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Fall 2016

# Sales Management Portal

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## **ABSTRACT**

We are developing a sales management portal for non-profit organization named Han Academy Naperville. This organization currently had a web portal for course management i.e. <http://www.hanacademynaperville.org/>. Now our aim is to create a new sales portal that can communicate with their current course portal.

The sales portal which we are creating mainly focuses on student's perspective pipeline database, and also helps the organization for marketing their courses, organization interests for the list of available courses, and the registration and enrollment for courses. Here we need to collect both parent's and student's information and contact information who are accessing the courses by keeping logs of their contacts and their activities and, also assessment test preparation etc., this will help the organization to track the courses and their progress. As it is purely based on the non-profit organization so any student can register without paying a single penny.

This website basically deals the company sales by creating a sales pipeline database. There will be a recruitment officers to manage perspective students and performing sequence of operations such as keeping logs of contacts and activities, and, also some outreach events such as open houses. Event management will help the organization to keep track on the work and its progresses and altering all the unwanted information.

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## **1 Project Description**

### **1.1 Competitive Information**

The sales portal which we are creating mainly focuses on student's perspective pipeline database, and, also helps the organization for marketing their courses, organization interests for the list of available courses, and the registration and enrollment for courses. Here we need to collect both parent's and student's information and contact information who are accessing the courses by keeping logs of their contacts and their activities and assessment test preparation etc., this will help the organization to track the courses and their progress. As o is purely based on the non-profit organization so any student can register without paying a single penny.

### **1.2 Relationships to Other Applications/Projects**

This portal mainly consists the information regarding the courses which are available in the website for register and enrollment for these courses. In this we should have the details of the both the students and their parents who are accessing the portal to register for the courses which they need.

### **1.3 Future Enhancements**

Now we are creating and developing a separate project which it is not having any relationships with any one of the other applications. Might be in the future we will try for the project which is related with other applications.

### **1.4 Definitions and Acronyms**

User: The one who browses the courses and registers, he/she can register for the courses.

Admin: He can manage the parent's records, edit and delete the courses. He can upload the videos in the home page and even the feedback given by the parents about the courses and portal.

## **2 Project Technical Description**

In this project, we have 6 Web Pages which include a Login page, sign up page, course registration, parents Registration page and Checkout page. These web pages are designed to be responsive for every screen. The Database should be created containing all the tables which can store the User data like Name, Email id, Phone number, Address. Details about the subject, Location, subject Time, Type, and Description are stored in the different

database tables. framework is used to control the web application. Different modules are used in the application.

## 2.1 System Requirements

### Platform Specification:

- **Operating System:** WINDOWS 10
- **IDE:** Eclipse
- **Server:** Wamp Server

### Hardware Requirement:

- PC with 2GB hard disk
- 512 MB of RAM

### Software Requirement:

- **FRONTEND:** Java, JSP, Servlet
- **WEB TECHNOLOGIES:** HTML and JavaScript
- **WEBSERVER:** Tomcat7
- **DATABASE:** MySQL

## 3 Project/Application Architecture

This Portal has two modules User and Admin. User module has several controls such as Browse course and register for a course. Admin has controls such as Edit, manage courses and can review registrations. All these controls are developed using Java Scripts and JSP

### 3.1 Project/Application Information flows

The User main component of the architecture, the information flow is shown in the below diagram.

