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Spring 7-1-2017

Sales Management Portal

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Recommended Citation

Annapareddy, Pavankumar; Dusharla, Niharika; and Ramineni, Sri Ram Kumar, "Sales Management Portal" (2017). *All Capstone Projects*. 308.

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ABSTRACT

To create this Sales Management Portal, it is aimed to develop the sales pipeline by using .NET (Microsoft Visual Studio 2015) and SQL SERVER (Management Studio 2016). This system can be used to store the details of the sale details of the company projects purchased by user accounts. It is an integrated system which contains both the client segment (utilized by salespersons, managers, stock chiefs and so forth.) and the administrator segment (utilized by the chairmen for performing administrator level capacities, for example, adding new things to the stock, changing the cost of the project and so on.). This framework keeps running on different terminals, offers a GUI interface to its clients and associates with a typical database(s).

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1 Feature Description:

1.1 Competitive Information

It is the only integrated system which contains both the client segment (utilized by salespersons, managers, stock chiefs and so forth.) and the administrator segment. So, there is no known competition.

1.2 Relationship to Other Applications/Projects:

This project is a standalone application and there is no relation with any other project.

1.3 Assumptions and Dependencies

The only assumption is the all the services related to SQL Server Management Studio is running and there is sufficient memory to host the application

1.4 Future Enhancements

To build up the Business Intelligence capacity to distinguish and interpret deals administration entry information into noteworthy proposals to accomplish individual, group and organization income benefit target. To bolster the Sales and Marketing divisions in finding better approaches to pull in new clients, augment benefit of existing clients, and hold the most gainful ones. Supporting the battle target setting procedure and measuring the effect of crusades and answering to senior administration

