	USM	Md. Anisur Rahman	Pradip Kumar Halder	Edit Delete
4	Md. Anisur Rahman	NSM001	Dhaka	NSM	MIS	Anisur	Edit Delete
5	MIS	MIS	MIS	MIS	MIS	mis	Edit Delete

The page also includes a search bar, a 'Create HO Employee' button, and a pagination control showing 'Showing 1 to 5 of 5 entries'.

Figure 4.2.32 HO employee page

Sales Order Index Page:

AI-Biruni Corporation Ltd. AI-Biruni Corporation Ltd

Trade Assist
Secondary Sales System

Other Sales Order

Home > Sales Order > Others

Date Range: 08-06-2020 to 08-06-2020 PSR: Md. Mustafizur Route: Select...

Sub Route: Select Outlet: Select Order Status: ALL [Search](#)

[+ Create Sales Order](#)

Sales Order Info [Print Memo](#) [Delivery](#) [Confirm Delivery](#)

Show 100 entries Search: [Settings](#) [Settings](#) [Settings](#) [Settings](#) [Print](#)

<input type="checkbox"/>	SL	Action	Outlet	Sales Order ID	Sold By	Status	Order Date	Delivered Date	Order QTY(CS)	Delivered QTY(CS)	O A
<input type="checkbox"/>	1	Closed	Shahi Halim	100000424-20-06-08-0201-1	Md. Mustafizur	Delivered	08-06-2020	08-06-2020	3.08	3.08	0
<input type="checkbox"/>	2	Closed	Bismillah 1	100000424-20-06-08-0202-2	Md. Mustafizur	Delivered	08-06-2020	08-06-2020	1.00	1.00	0

Showing 1 to 2 of 2 entries [Previous](#) [1](#) [Next](#)

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Figure 4.2.32 Sales order page

SKU Current Stock Report Index Page:

AI Biruni Corporation Abu Bakar ahidik

Trade Assist
Secondary Sales System

Current Inventory
Home > Current Inventory

Filter
DB
1 selected
[Get Distribution Channel](#)

Stku Type
Flavor: 2 selected
Brand: 1 selected
SKU: 3 selected

[Search](#)

Current Inventory
Show 100 entries | Search: [Print](#)

Transcom Beverages Limited
Distributor's Name: AI Biruni Corporation
Current Stock Report(SKU Wise)
Print Date and Time: 08-Jun-2020 07:56:34 AM

SL No.	SKU Code	SKU	Batch No	Pack Size	Stock Qty											
					Sound			Yesterday's Order			Damage			Total Stock		
					C\$	PCS	Value	C\$	PCS	Value	C\$	PCS	Value	C\$	PCS	Value
1	003	Pepsi 400 ml (PET)		CS_9	19.00	3.00	3828.00	0.00	0.00	0.00	0.00	0.00	0.00	19.00	3.00	3828.00
2	002	Pepsi 250 ml (GRB)		CS_12	4.00	0.00	1200.00	0.00	0.00	0.00	0.00	0.00	0.00	4.00	0.00	1200.00
3	001	Pepsi 207 ml (GRB)		CS_6	17.00	5.00	1605.00	0.00	0.00	0.00	0.00	5.00	75.00	17.00	10.00	1680.00
Grand Total					41.17		6,633.00	0.00		0.00	0.83		75.00	42.00		6,768.00