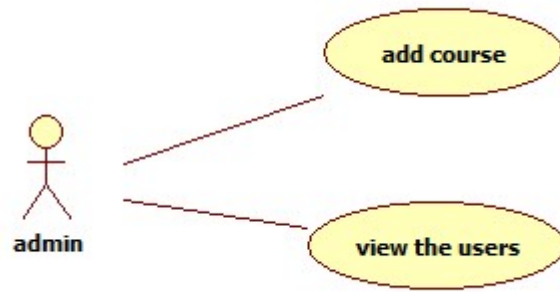


Fig: Admin Information flow

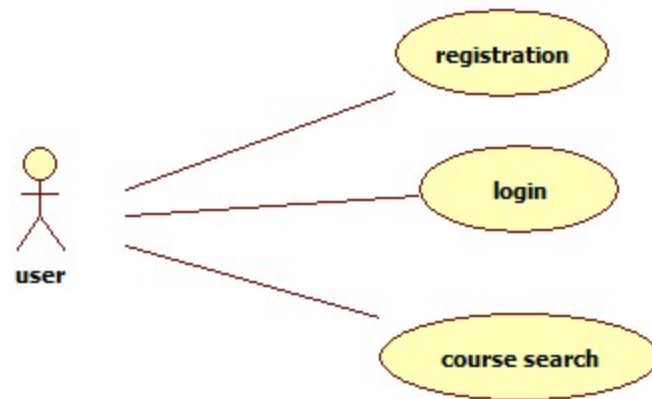


Fig: User Information Flow

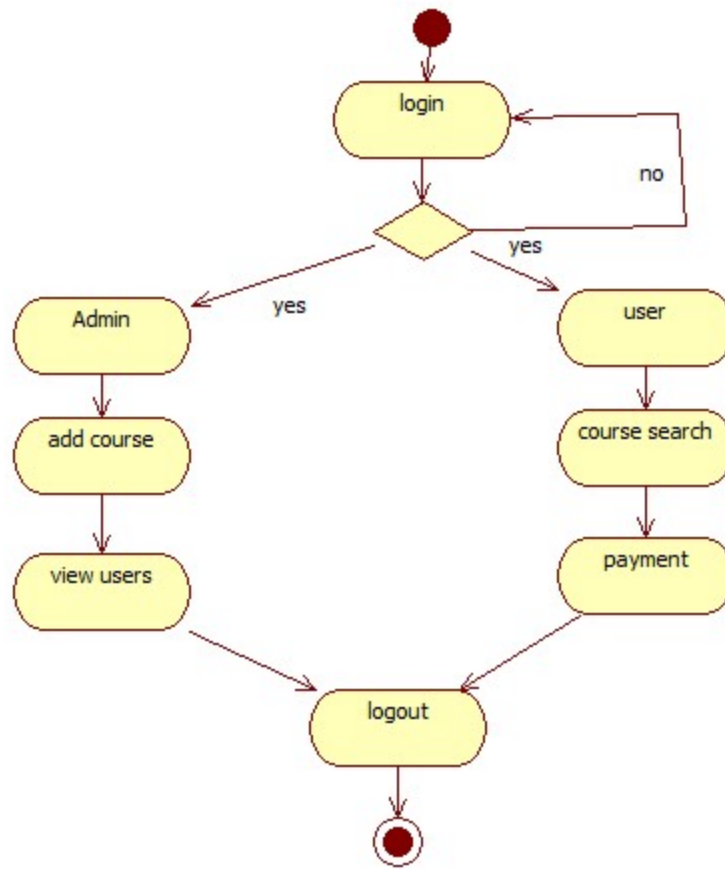


Fig: Activity Diagram

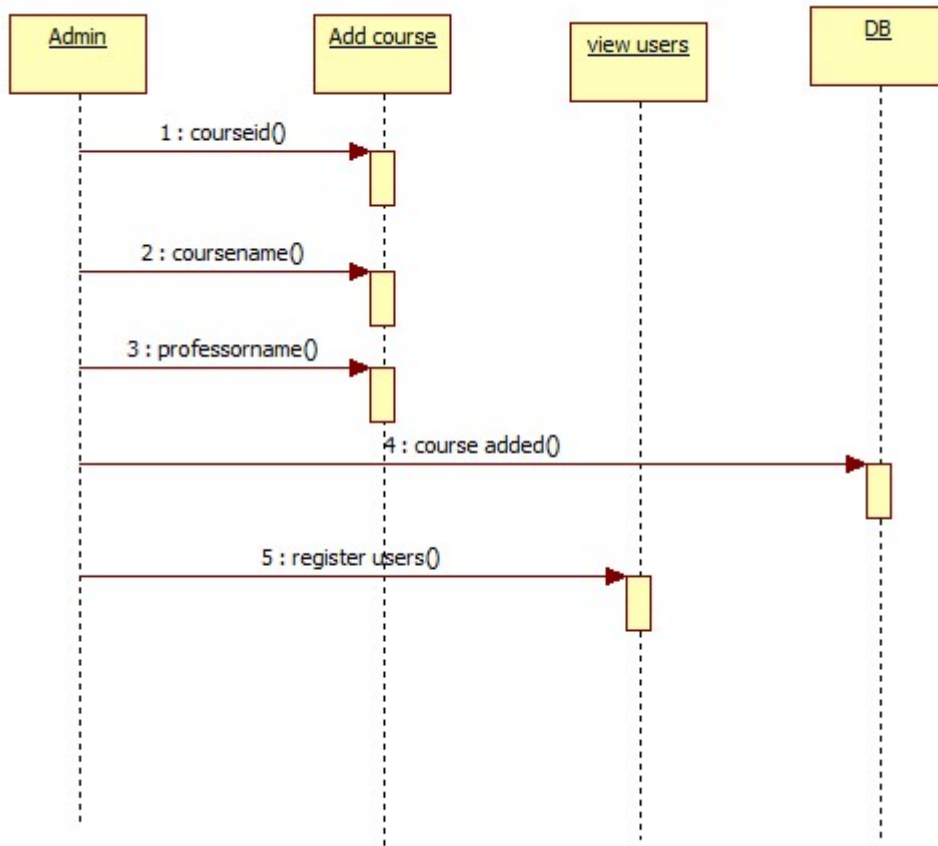


Fig: Sequence Diagram

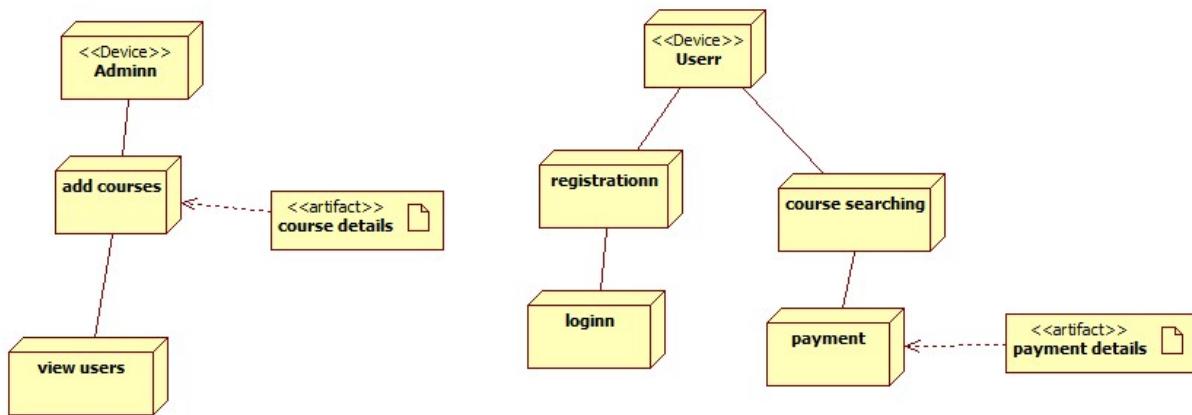


Fig: Deployment Diagram



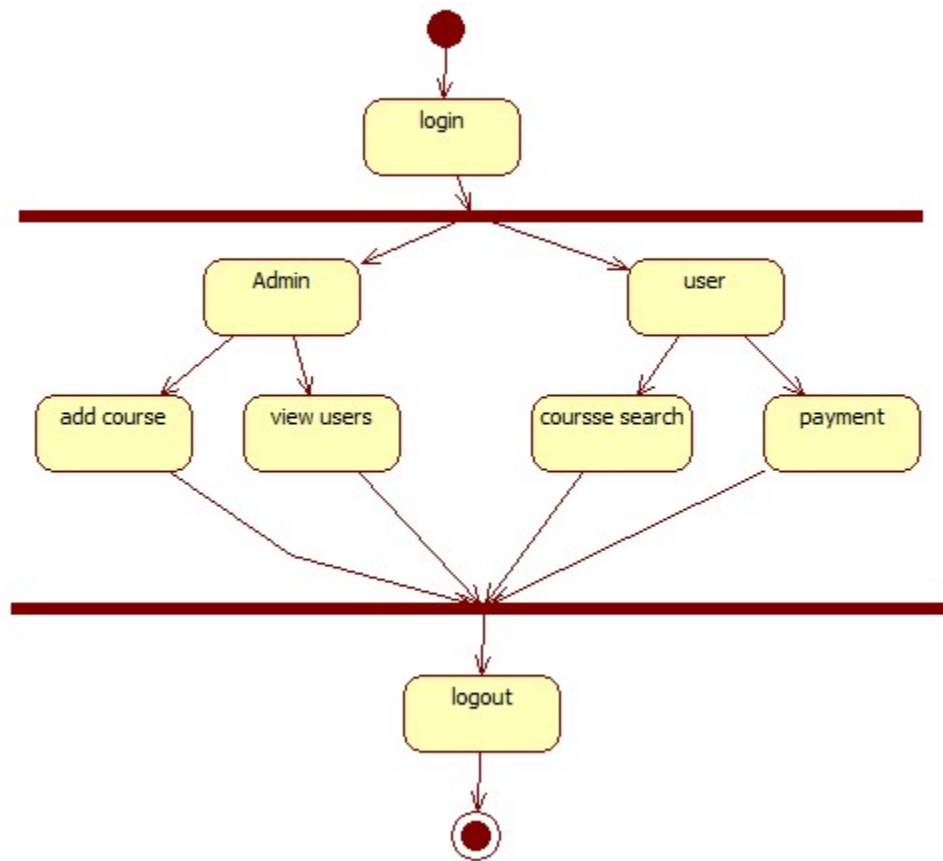


Fig: State chart Diagram

### 3.2 Interactions with other Applications

Since we are building up an online application which is in reality a free application. As this an application created for a sales portal, which helps the parents to think about the present courses accessible in the portal and let others think about the courses they give courses to register. While coming to collaboration with other application in the organization, this web application causes the admin to sort out the courses as indicated by the different departments.

### 3.3 Capabilities

In this application, we have Admin and the User. The Admin will have the capacity include a course, oversee, and alter a course, and can likewise survey the quantity of clients who enrolled for a specific course. The database which we made has an ability of adding, deleting, retrieving the course data and user information, and attribute values through front end. The front end has

some ability to give the approvals. Approvals are given in all the site pages made utilizing Java, JSP. This application likewise has the capacity of sending an email notification to the user for the courses he registered for with the course points of interest like course name, Time, Location and Number of registrations.

### **3.4 Risk Assessment and Management**

Risks are common when we begin any project. Distinguishing proof of that hazard at the prerequisite and outlining stage will be anything but difficult to handle. Keeping up the session for the utilization and actualizing that through associating through the database has a couple hazard. The real hazard to this application would be copies of the courses, which can be killed by normalizing the database.

## **4 Project Requirements**

### **4.1 Identification of Requirements**

Every process involves listing out the requirements which is termed to be the key phase in developing the process. As, this is termed to be the most important, we've taken utmost care in listing out the requirements for this process. Here are few requirements for the process:

#### **Functional Requirements:**

<GSU-SMP-01 Home Page-100>

This is the default page where user can login, signup, browse events, signup and search for particular events.

