

eQuotation & Sales Management System

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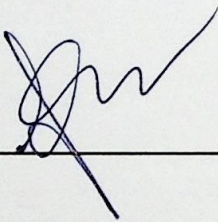


This report is submitted to the department of Computer Sciences & Engineering, Bahria Institute of Management and Computer Sciences, Islamabad. In partial fulfillment of requirement for the degree of MCS

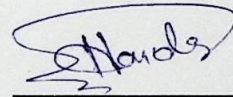
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CERTIFICATE

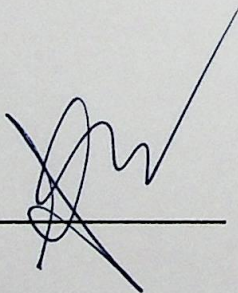
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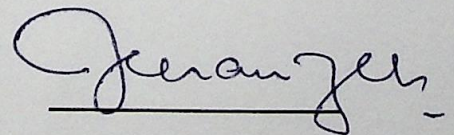
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DEDICATION

This project is dedicated with great love and respect to our parents and to our friends.

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ABSTRACT

“Techaccess” a multinational organization which provides IT solutions to their customers need an automated solution to control the flow of their sales. This automated system can controls the online sales system of organization. The system includes dynamic website, operational database management system (server and client approach) and data warehouse to keep the history tracks.

Normal customers who uses the organization’s website can select the products from product list present in the web site. And when the selection procedure of products is completed, the list of products along with user’s information is forwarded to client for further processing. The client system shows the alert to client system admin and uploads this product list and user information in to respected temporary database automatically residing on server side.

Similarly the other organizations which are doing business with our organization, and want to sell their products through our organization, can forward their product lists along with prices. The server system uploads these product and price lists in the permanent database. And mark the older product and price lists as history.

When the client system admin receive the users product list, he generates the quote and this quote is returned back to that user for approval through mail. This quote includes the original prices of products, shipment charges, government taxes, discount rates, time period, method of installation etc. when the user approves this quote it is marked as sales of the organization.

When the quote is confirmed by user, client system admin will confirm it as sale of the organization. And as a result the sales will be saved in the permanent database, along with the approved quote. The accounts and stocks of organization will also be updated according to the sales.

ACKNOWLEDGEMENT

First of all we are thankful to Allah Almighty who gave us the ability and perseverance to undertake and complete the task of making this project, which is one of the major achievements during our degree studies. We have no words to express our gratitude to the Almighty, the Beneficent, and the Merciful.

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In the end I would state with deep sense of gratitude that the department of computer science provided us with a lasting strength and confidence which remained a source of motivation for us. We received every possible support and encouragement from the department. We owe to everybody in the department, from top to bottom, for providing us with a supportive and enabling environment.

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