Sales Management Portal

Yameen Fatima  
*Governors State University*

Billa Koushik Mohan  
*Governors State University*

Shaik Samee Uddin  
*Governors State University*

Follow this and additional works at: [http://opus.govst.edu/capstones](http://opus.govst.edu/capstones)

Part of the [Computer Sciences Commons](http://opus.govst.edu/capstones)

Recommended Citation

[http://opus.govst.edu/capstones/314](http://opus.govst.edu/capstones/314)

For more information about the academic degree, extended learning, and certificate programs of Governors State University, go to [http://www.govst.edu/Academics/Degree_Programs_and_Certifications/](http://www.govst.edu/Academics/Degree_Programs_and_Certifications/)

Visit the [Governors State Computer Science Department](http://www.govst.edu/Academics/Degree_Programs_and_Certifications/)

This Project Summary is brought to you for free and open access by the Student Capstone Projects at OPUS Open Portal to University Scholarship. It has been accepted for inclusion in All Capstone Projects by an authorized administrator of OPUS Open Portal to University Scholarship. For more information, please contact [opus@govst.edu](mailto:opus@govst.edu).
Abstract

The main objective of this project is to enhance the sales management portal of an academic center which is a non-profitable organization. The purpose is to help the pipeline, to create the relating design for the organization’s sales. The sales management portal should be able to promote the academic courses and improve the sales in best possible way.

This sales management portal should be able to link to the existing course management portal. Staff should able to enter new client’s information into pipeline by keeping logs of contacts, activities, opportunities, proposals, and eventually registration. The sales management portal should allow to add the promotion offers, new clients to register the courses, search the courses, shortlist the courses and waitlist depending upon the criteria.

This portal should have a responsive design so it will adjust to diverse resolutions, making it easy for users to navigate the portal on their own devices. It should help to promote the sales portal, securing the course offering at the organization. The main idea is to get seamless communication channel and easily registration process.
# TABLE OF CONTENT

1. **Project Description** .................................................................................................................. 1

   1.1 Competitive Information ........................................................................................................ 1

   1.2 Relationship or Other Applications/Projects ......................................................................... 1

   1.3 Assumptions and Dependencies ............................................................................................ 2

   1.4 Future Enhancements ............................................................................................................. 2

2. **Technical Description** .............................................................................................................. 2

   2.1 Project/Application Architecture ............................................................................................ 3

   2.2 Project/Application Information flows .................................................................................... 6

   2.3 Interactions with other projects (if any) .................................................................................. 6

   2.4 Interactions with other Applications ..................................................................................... 6

   2.5 Capabilities ............................................................................................................................. 6

   2.6 Risk Assessment and Management ......................................................................................... 7

3. **Project Requirements** ............................................................................................................... 7

   3.1 Identification of Requirement .................................................................................................. 7

   3.2 Operations, Administration, Maintenance and Provisioning (OAM&P) ................................. 19

   3.3 Security and Fraud Prevention ............................................................................................... 19

   3.4 Release and Transition plan .................................................................................................... 19

4. **Project Design Description** ..................................................................................................... 19

5. **Project Internal/external Interface Impacts and Specification** ............................................ 22

6. **Project Design Units Impacts** .................................................................................................. 23
6.1 Functional Area/Design Unit A ..............................................................23

6.1.1 Functional Overview ........................................................................27

6.1.2 Impacts ...............................................................................................28

6.1.3 Requirements ..................................................................................28

7. Open Issues ..........................................................................................28

8. Acknowledgements ..............................................................................28

9. References .............................................................................................29
1. **Project Description:**

This project is aimed to build the Sales management portal for a non-profit organization. This portal will allow the parents and guardians to register the courses for their kids. Parents can access to this sales portal and get the awareness of that courses. This portal is an integrated sales management portal for the current course management portal.

Overall, this sales portal is to promote the sales and services. It also gives explanation about the upcoming events through announcement made on the sales portal. The Sales Management Portal will allow the admin to add the promotion offers, donations, new parents to register the courses, search the courses, shortlist the courses and encourage to take the more course. It has addition feature called testimonials where an individual parent can add their experience and comment on the portal.

1.1 **Competitive Information:**

In the current situation, every institute provide the course registration for the kids around 6 to 16 where parents need to get to the location. Special feature about this portal is that the parents can register for the future or present classes for the students through this sales portal.