<GSU-SMP-02 SignUp Page-101>

The signup page prompts the users to provide details such as First name, Last name, Date of birth, Phone number, password, confirm password.

<GSU-SMP-03 Login Page-102>

The Login page requires the users to enter their User ID and password and also with their respective google accounts

<GSU-SMP-04 BrowseCourses Page-103>

This page consists of all the details regarding particular courses such as different courses.

<GSU-SMP-05 CreateCourses Page-104>

Using this page, any registered user will be able to add the course in the portal.

<GSU-SMP-06 Course Registration Page-105>

Through this page a parent will be able to register for the course for the student

<GSU-SMP-07 Payment Page-106>

Once the user selects the courses he will be directed to the payment summary page.

<GSU-SMP-07 Checkout Page-107>

The Checkout page prompts the user to verify details provided in order to register for a particular course like course registration, payment and etc

## **4.2 Database Requirements**

<GSU-SMP-01 Admin Details-100>

In the database we should create an entity called "User" which holds the personal details of the admin like admin\_id, first\_name, last\_name, email\_id, mobile\_number and his password.

<GSU-SMP-01 Admin Details-101>

Admin should be able to register and login in to the portal with a correct password

<GSU-SMP-01 Admin Details-102>

Administrator ought to give a substantial client id with the goal that he can ready to make another one by tapping on the connection gave to his email id.

<GSU-SMP-01 Admin Details-103>

Admin can be able to change his password only when he enters a valid user id or else it should prompt invalid user

<GSU-SMP-02 Admin Functionalities-104>

Admin can have the rights to delete or block the fake users who are creating the fake registration

<GSU-SMP-02 Admin Functionalities-105>

Admin can have the rights to add the new admin or he should have rights to terminate the current one.

<GSU-SMP-03 User Details-106>

User can view the courses but he/she should register to the website to register for a course

<GSU-SMP-03 User Details-107>

When he is signing up for the account all his details like his first\_name, last\_name, user\_id, mobile\_number, password, registration\_date should be stored in the entity "User".

<GSU-SMP-03 User Details-106>

We should create unique\_id for the users like user\_id for the use of user differentiability.

<GSU-SMP-03 User Details-107>

User can retrieve his password by providing his valid email\_id to which he receives a link

<GSU-SMP-03 User Details-108>

After clicking the link he/she will be redirected to the website where he/she can their password.

<GSU-SMP-03 User Details-109>

For every user system should create an user\_id which is marked as a primary key.

<GSU-SMP-03 User Details-110>

He should get a conformation mail to his registered email address at the time of registration for user validation.

<GSU-SMP-04 Course Details-111>

Course id should be created by the system for every course organized by the user and it should be defined as a primary key.

<GSU-SMP-04 Course Details-112>

We should create an entity called "Course" which holds the details of the course like name of the course, course start date, course end date, course registration start date, course registration end date, capacity of the course, course description, course image, organizer id .

<GSU-SMP-04 Course Details-113>

Organizer ID should be defined as a foreign key reference to the user\_id in the User course.

<GSU-SMP-04 Course Details-116>

An element ought to be made to store the points of interest of the occasion spared by the client as "Bookmarks". It ought to hold the subtle elements of occasions put away by the specific client, so we ought to keep up user\_id and course\_id as outside with reference to the User and Course elements individually.

<GSU-SMP-04 course registration Details-117>

We ought to create a bookmark\_id for every course spared by the client and ought to be characterized as an essential key.

<GSU-SMP-05 course registration Details-118>

We should create an entity named "course registration page" to who is willing to register and to store the details of the user. It should hold the details of user\_id, course\_id, course\_time,

<GSU-SMP-05 course registration Details-119>

In the demand component system should deliver a course registration\_id for every demand put by the customer which should be portrayed as a basic key which helps us to restrict the duplicate segments.

<GSU-SMP-05 course registration Details-120>

In this table we should define course\_id and user\_id as foreign key to get the relations from User and course entity.

#### **4.3 Operations, Administration, Maintenance and Provisioning (OAM&P)**

After the implementation of the system, we can see that there are two types of users in the system, one admin and the other is the normal user. Admin is responsible for all the maintenance like adding courses, deleting courses, and manage courses. Also, the admin will be responsible for adding or deleting any account from the course portal.

#### **4.4 Security and Fraud Prevention**

The security is implemented by prompting every user to enter their credentials each time they login to the page. Also fraud prevention can be easily maintained by comparing the user details in the database. Also, no single user can avail multiple accounts with the same credentials.

#### **4.5 Release and Transition Plan**

Once after the testing and debugging is performed, this application would be released. The release date would be December 8<sup>th</sup> 2016

### **5 Project Design Description**

System Design is the way toward characterizing the design, parts, modules, interfaces, and information for a framework to fulfill indicated prerequisites. One could consider it to be the use of frameworks hypothesis to item improvement. There is some cover with the controls of systems analysis, systems architecture and systems engineering.