Showing 1 to 3 of 3 entries Previous Next

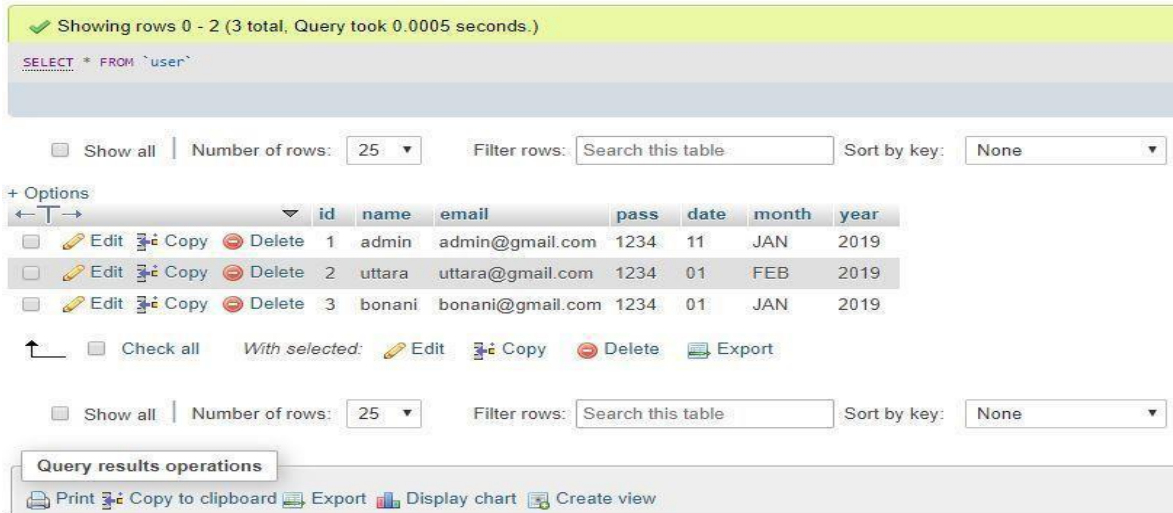
A Product of Trade Assist.

Figure 4.2.33 Sku current stock index page

4.3 Back-end Design

Users

Shows the users table of the system user



Showing rows 0 - 2 (3 total, Query took 0.0005 seconds.)

```
SELECT * FROM `user`
```

Number of rows: 25 | Filter rows: Search this table | Sort by key: None

+ Options

	id	name	email	pass	date	month	year
<input type="checkbox"/> Edit Copy Delete	1	admin	admin@gmail.com	1234	11	JAN	2019
<input type="checkbox"/> Edit Copy Delete	2	uttara	uttara@gmail.com	1234	01	FEB	2019
<input type="checkbox"/> Edit Copy Delete	3	bonani	bonani@gmail.com	1234	01	JAN	2019

Check all | With selected: Edit Copy Delete Export

Number of rows: 25 | Filter rows: Search this table | Sort by key: None

Query results operations

Print Copy to clipboard Export Display chart Create view

Figure 4.3.0 System user

Options

Shows the all options table of the system

Table	Action	Rows	Type	Collation	Size	Overhead
account_head	Browse Structure Search Insert Empty Drop	2	InnoDB	latin1_swedish_ci	16 K1B	-
branch_name	Browse Structure Search Insert Empty Drop	2	InnoDB	latin1_swedish_ci	16 K1B	-
branch_payment	Browse Structure Search Insert Empty Drop	1	InnoDB	latin1_swedish_ci	16 K1B	-
cart	Browse Structure Search Insert Empty Drop	1	InnoDB	utf8_general_ci	16 K1B	-
cart2_by_stock_out	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_branch	Browse Structure Search Insert Empty Drop	1	InnoDB	utf8_general_ci	16 K1B	-
cart_by_stock_out	Browse Structure Search Insert Empty Drop	0	InnoDB	utf8_general_ci	16 K1B	-
cart_by_stock_return	Browse Structure Search Insert Empty Drop	0	InnoDB	utf8_general_ci	16 K1B	-
cart_lc_purchase	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_purchase	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_purchase_return	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_sales_return	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_voucher	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cart_voucher_branch	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
cf	Browse Structure Search Insert Empty Drop	1	InnoDB	latin1_swedish_ci	16 K1B	-
collection	Browse Structure Search Insert Empty Drop	1	InnoDB	latin1_swedish_ci	16 K1B	-
company_create	Browse Structure Search Insert Empty Drop	1	InnoDB	latin1_swedish_ci	16 K1B	-
customer	Browse Structure Search Insert Empty Drop	2	InnoDB	latin1_swedish_ci	16 K1B	-
inventory	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
lc_purchase	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
payment	Browse Structure Search Insert Empty Drop	1	InnoDB	latin1_swedish_ci	16 K1B	-
purchase	Browse Structure Search Insert Empty Drop	3	InnoDB	latin1_swedish_ci	16 K1B	-
purchase_edit	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
purchase_return	Browse Structure Search Insert Empty Drop	0	InnoDB	utf8_general_ci	16 K1B	-
sales_dtis	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-
sales_dtis_branch	Browse Structure Search Insert Empty Drop	0	InnoDB	latin1_swedish_ci	16 K1B	-