In just few clicks, the course description, schedule, discounts and cost can be known. This sales management portal is encouraging and attracting the customers to take the course as it got the user friendly and has the google forms. The main aim of the portal is to deliver an efficient service with low cost as it is an open source software tools.

1.2 **Relationship to Other Applications/Projects**

This sales management portal has the integrated with current course management of the Haan academy. It is made to increase and promote the parents to take more courses. It helps the new parents get advertise and shared experience by the current parent’s testimonials.
1.3 **Assumptions and Dependencies:**

Several factors that may affect the increase in the sales management portal. The follow is the list of the features. It helps the student to understand the subject in depth. The admission process for the parents made their life easy, as they need to take out the time from the busy schedules.

The portal will allow the entire student to look up the courses, register and login. Work faculty is a seamless and current fashion teaching opportunity to support the online students. It makes the entire Sales Management process so much easier as we are non-profit organization. Offers courses for the students who are not able to afford them can get discount depending upon their GPA. Visibility and security for payment option access.

Extra classes are easily available for more hours through appointments. Sales management portal is well organized where student sharpen up their skills. Its source institute which unify faculty, student and parents.

1.4 **Future Enhancements:**

In future, we can provide a mobile app on Android and Apple platform which makes more users friendly and easy to reach at any time. Many more future technology can be added depending upon the development of the future technologies.

2 **Technical Description:**

The rapid prototype serves as a visualization tool for both developers and client. In this scenario where we want to develop a system admin to manage news, registered user and view contact information’s of parents. It also helps parents to view course details and register in their child in a single or multiple courses. System allows the parents to drop child from course at any time. To overcome this technical requirement, we are using XAMPP server.
Database Structure

2.1 Project/Application Architecture:

This website has main application like events, announcements, Testimonials and parent’s login page.

Events:

The website has a good feature which displays all the upcoming events. For example, currently there are two events that are displayed in the website. One is Graphic Designer Seminar that’s been held for example on 09, March 2017 from 2.00PM to 3.00AM. This will be held at the campus. The other is PHP Developer Seminar held on 10, February 2017 from 1.30PM to 4.30PM. This will also be held at the campus.

In this way, each upcoming event is displayed along with its description and details regarding place and time. The upcoming event will be posted in the website by the administrator. Through the website, many interested students get to know about the events and register themselves by contacting the administration.
Below is the screenshot of the Events shown in website:

**Announcements:**

It allows any admin to add the announcement which attract the user to join the courses and easy access for any Individual. This is the place where the admin can go can highlight and emphasis the main key points about what’s going around and attract more customers through which they can promote the sales.
Testimonials:

This option will allow any user to add their experience, review and comment. They can share their personal experiences and will help new user to join. As it provides the clear picture of the real experience.
2.2 Application Information flows:

The Information flow is per user required to add a course to their account. Initially a user need to create their account by registration at the sales portal.
2.3 Interactions with other Applications:

The proposed system is not interacted with any other system. The portal for now can’t interact with other application. It can get added in future the advance features to get interact with the other application. Proposed system is interacted with the current application which is already deployed on sales management portal server.

3. Project Requirements:

Project requirements are to design to use the open free source. Open source is nothing but software for which the original source code is made freely available and may be redistributed and modified. The open source used here is XAMPP server. XAMPP is cross-platform web server solution stack package developed by Apache Friends, consisting mainly of the Apache HTTP Server, Maria DB database, and interpreters for scripts written in the PHP and Perl programming languages. It is to add the integrated sales management which will be the unique platform for the user to get services such as create their own login as a parent, post their reviews at the testimonials and will be able to registration the courses at a fingertip. we need to design the web page where we provide the design for admin and students to operate their actions with flexibility. We need to design a database where the records can be maintaining and function properly. The records once feed can’t be delete. It can be saved in the database forever, it can be active and inactive.

3.1 Identification of Requirements

This project requires following installation of software’s.

Project Installation

We need to install XAMPP server and below is the instruction for the downloading that server

Downloading XAMPP server

Download the installer file for the latest version of XAMPP Server from
https://www.apachefriends.org/index.html

There are three versions of a XAMPP for different platforms like windows, MAC or Linux. Download the version as you required for server. We need to run the installer after downloading it. And follow the steps.
Figure 1 Setup startup

Figure 2 Component selection
Figure 3 Path to install XAMPP server

Figure 4 All configuration done
Setup

Ready to Install

Setup is now ready to begin installing XAMPP on your computer.