Software Design sits at the specialized bit of the product designing procedure and is connected paying little mind to the advancement worldview and region of utilization. Configuration is the initial phase in the advancement stage for any built item or framework. The's fashioner will probably create the model or representation of a substance that will later be fabricated. Starting, once a framework necessity have been indicated and investigated, framework configuration is the first of the three specialized exercises – plan, code and test that is required to manufacture and confirm programming.

After the prerequisite accumulation stage when we began the outlining stage we have separated the venture into parts like building up the Front-End pages utilizing Java Script, JSP. These pages are outlined responsive so that the page will show in like manner to the span of the screen. The second part of the advancement stage is planning the Database of the venture. We have Used MYSQL work seat is utilized to build up the database. The aggregate database comprises of tables which are interconnected to each other utilizing the outside key connection. In the database, we can store the client's information, and courses points of interest.

For outlining the front end, we have planned six responsive pages which likewise have the approvals made. These pages are connected with each other, so that the client can be diverted starting with one page then onto the next by tapping the separate Button controls

## 5.1 Homepage

This page mainly concentrates about promotions of the courses, positive feedback of the parents, sample course videos, detailed description of available courses.

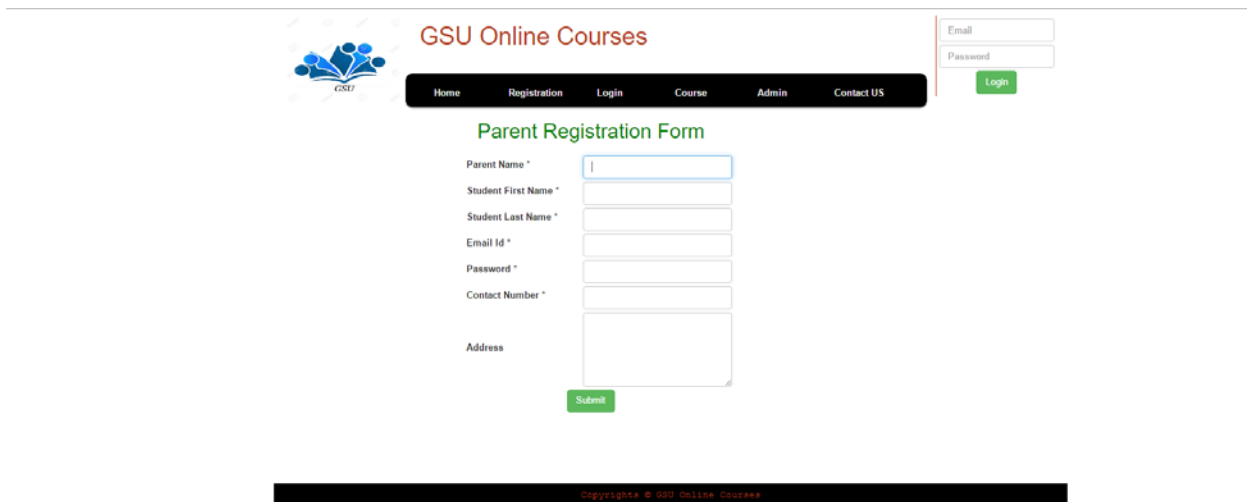
This is the default page, when a user browses the application he gets home page as default page. “Navigation Bar” helps to navigate through different pages in the website easily such as (Home, Login, Contact Us, etc..). In “Home page” user can easily login to the website by providing “username” and “password” in their respective fields. After entering the details user can click on the Login Button to login to his account. We have a “Carousel” which will display different courses which are available in the website. There are also few “videos” where user can view by clicking on it. We can also see the “feedback” frame where we can see the different feedbacks from different users about the website or courses.



Fig: Home page

## 5.2 Parent Registration Page

For the user to get through the courses details or any other information regarding this application, one needs to sign up for providing the details of his/her kids details. Whenever user clicks on “Create New Account” button it will navigate to this page here we have different fields whenever the user is creating a new account he/she has to fill all the information which is displaying on the registration page. Here all the fields are mandatory so whenever the user fails to enter any one of the filed it will prompt a message “Some fields are missing”. Once the user enters all the details he can click on “submit” button. Whenever the user clicks on submit button after entering the details on successful registration he/she will get a message “Registration successful”.



The screenshot displays the 'Parent Registration Form' on the 'GSU Online Courses' website. The page features a navigation menu with links for Home, Registration, Login, Course, Admin, and Contact US. A login section on the right includes fields for Email and Password, and a Login button. The registration form itself contains the following fields: Parent Name \*, Student First Name \*, Student Last Name \*, Email Id \*, Password \*, Contact Number \*, and Address. A Submit button is located at the bottom of the form. The footer of the page contains the text 'Copyright © 2017 GSU Online Courses'.

Fig: Parent Registration Page



### 5.3 Login Page

In “Login Page” we have two fields for “User Name” and “Password”. We also have two Buttons “Login” and “Google Login” user can login to the website by providing username and password or by using their “Gmail” account. Whenever user forget to enter either of the fields “User Name” or “Password” it will prompt a message “Please Provide the valid details”. If user doesn’t have an account in this website he can create a new account by clicking on the “Create New Account” button. Whenever user enter wrong login details or forget to enter the details he can see this message.

