

Proposal



SALE MANAGEMENT SYSTEM

INTRODUCTION

The purpose of a sales management system that can collect and store Purchase Orders (PO) and Delivery Orders (DO) is to improve the efficiency and accuracy of a business's sales processes. By using such a system, businesses can automate tasks such as order processing, inventory management, and invoicing, which can save time and reduce errors.

Collecting and storing POs and DOs in the system can provide several benefits for businesses.

- Firstly, it allows for easy access and tracking of important sales transaction information. This can help businesses manage their inventory levels, monitor sales performance, and generate reports for analysis.
- Secondly, the system can provide real-time visibility into sales transactions, which can help businesses make informed decisions about their sales strategies. By having access to up-to-date information about orders, inventory levels, and customer data, businesses can adjust their sales strategies to meet changing market demands and customer needs.
- Thirdly, the system can improve customer satisfaction by providing faster and more accurate order processing, invoicing, and delivery. This can lead to increased customer loyalty and repeat business.

Overall, a sales management system that can collect and store POs and DOs can help businesses streamline their sales processes, improve efficiency, reduce errors, and gain valuable insights into their sales performance.

PROBLEM STATEMENT

Manual sales processes are time-consuming and prone to errors: Traditional sales processes that rely on manual methods for processing orders, managing inventory, and invoicing can be inefficient and prone to errors. For example, employees may make mistakes when entering data, leading to incorrect orders or inaccurate inventory counts. This can result in delays in order processing and fulfillment, as well as lost sales due to dissatisfied customers.

Lack of centralized system for managing sales transactions: Without a centralized system for collecting and storing POs and DOs, businesses may struggle to keep track of their sales transactions. This can lead to confusion and mistakes, as employees may not have access to the most up-to-date information about orders, inventory levels, and customer data. This can result in lost sales and dissatisfied customers.

Difficulty in making informed sales decisions: Without real-time visibility into sales transactions, businesses may struggle to make informed decisions about their sales strategies. For example, they may not know which products are selling well or which customers are the most profitable. This can lead to missed opportunities, ineffective sales campaigns, and decreased revenue.

A sales management system can address these challenges: By providing a centralized and automated system for managing sales transactions, a sales management system that can collect and store POs and DOs can help businesses overcome these challenges. Such a system can improve efficiency and accuracy by automating tasks such as order processing, inventory management, and invoicing. It can also provide real-time visibility into sales transactions, allowing businesses to make informed decisions about their sales strategies.

Benefits of a sales management system: A sales management system that can collect and store POs and DOs can help businesses streamline their sales processes, reduce errors, and increase profitability. It can also improve customer satisfaction by providing faster and more accurate order processing, invoicing, and delivery. Additionally, it can provide valuable insights into sales performance, allowing businesses to identify trends and opportunities for growth.

OBJECTIVE

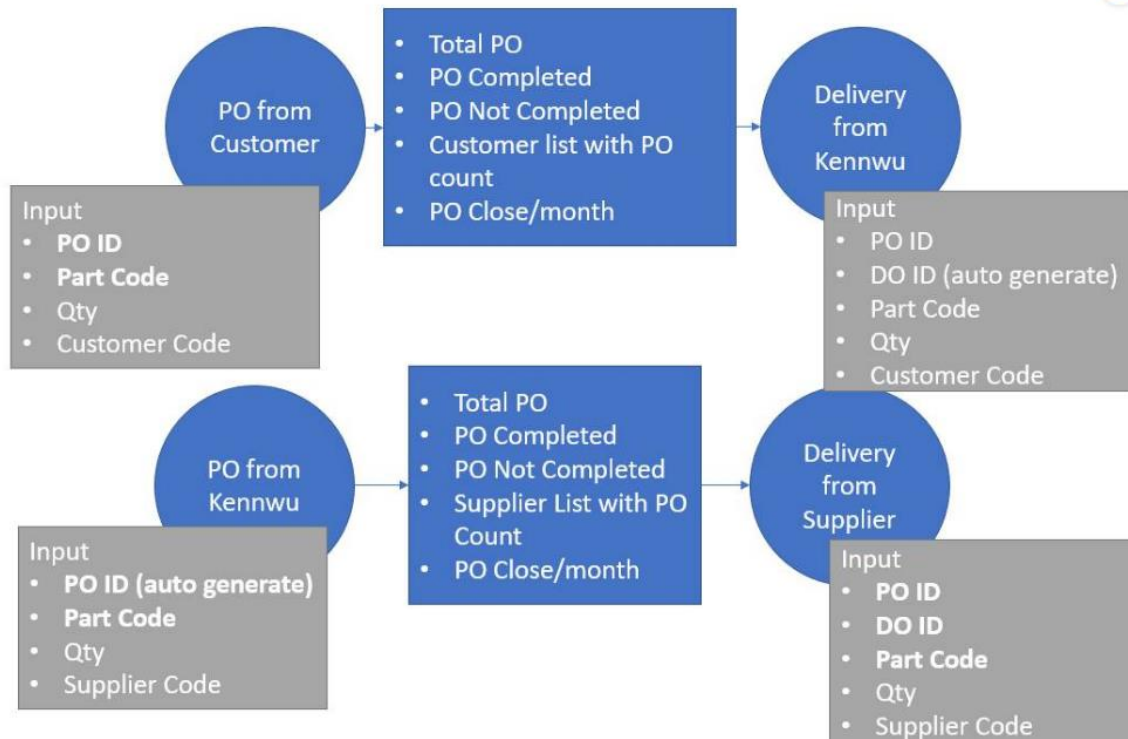
The objectives of a sales management system that can collect and store Purchase Orders (PO) and Delivery Orders (DO) are to:

Improve efficiency: The primary objective of a sales management system is to improve the efficiency of sales processes. By automating tasks such as order processing, inventory management, and invoicing, the system can reduce the time and effort required to complete these tasks.