1.5 Definitions and Acronyms

MVC - Model View Controller

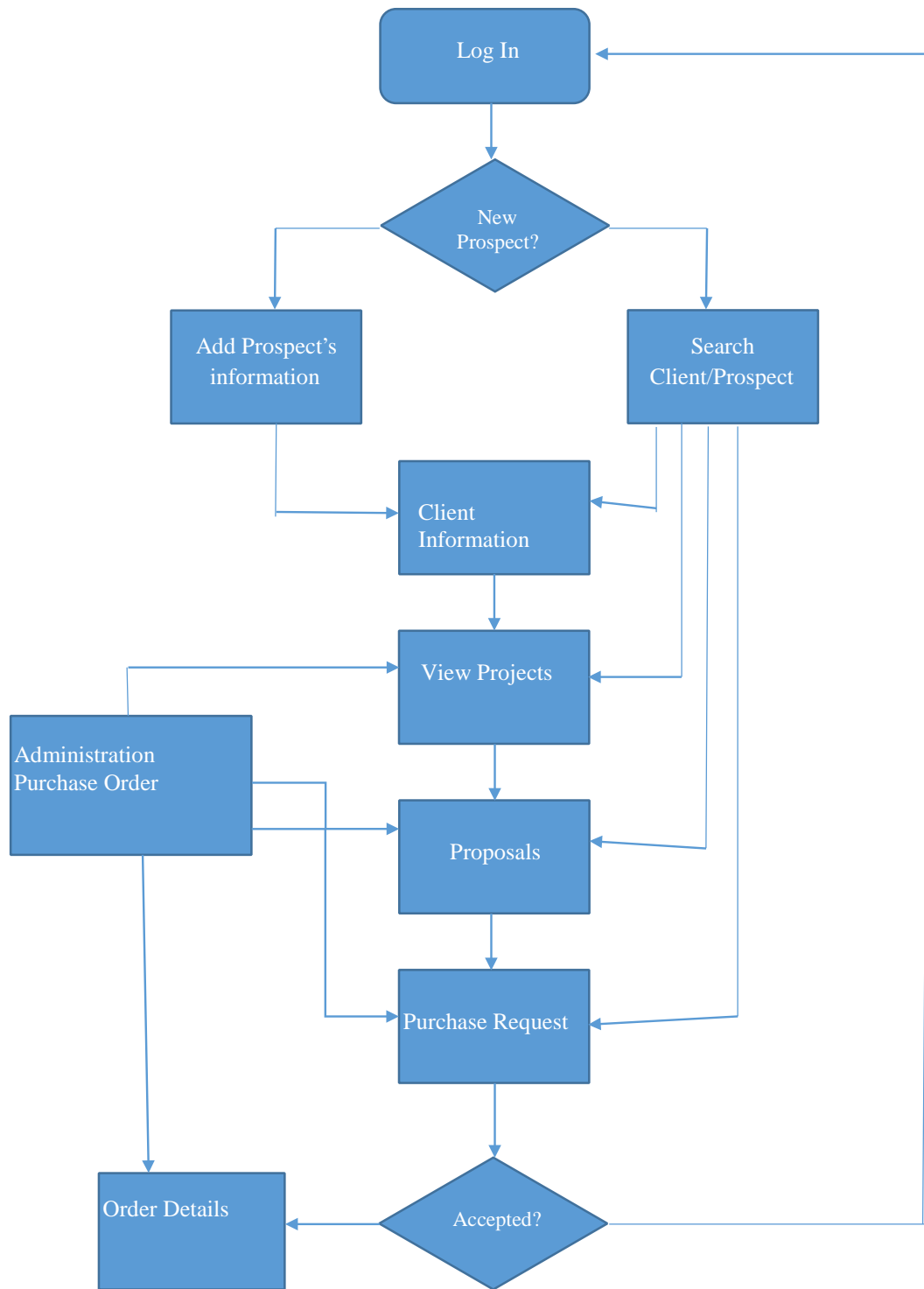
CSS - Custom Style Sheet

HTML- Hyper Text Markup Language

2 Technical Description:

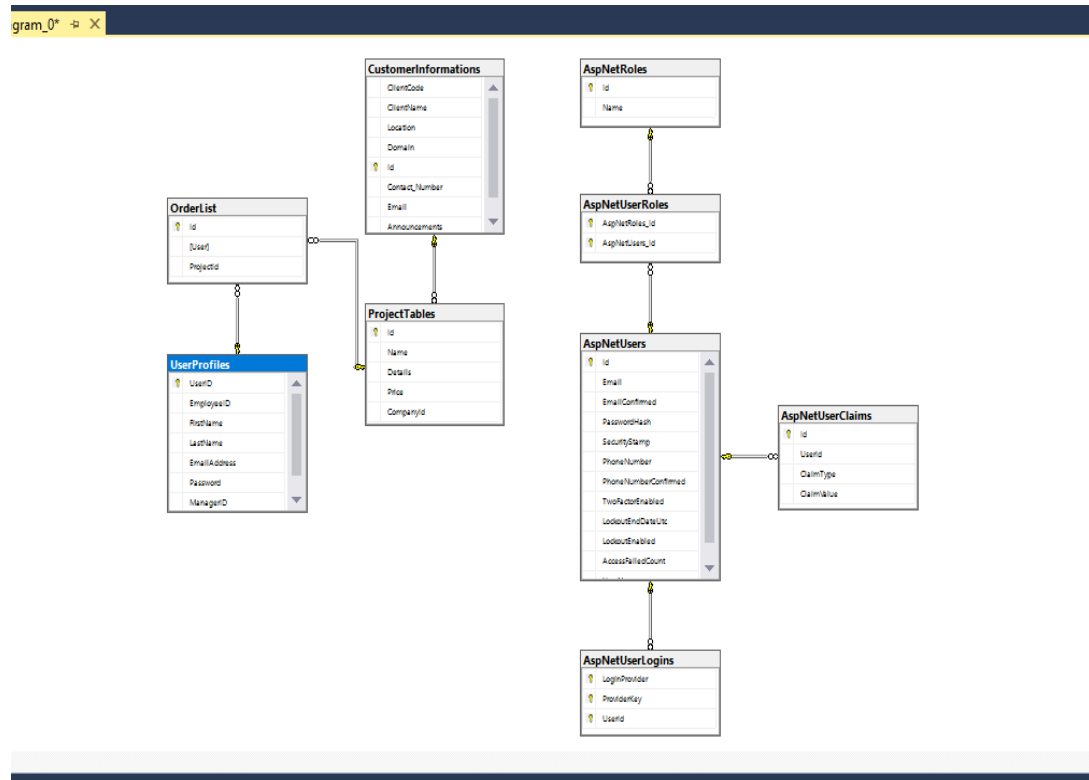
- ASP.NET, MVC, Entity Framework (Database First), HTML5 programming and Bootstrap, CSS styling
- Responsive design
- User authenticate and authorization
- SQL database and programming
- Site navigation

Application Architecture:

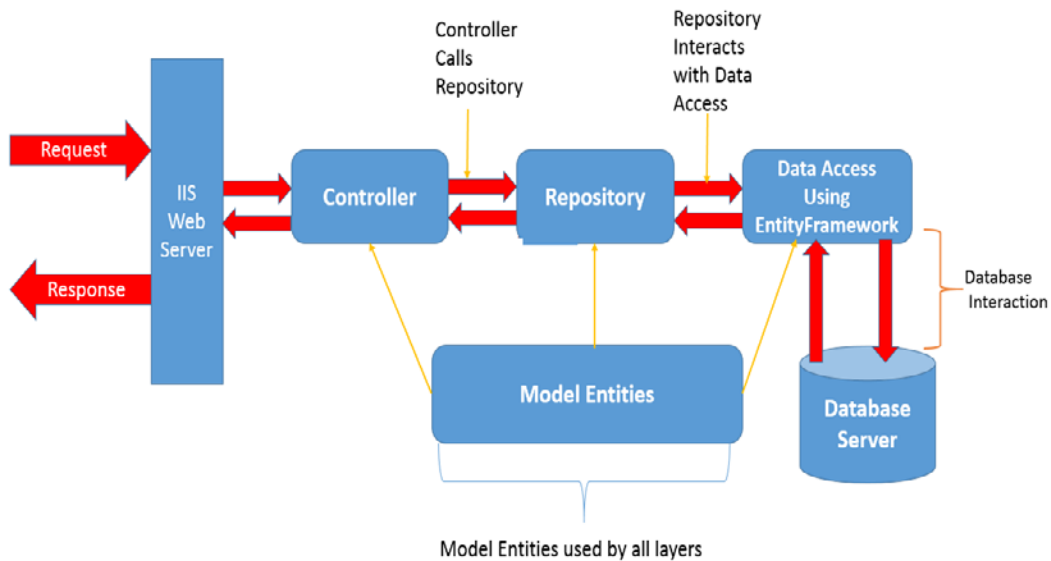


Database Tables Content has following:

Relationship Database Diagram



2.1 Project/Application Architecture



2.2 Project/Application Information flows

Step: 1 Register into the application

Step: 2 Login using registered username and password/ Register as new user and login

Step: 3 select the company.

Step: 4 View Project details of the company.

Step: 5 Place the order.

Step: 6 Order Confirmation.

Step: 7 Logout.

2.3 Capabilities

This project has the capability to Register and authenticate the users. It is an integrated system which contains both the client segment (utilized by salespersons, managers, stock chiefs and so forth.) and the administrator segment (utilized by the chairmen for performing administrator level capacities).

2.4 Risk Assessment and Management

There is no risk assessment and management architecture implemented in this project but will be included in the future enhancements

3 Project Requirements:

3.1 Identification of Requirements:

<OSGS (One Stop Global Solution)-SMP (Sales Management Portal)-3.1.1>

Landing Page:

This should be first page when the user logs into the application.

<OSGS-SMP (Sales Management Portal)-3.1.2>

Login and Registration:

The application should allow user to register and login to the application

<OSGS-SMP (Sales Management Portal)-3.1.3>

Create Companies:

The application should allow user to create, update and delete companies from the application.

<OSGS-SMP (Sales Management Portal)-3.1.4>

Create Projects:

The application should allow user to create, update and delete projects from the application.

<OSGS-SMP (Sales Management Portal)-3.1.5>

Admin menu:

This application has administrator who should be able to manage users.

<OSGS-SMP (Sales Management Portal)-3.1.6>

Logout Option:

This application should allow user to Logout from the application

3.2 Operations, Administration, Maintenance and Provisioning (OAM&P)

This application should allow administrator to take database backup at regular intervals.

3.3 Security and Fraud Prevention

This application should protect from unauthorized access and cross browsing from the intruders.