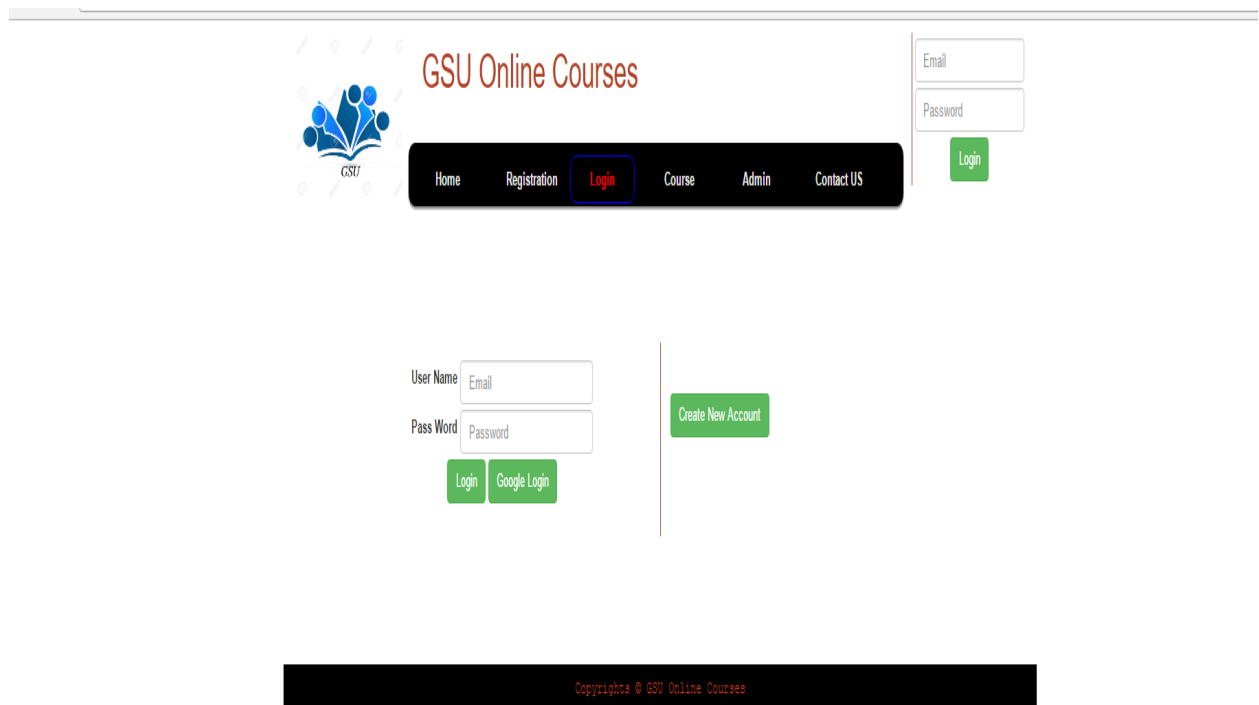


Fig: Login Page

## 5.4 User Home

Whenever the user enters his valid credentials or successful login they will be redirect to this page. If their password or username is invalid, he gets the message “Please Check the username or password”. User can perform different operations such as “Registered courses”, “Search courses”, “feedback” etc.,



Fig User Home

## 5.5 Available Courses

Here we have three fields which will display the “Course name”, “Professor” and “Number of days”. We also provide the check boxes to each course which will help for multiple registration of the courses. Whenever the user moves his cursor on to the course name he will get a “pop-up” message of the course description. Here we can also see two buttons “Register” and Cancel. “Register” button is used to register the courses. “Cancel” button is used to cancel the registration. Whenever the user doesn’t select any course and try to register by clicking on register button he will get a prompt message “No courses selected”. Whenever the user “login” to his account he will be directed to this page.

The screenshot displays the 'Available Courses' page of the GSU Online Courses system. At the top, there is a logo for GSU and the text 'GSU Online Courses'. A navigation bar includes 'Home', 'Search Courses', 'Registered Courses', 'Feedback', and 'Logout'. A welcome message 'Welcome Adithya' is visible. The main content area features a table with the following data:


	Course Name	Professor	Time (in Days)
<input type="checkbox"/>	java	Dpark	40
<input type="checkbox"/>	PHP	tang	60

Below the table, there are 'Register' and 'Cancel' buttons. The footer of the page contains the text 'Copyright © GSU Online Courses'.

Fig: Available Courses

## 5.6 Payment Summary

once the user selects the courses and submits it he will be redirected to the payment summary page where he can see the summary of the registered courses and the amount of each course. Whenever he clicks on the proceed payment button he will have redirected to the payment page where he can enter the card details and make a payment for the courses.



The screenshot displays the 'Payment Summary' page of the GSU Online Courses system. The page header includes the GSU logo, the text 'GSU Online Courses', and a user greeting 'Welcome Adithya'. A navigation menu contains links for Home, Search Courses, Registered Courses, Feedback, and Logout. The main content area features a table with the following data:

Course Name	Amount
PHP	1500
AdvanceDatabaseConcepts	150
Total Cost of Courses	1650

Below the table, there are two buttons: 'Proceed Payment' (highlighted in green) and 'Cancel' (greyed out). The footer of the page contains the text 'Copyrights © GSU Online Courses'.