- Increase accuracy: A sales management system can also help improve the accuracy of sales transactions. By eliminating manual data entry and automating calculations, the system can reduce the likelihood of errors, such as incorrect orders or inaccurate inventory counts.
- Enhance visibility: A sales management system can provide real-time visibility into sales transactions, inventory levels, and customer data. This can help businesses make informed decisions about their sales strategies, such as which products to promote or which customers to target.
- Improve customer satisfaction: By providing faster and more accurate order processing, invoicing, and delivery, a sales management system can improve customer satisfaction. This can lead to increased customer loyalty and repeat business.
- Generate insights: A sales management system can provide valuable insights into sales performance, such as which products are selling well and which customers are the most profitable. This can help businesses identify trends and opportunities for growth, as well as areas for improvement.

Overall, the objectives of a sales management system that can collect and store POs and DOs are to improve efficiency, accuracy, visibility, customer satisfaction, inventory management, and generate insights to support business growth.

PLANNING SYSTEM FUNCTION



LANGUAGES

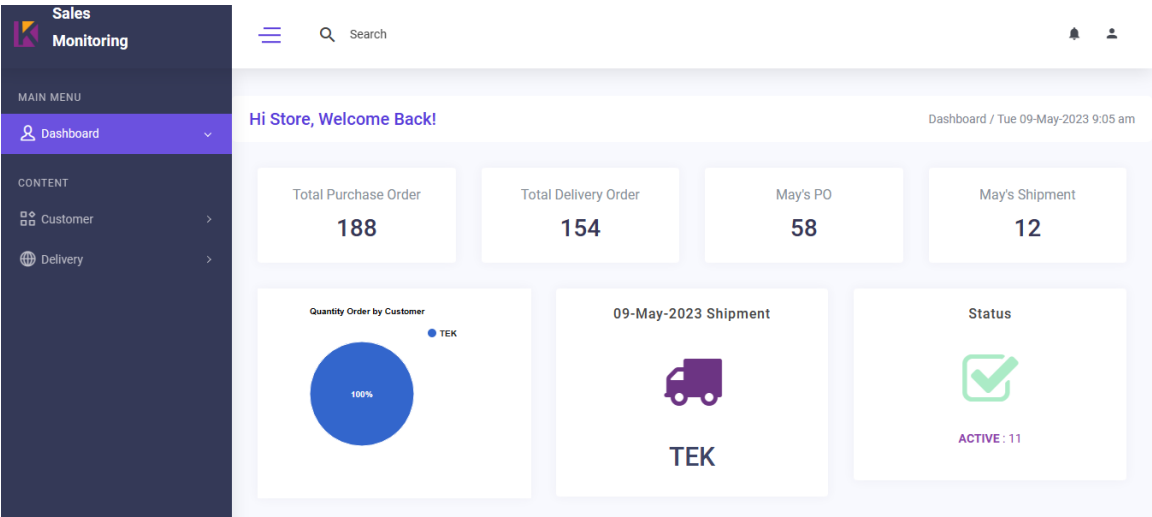
1. PHP
2. HTML
3. CSS
4. AJAX
5. MYSQL
6. BOOTSTRAP

STATUS

This project are still on-going, and will add some new features in the system.

INTERFACE

1. Dashboard



2. Table design

PO Customer List								
Customer > PO Customer List								
Show 10 entries Search:								
ETD	PART CODE	PO ID	CUSTOMER CODE	QTY	DEL. QTY	BAL. QTY	STATUS	ACTION
0000-00-00	T031	190001579	TEK	66000	42066	23934	ACTIVE	
0000-00-00	T009	190001579	TEK	33000	0	33000	ACTIVE	
0000-00-00	T003	190001579	TEK	53000	0	53000	ACTIVE	
0000-00-00	T012	190001579	TEK	20000	0	20000	ACTIVE	

3. Table with status

Sales Monitoring

MAIN MENU

Dashboard

CONTENT

Customer

Delivery

Search

Show 10 entries

Search:

ETD	DEL. DATE	PART CODE	PO ID	QTY	DEL. QTY	BAL. QTY	STATUS	SOT	ACTION
0000-00-00	2023-03-15	T002	190001525	172900	130000	42900	COND. COMPLETE	ACHIEVE	
0000-00-00	2023-03-15	T002	190001523	10000	10000	0	COMPLETE	ACHIEVE	
0000-00-00	2023-01-05	T002	190001332	50000	50000	0	COMPLETE	ACHIEVE	
0000-00-00	2023-03-15	T002	190001525	172900	130000	42900	ACTIVE	IN	

4. Form for PO

Sales Monitoring

MAIN MENU

Dashboard

CONTENT

Customer

PO

PO List

Customer List

Delivery

Search

Customer > PO

Customer PO Form

PO ID

Part Code

Quantity

Customer Code

PO Date

ETD

Submit

5. DO Form

Sales Monitoring

MAIN MENU

Dashboard

CONTENT

Customer

Delivery

localhost says

Your delivery qty is larger than the P.O qty. Please reconfirm.

OK

Customer > PO Customer List > Delivery PO Form

Delivery PO Form

DO ID

DO-20239540

PO ID

190001579

Part Code

T031

Customer Code

TEK

Order Quantity

66000

Balance Quantity

23934

Delivery Quantity

999999999

Delivery Date

mm/dd/yyyy

Submit

6. Chat Group/ personal in Inbox

Hi - store

Group Chat

Username	Status	Action
marketing		Start Chat
operation		Start Chat
purchasing		Start Chat