Figure 5 Ready to install
Figure 6 Installation is in progress
Figure 7 Completing the XAMPP installation
Click on finish it will start XAMPP control panel to start server and database services.

Figure 8 Control Panel language selection

Figure 9 Starting Apache server and MYSQL
Make sure the Apache and MYSQL service should be started properly and it should get PID and Port numbers and Apache and MYSQL should get highlight in green.
Go to [http://localhost](http://localhost) will run the Apache server where you can access the database and configure the database.
Figure 10 Apache Server Dashboard

Click on phpMyAdmin to access the database
Detailed Demonstration of the Website

1. Home Page:

Home page consists of announcement and photos of the organization. News updates deals with the title of the event, event date, event description and deadline. Testimonials where the parents shared their experience for the future parents. Later, it deals with the reviews of the past user and contact information.
2. A new student can register by providing the details and creating a username and password.
3. After creating an account, the user can login using the username and password.

4. After login, the user can open the “Courses” Tab and select courses for each of their children.

5. After selecting the courses, the user can view the list of all courses selected and the total cost that should be paid for registration.
6. When check out button is clicked, it will be directed to payment page where user can pay through PayPal.

7. In the “Events” tab, user can view all the upcoming events information.
8. “About us” tab gives the information about the history and goals of the institute.

In 1999, in a studio above a garage overlooking Silicon Valley, CA, our family began with a simple mission: to provide students with hands-on technology education in a summer camp setting. Since our inception, we’ve held our youth programs at top university campuses to emphasize the importance of higher education and to increase each student’s likelihood of attending college in the near future.

We held our inaugural programs at just 4 locations. A total of 220 students attended the entire summer. Today, tens of thousands of kids and teens attend each season. But we don’t measure our success by how many students attend or how many locations we’re at—we measure success by the outcome and experience each student has with us individually. We’re proud to have been voted a Top Workplace 7 years running by the Bay Area News Group. Letter from the CEO: We’ve dedicated our lives, passion, and focus to delivering the most innovative, STEM-based blended learning experience available to kids and teens. Today, more students enroll at iD Tech than any other tech camp on the planet. Technology is constantly evolving, and we are too. We’re a family, independent company comprised of innovators who refuse to accept the conventional definition of education. The same family that founded iD Drive is still at the helm today. And we’re just getting started.

9. In the “Contact” tab, the contact details like phone number and email address of the institute are given. Any user can post their questions and comments through this.
10. “My courses” tab gives the list of all the courses till now registered.

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

All the operations on website are performed by admin on regular interval to keep the website up to date. This will help to generate a good business and success of future business.

3.3 Security and Fraud Prevention:

The system is using password encryption technique where passwords are in encrypted format so it prevents hacking of accounts.

4. Project Design Description:

System Design:

Designing plays an important role in the development phase for any product or system. The designer’s goal is to produce a model and representation of an entity that will later be built. Once
system requirements have been specified and analyzed, system design is first of the three technical activities i.e. design, code and test that is required to build.

**UML Diagrams:**
It is a standard language for software blue prints. A modeling language is language whose vocabulary & rules focus on conceptual and physical representation of the system. The UML is a language for specifying, visualizing, constructing and documentation. The main diagrams are use case, sequence, activity, collaboration diagram.

**Actors**
Actors represent external entities that interact with the system. An actor can be human or external system. Actor are not part of the system. They represent anyone or anything that interact with the system.

An Actor may
- Only input information to the system.
- Only receive information from the system.
- Input and receive information from to and from the system.

During this activity, developers identify the actors involved in this system are:

**User:**
User is an actor who uses the system and who performs the operations like data classifications and execution performance that are required for him.

**Use Cases:**
Use cases are used during requirements elicitation and analysis to represent the functionality of the system. Use case focus on the behavior of the system from an external point of view. The identification of actors and use cases results in the definition of the boundary of the system, which is, in differentiating the tasks accomplished by the system and the tasks accomplished by its environment. The actors are outside the boundary of the system, whereas the use cases are inside the boundary of the system.
Use case diagram:

Object model

Class Diagram

Class Diagrams are used to describe the structure of the system. Classes are abstractions that specify the common structure and behaviour of a set of objects. Objects are instances of classes that are created, modified and destroyed during the execution of a system. An object has state that includes the values of its attributes and links with other objects.