Fig: Payment Type

## 5.7 Registered Courses

Here it lists all the registered courses and the complete description of the courses you registered and the professors and the time of the course



The screenshot displays the 'Registered Courses' page of the GSU Online Courses system. The page features a navigation bar with the following links: Home, Search Courses, Registered Courses (highlighted), Feedback, and Logout. A welcome message 'Welcome Adithya' is visible in the top right corner. The main content area is titled 'Registered Courses' and contains a table with the following data:

Course Name	Professor	Time (in Days)
PHP	tang	60
PHP	tang	60
java	Dpark	40
AdvanceDatabaseConcepts	Spark	30

The footer of the page contains the text 'Copyrights © GSU Online Courses'.

Fig Registered Courses

## 5.8 User Feedback

Here in this the parents and the students enter the feedback of the courses and about the portal. So, that the feedback displays on the home page of the portal.



The screenshot shows the 'Enter Feedback' page of the GSU Online Courses portal. At the top left is the GSU logo. The page title is 'GSU Online Courses'. A navigation bar contains links for 'Home', 'Search Courses', 'Registered Courses', 'Feedback', and 'Logout'. A user is logged in, indicated by 'Welcome Adithya'. The main content area features a large text input field with the placeholder text 'Enter Feddback' (note the typo) and a green 'Submit' button. Below the input field, the text 'Thank you' is displayed. A footer bar at the bottom contains the copyright notice 'Copyright © GSU Online Courses'.

Fig: Feedback Page

## 5.9 Admin Login

This is the “Admin page”. Here the user need to enter the Admin credentials “User Name: master@” and “Password: 1122”. By clicking on the “Login” button on successful registration he will be directed to the admin home page. Validation message if admin forget to enter any one of the field

The image shows a web interface for "GSU Online Courses". On the left is a logo with the letters "GSU" below it. To the right of the logo is the text "GSU Online Courses" in a reddish-brown font. Below this is a black navigation bar with white text links: "Home", "Registration", "Login", "Course", "Admin", and "Contact US". On the right side of the page, there is a login form with two input fields: "Email" and "Password", and a green "Login" button below them. Below the navigation bar, the text "Admin Login" is displayed in green. Underneath, there are two input fields: "User Name" with "Email" inside, and "Pass Word" with "Password" inside, and a green "Login" button below them. At the bottom of the page, a black footer bar contains the text "Copyrights © GSU Online Courses" in a small, reddish-brown font.

Fig: Admin login

## 5.10 Admin Home Page

This is the admin home page. On successful login the admin will be directed to this page

Here we can see the navigation bar with different options “Home”, “Coursed list”, “Add Courses” and “Logout” by clicking on any one of the options it will be redirected to their respective pages. By default, on successful login it will display the above page. In this page, it will show all the parent details who are registered to this website. By using this information, the admin can track the parent activity.



The screenshot shows the Admin Home Page for GSU Online Courses. The page includes a logo on the left, a navigation bar with the following options: Home, Courses List, Add Courses, and Logout. A 'Welcome Master' message is displayed on the right. Below the navigation bar is a table with the following data:

Parent Name	Student Name	Email ID	Contact Number	Address
Adithya	Andy Joe	andy@gmail.com	1111111111	2851 S K Drive

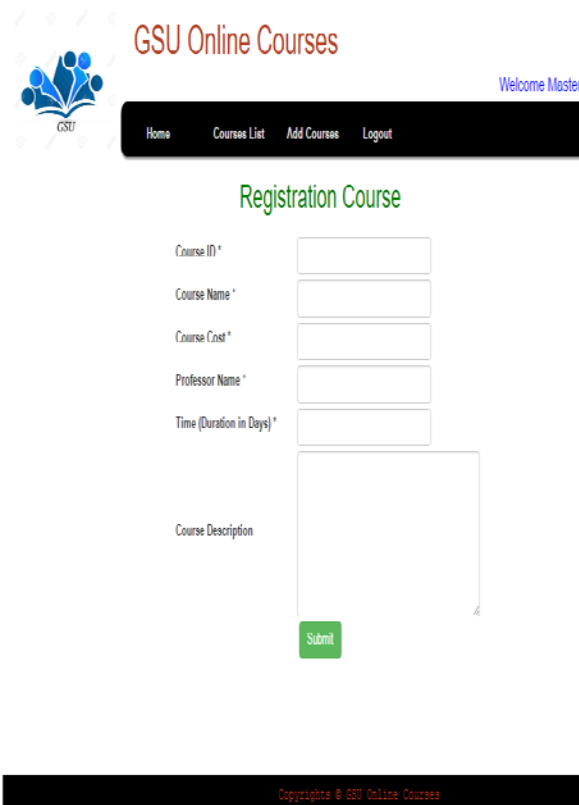
At the bottom of the page, there is a copyright notice: Copyrights © GSU Online Courses.