3.4 Release and Transition Plan

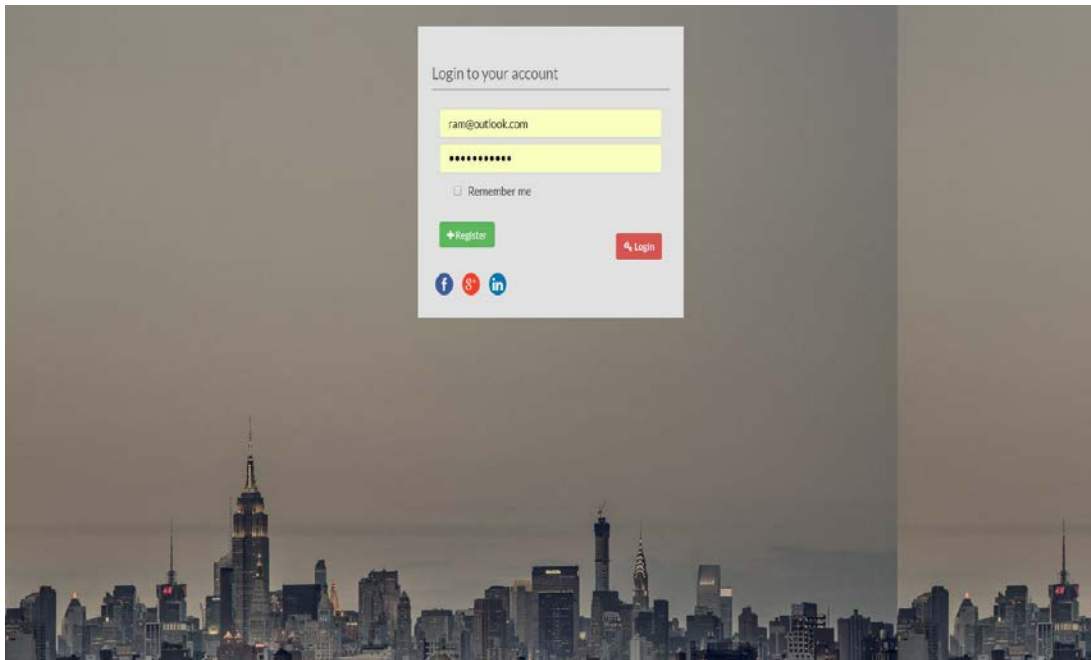
This application should have ability to be deployed on IIS and user should be able to access the application using URL.

4 Project Design Description

Landing Page: This is the First page when a user enters the URL. On clicking Login Button user is redirected to login page.

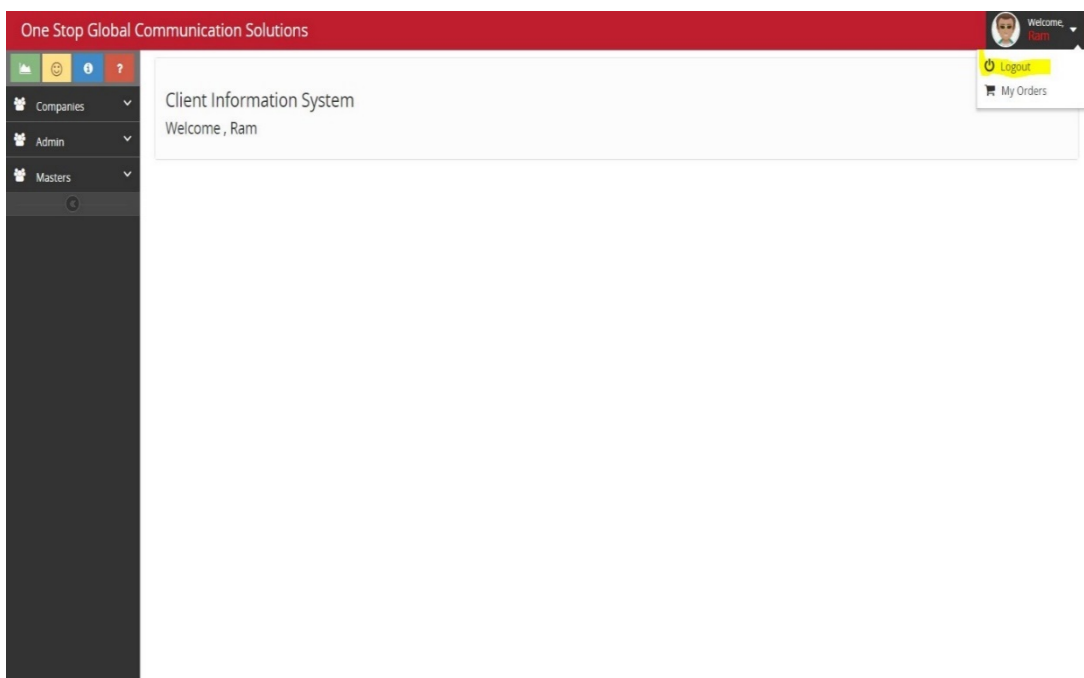


Login Page: From this page a new user can register himself into the application, a user who has already register can enter his Login credentials and enter the application.