Activity Diagram

An Activity diagram describes the behavior of the system in terms of activities. Activities are modeling elements that represent the execution of a set of operations. The completion of these operations triggers a transition to another activity. Activity diagrams like flowchart diagrams in that they can be used to represent control flow and data flow. Activities are represented by rounded rectangles and arrows are represented transition between activities. Think bars represent the synchronization of the control flow.
Admin Active Diagram:

Component diagram

5. Project Internal/External interface Impacts and Specification:

We have used some online libraries for good looking of our website. We have user bootstrap CDN for CSS, Font Awesome Icons for icons and announcement for some parents side scripting and w3 CSS for some visual effects.

STUDY OF THE SYSTEM

In the flexibility of uses the interface has been developed a graphics concepts in mind, associated through a browser interface. The GUI’s at the top level has been categorized as follows

- Administrator Interface Design.
- User Interface.
- Security Authentication.
• Reports.
• General end-users.

The administrative user interface will maintain the different user’s details, the interface helps the administration with all the transactional states like which users sending the mails, and which users receiving whishing mails, user’s details information history. And the statistics of the system in difference strategies.

**Number of Modules:**

The system after careful analysis has been identified to be presented with the following modules:

1. Promotions Module.
2. Admin Module.
3. Sales Module.
4. Student Module.
5. Testimonials Module.
7. Schedule Module.
8. Payment Module.

**6. Project Design Units Impacts:**

**6.1 Functional Area/Design Unit A:**

The user details should be verified against the details in the user tables and if it is valid user, they should be entered the system. Once entered, based on the user type access to the different modules to be enabled / disabled and individual user can change their default password or old password.
Home Table
Courses Table:

News Table:
Schedule Table:

Testimonials:
6.1.1 Functional Overview:

Running Java in a XAMPP server which we have already installed using above steps. Running the system smoothly admin and parents required some hardware and software configuration are mentioned below.

Admin Hardware Requirements 2GB RAM, 60GB Hard Disk, Strong internet Connection

Admin Software Requirement: XAMPP and any Web Browser (Prefer Google Chrome)

Admin Module

This module consists of the following sub modules where admin can run their operations as adding an event, courses, billing, courses scheduling and adding news on the web pages.

User Registration Module

Here User(parents) can register new courses, student details and store their payment details in database.

Course Management Module:

In this module admin, can add a new course, can update a course and delete a course also.

Promotions Module:

In this Module faculties, can upload course material, can announce notices, can set online courses, can schedule new exam, can view discounts by students, can also view queries sent by a student and reply them.

Testimonials Module:

Using this module user can post their experience at the academy for the future user references. This will increase in the sales as it will be open and honest truth about the academy.

Announcement Management Module:

In This module, a admin can post the upcoming events and details about course material, and can view and announce some notice.

Schedule Module:

In this module, a user can feed the course schedules and upcoming courses needs to be added the schedule.
Payment Module:
In this Module, the User and Administrator can generate the different types of payment as per their access.

6.1.2 Impacts:
System is running properly from both end i.e. admin and parent site. System is ready for use and deploy on server.

6.3 Deployment of website:
Website Builder comes with site-building tools that don't require technical skills or coding experience. You can choose from hundreds of themes with placeholder content and images to get started quickly.
1. Log in to your Go Daddy account.
2. Click Website Builder/ Instant Page to see your website accounts.
3. Next to the account you want to use, click Manage.
4. Select a domain from your account, enter a domain name registered elsewhere, or create a sub-domain using a domain in your account for your website, and then click OK.

6 Open Issues
There is no open issue in a system but If you need any further explanation can use Go daddy Domain.

7 Acknowledgements:
XAMPP is a simple and very interesting technology to learn PHP and MYSQL thoroughly.
8. References:

Understanding XAMPP, for newbies book by John Henderson

XAMPP guide by orville app


Website Title Wikipedia

Article Title XAMPP

Date Accessed February 13, 2017

URL http://www.qwhatis.com/what-is-xampp/

Website Title What is XAMPP? | What is?

Article Title What is XAMPP?

Date Accessed February 13, 2017

URL https://sourceforge.net/projects/xampp/

Website Title SourceForge

Article Title XAMPP

Date Published February 01, 2017

Date Accessed February 13, 2017

Website Links:

User Credential:

http://localhost:8080/haan_academy/

Admin Credential:

http://localhost:8080/haan_academy/admin/dashboard

Database PHP Link:

http://localhost:8080/phpmyadmin/db_structure.php?server=1&db=courses&token=76a589ba5a5f061d009b463d1315b14b4