Fig: Admin home page



## 5.11 Add Courses

The admin can add the courses from Add courses page. In this page, we have different fields starting with course id, name, cost, description etc., Here all the fields are mandatory so admin need to enter the details before submitting it. If he/she fails to enter any one of the details it will not allow you to add the courses and it will prompt a message “Enter all the details”. Here we also have “Submit” button which will submit the courses. Adding courses page with validations if admin forgets to enter any one of the field. Successful message after adding the course. Courses list which are added by the admin



The screenshot displays the 'Registration Course' form within the 'GSU Online Courses' application. The page header includes the GSU logo, the title 'GSU Online Courses', and a 'Welcome Master' message. A navigation bar contains links for 'Home', 'Courses List', 'Add Courses', and 'Logout'. The form itself is titled 'Registration Course' and contains the following fields:

- Course ID\* (text input)
- Course Name\* (text input)
- Course Cost\* (text input)
- Professor Name\* (text input)
- Time (Duration in Days)\* (text input)
- Course Description (text area)

A green 'Submit' button is located at the bottom of the form. The footer of the page contains the text 'Copyrights © GSU Online Courses'.

Fig: Add courses

## 6 Database design:

In this database name as **osmc**  
they have 3 tables

1.course

1	<b>courseid</b>	varchar(10)
2	<b>coursename</b>	varchar(100)
3	<b>coursecost</b>	int(11)
4	<b>professorname</b>	varchar(100)
5	<b>coursetime</b>	int(5)
6	<b>coursedesc</b>	varchar(1000)

2.payment

1	<b>pid</b>	int(11)
2	<b>courselist</b>	varchar(1000)
3	<b>card</b>	varchar(20)
4	<b>cname</b>	varchar(100)
5	<b>cardno</b>	varchar(16)
6	<b>expiry</b>	varchar(50)
7	<b>cvv</b>	varchar(5)
8	<b>cost</b>	varchar(10)

3.registration

1	<b><u>pid</u></b>	int(11)
2	<b>pname</b>	varchar(100)
3	<b>sfname</b>	varchar(100)
4	<b>slname</b>	varchar(100)
5	<b>emailid</b>	varchar(100)
6	<b>password</b>	varchar(20)
7	<b>contactno</b>	varchar(10)
8	<b>address</b>	varchar(200)

Fig: Database design

## **7 Project Internal/External Interface Impacts and Specifications**

The project we are making is an online course registration Portal for which we have to outline and build up a site for the registration. For this we have to plan a site for the client info and we have to keep up a database for putting away those clients input information, we additionally need to control the information which the client inputs. Fundamentally, we have to plan the course entrance by experiencing three stages which are User Interface, Database Connections and keeping up the Database.

This design will thoroughly cover every one of the requirements of the client and satisfies the venture. We are planning the User interface (Front end) by utilizing the java, jsp, servlets. We are doing the outline in a responsive which gives client giving ideal survey and cooperation encounter by utilizing Bootstrap. The controller will give the database associations by utilizing the jdbc connector which will control the information and it will help the information to store in the database. This website composition is keep up a database which will store the client sources of info and we will make a database show in mysql work seat device. The database which we made is completely standardized.

## **8 Project Design unit impacts**

### **8.1 Functional Area B/Design Unit**

The three main phases for the development unit are present in this design unit.

### **8.2 Impacts**

The entire venture of the course registration portal depends up on the effect since we have just a single outline unit. In this plan unit, we have three stages in which we are making an easy to use website architecture, building up a database and interfacing the website composition to the database. Planning the site and the database and making associations in the middle of them are the Challenging task in this design.

### **8.3 Open Issues**

The real issue that entryway may face is too many users at once. At the point when there are such a large number of user login at once it over-burdens the gateway server and may bring about down of the portal.

Standard keeping up and updating the portal is vital thing to do on the grounds that in the course that we neglect to overhaul any occasion it will be not saw to the understudies. Utilizing customization and personalization.

## **9 Acknowledgement**

We accept this open door in expressing gratitude toward every one of the general population project by sharing their knowledge and valuable time with us. We say thanks to Dr. X Tang for directing us all through the venture work. She has upheld us directly through the start till the end by sharing his thoughts, learning, time and amending us in the ranges which required change. We additionally accept this open door to express gratitude toward College of Arts and Science and Computer Science Department, for giving us a chance to continue with our project.

We additionally express gratitude toward Governors State University for offering to us assets which help in finishing the project. Additionally, we as group are appreciative to us in fruitful fulfillment of the project through complete team work and devotion toward our field.

## **10 References**

1. <http://getbootstrap.com/>
2. <http://www.wampserver.com/en/>
3. <http://www.w3schools.com/js/>
4. <http://www.eclipse.org/downloads/packages/eclipse-ide-java-developers/keplersr1>

## **11 Appendices**

It is a great pleasure for us to work on this existing and challenging project. This project proved good for us as it is provided practical knowledge of not only programming in java, jsp and MySQL work bench, but also all handling procedures related to “Sales Management portal”. It also provides knowledge about latest technology used in developing web enabled applications. This will provide better opportunities and guidance in future in developing projects independently.