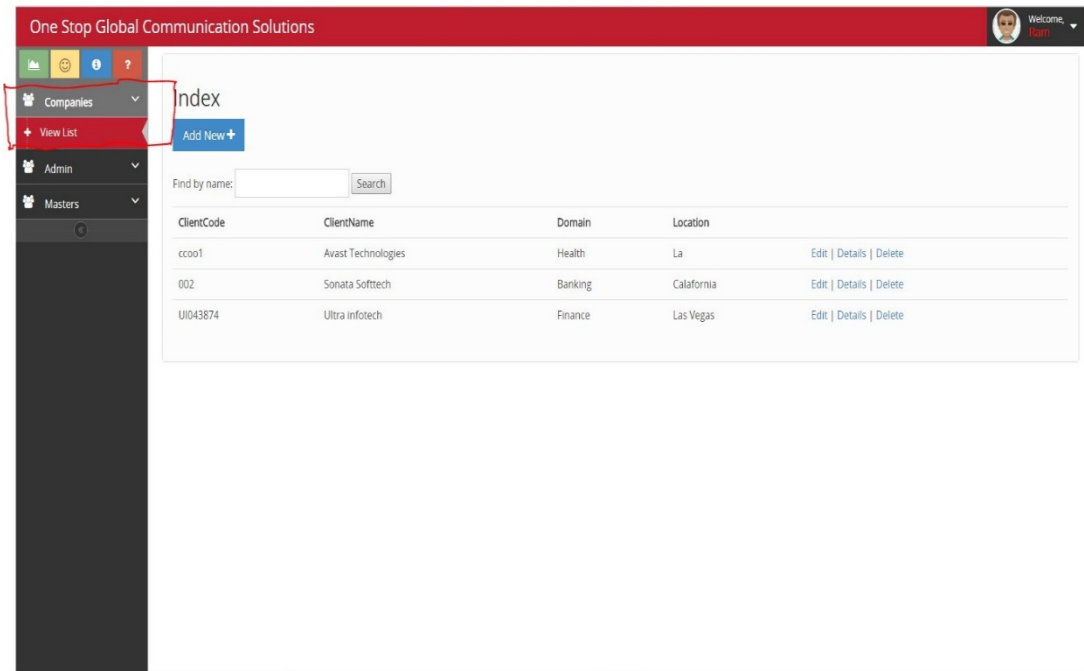


Index Page: Once the user logs into the application he gets redirected to Index page where he has access to different menu items based on his role.

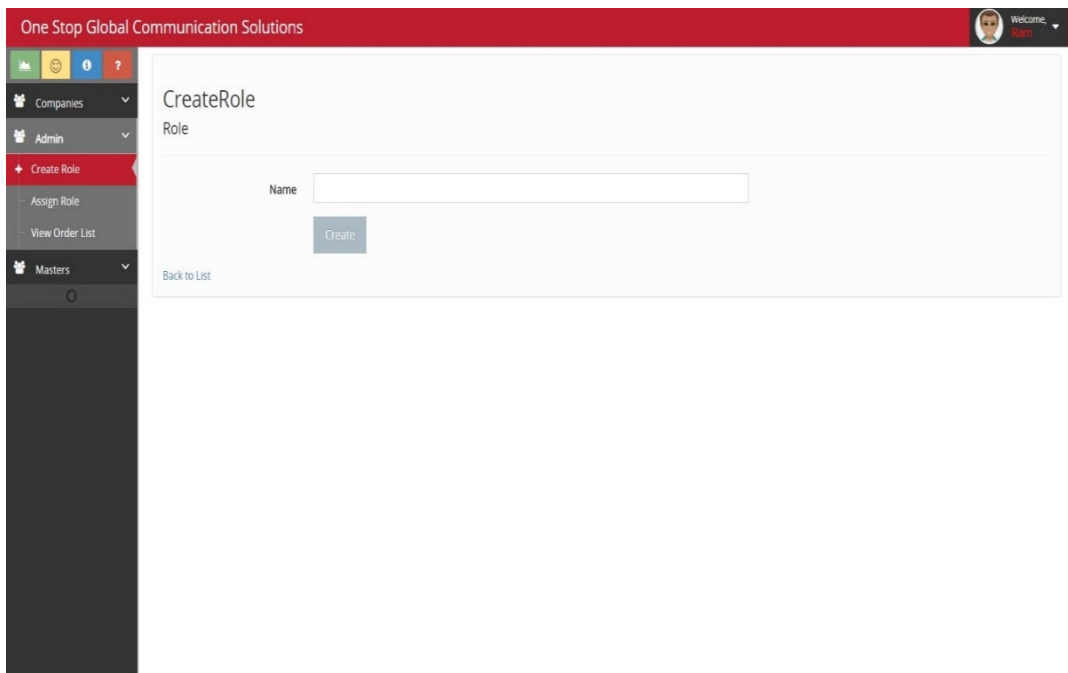
At any time, he can logout of the application by clicking on Logout menu.