Figure 4.3.1 Options table's

Stock report table

Shows the stock report table of the system

id	date	supplier_id	purchase_no	supplier_invoice_number	unite_type	bar_code	group	brand	category	product_description	quantity	item_code	cost	profit_mar	sales_price
1	2019-03-22	CASH	PO220320191	00001	Mobile Device	0001	Samsung	Galaxy	S10 Plus	Samsung Galaxy S10 Plus	3	55	90000.00	11	99900.00
2	2019-03-22	CASH	PO220320191	00001	Mobile Device	0002	Apple	iPhone	10 (x)	Apple iPhone 10 (x)	3	55	95000.00	11	105450.00
3	2019-03-22	hasan	PO220320193	654	Tab	0004	Samsung	Tab	S3	Samsung Tab S3	50	15444	64000.00	5	67200.00

Figure 4.3.2 Stock report

4.4 Testing and Integration

System testing is an essential stage. Testing speaks to a fascinating abnormality for the product. Accordingly, a progression of testing is performed for the proposed system before the system is prepared for client acknowledgment testing. Unit testing is fundamental for the check of the code delivered amid the coding stage and subsequently the objective is to test the inward rationale of the modules. Utilizing the nitty gritty structure portrayal as a guide, critical ways are tried to reveal blunders inside the limit of the modules. These tests were completed amid the programming stage itself. All practical social execution necessities and the blunders which are revealed amid the testing are revised. Structure level and just as field level approvals are performed in every one of the information section screens. Program testing is only trying various projects that structure a group to accomplish a specific objective. Amid program testing two sorts of mistakes will happen to be specific, sentence structure blunders and legitimate mistakes.

- Syntax mistakes must be adjusted before the program is executed.
- Handling of information, inappropriate arrangement of program proclamation and so on.

The following are the various stages in the testing process.

Black Box Testing:

In this testing we offer contribution to the framework and test the yield. Here we don't go for viewing the interior variable in the system and what are the progressions made on them for the required yield, any invalid contribution for the above prompts disappointment in building up the association between the front end and the back end.

White Box Testing:

It is only the other way around of the White Box testing. There we don't watch the interior factors amid testing. This gives clear thought regarding what is happening amid execution of the framework. The focuses at which the bug happens were all unmistakable and were evacuated.

Stress Testing:

The reason for stress testing is to improve that the hopeful framework does not glitch amid pinnacle loads. We subject a high volume of information amid a brief timeframe. This mimics an online situation where a high volume of exercises happens in spurts.

Cross-Browser Compatibility Testing:

This is done to guarantee that the web framework works and seems to be comparative on a wide range of programs. The testing is done on the most prominent programs which are:

- Mozilla Firefox
- Chrome
- Microsoft Internet Explorer Version 9
- Opera
- Safari
- Netscape

The working of the web system precisely equivalent to the majority of the writing computer programs is managed at the server. In any case, due to long going program wars there can be dissimilarities between how the programs decipher and render the HTML, and CSS sent to them can vary. The system additionally is tried at various screen goals to guarantee that the structure of the site and situating of the substance does not change a lot at various goals. The site is checked at the pursue screen goals.

- 1324 by 768
- 1920 by 1080

CHAPTER 5

CONCLUSION & FUTURE SCOPE

5.1 Conclusion

The plan of this undertaking Event Management System is finished with the assistance of HTML, CSS, jQuery, PHP and MySQL Database. Here, administrator can alter, transfer, include the occasions and members subtleties. The system is developed after processing all the phases of system development cycle. The system can be accessed from anywhere from a browser with the help of internet. The registered people can view the site details, upcoming events and the other sections such as feedback from other participants and also can response their own feedback. Permission of any further change is the site is secure with the organization administration. Arranging events for different purpose is a basic now-a-days, both the organizer and participants gain some benefit from it, but arrangement of overall process is lengthy and time consuming. Our project purpose was to make a time-saver all events in one platform where everything can be managed.

5.2 Future Scope

The project "Sales Automation System" is handy enough to reduce the pain of the company Admin and sellers, make the events portable to handle and participate from anywhere. For Bangladesh, this is going to be the first experience for the feature one site for one organization though there are some alike initiative all over the world where events from different organizations and countries take place. This project can come up with some betterment in future like:

- 1) System (supporting all stage) for it tends to be made. It can be supplied for the international Use.
- 2) Not only the private organizer but also for the govt. event handling purpose, it will bring beneficial use.
- 3) It will be upgraded in a nucleus site from where all the other affiliating site can be occupied.

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