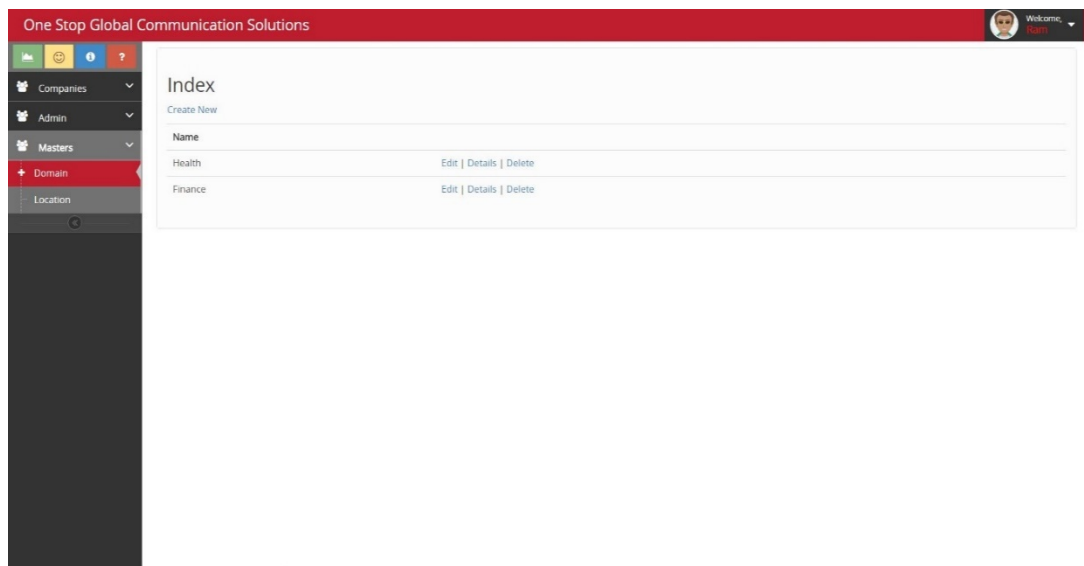
Companies Menu-Item: This menu item is accessible by both normal users as well as Administrator. This menu allows user to create new companies and new projects.



Admin Menu-Item: This menu is used to create new Role and assign role to existing users and to view the purchase order list. This menu is only accessible by the admin.



Master Menu-Item: This menu item menu is used to create mater data. This is accessible by admin.



5 Project Internal/external Interface Impacts and Specifications:

Database plan for clients and occasions is brought together over the application. On the off chance that any adjustment in the database tables will influence alternate modules which are connected and subordinate. Clients table is reliant on the login module as it is questioning the clients table in backend.

6 Design Units Impacts (not same title as in the table of contents)

Following are the established coding standards (as appropriate to the language and application):

- commented
- structured or optimized
- meaningful naming conventions
- parameter information identified
- error codes defined
- error messages descriptive and meaningful
- formatting - indented, levels
- Follows data definition standards (as appropriate to the language and application):
- variables defined
- data types defined
- classes and inheritance structures defined
- objects defined
- Entity relationships defined
- Database layouts are defined
- File structures and blocking are defined
- Data structures are defined
- Algorithms are defined
- Functional interfaces defined

6.1 Register Screen

6.1.1 Functional Overview

This should allow visitors to register themselves into application

6.1.2 Impacts

This will save the user data into the application database

6.1.3 Requirements

Create a registration form so that user should be able to register itself into the application

6.2 Login Screen

6.2.1 Functional Overview

This should allow registered visitors to login into application

6.2.2 Impacts

This will check for the user credentials in application database and authenticate the user.

6.2.3 Requirements

A Login screen to accept user name and password.

6.3 Order Projects

6.3.1 Functional Overview

This should allow registered visitors to order/insert projects from application

6.3.2 Impacts

This will save the user order into the database

6.3.3 Requirements

List all the projects present for a company so that user can search from the list and select the desired project.

7 Open Issues

There are no issues identified, however there could be minor bugs.

8 Acknowledgements:

C# 4.0 The Complete Reference Book by Herbert Schildt

9 References:

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