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Sales Management Portal

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ABSTRACT

The objective of this project is to develop a sales management portal to promote and offer the courses from non-profit organization to the perspective students. This portal acts as a marketing tool and should be used to monitor the sales and registrations. This Portal lists all the courses available and its course details, it also includes the schedule and instructors of the courses and stores the information related to inquiries about the courses. This Portal gives a secured access to stake holders. Stakeholders can track the communications, contacts, registrations, payments, and enrollments.

Every organization has a sales pipeline; it helps to monitor the progress of sales in period of time. This will help in success of the organization regardless if there may be demise. All the information about sales of course is stored in the database. Using this data, we can analyses which courses have more demand, so that we can introduce more related courses. This portal keeps the organization's management up-to-date and helps in effectiveness in the productivity of the sales.

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1 PROJECT DESCRIPTION:

The objective of this project is to develop a sales management portal to promote and offer the courses from Non-profit organization to the perspective students. This portal acts as a marketing tool and should be used to monitor inquires and registrations. This Portal lists all the courses available and its course details, it also includes the schedule of the courses and stores the information related to inquiries about the courses.

Modules:

Parent: Sales Management Portal provides authentication and authorization to students and parents as well. This portal offers multiple courses, course schedules and instructor details to parents and they can register for interested courses by logging into the system. Parents have the facility to search for course based on its name and register for the course.

Administrator: Administrator is a super user in the system. Admin can do anything on the site like setting up the front (home) page, changing the look of site, adding users, adding courses and providing permission to other users.

1.1 Competitive Information

In the current market, there might be a lot of sales portals available which are ready to use. We can consider those portals are our competitors but this portal has some unique feature like adding courses, adding users and tracking of registered courses which brings uniqueness to this portal. This sales portal is more users friendly and its design architecture also quite different than other sales portals.

1.2 Relationship to Other Applications/Projects

This project is related to Han Academy Course Management System. This portal is used to register for courses by parents.

1.3 Assumptions and Dependencies

We can assume that this Sales portal will increase the sales of the organization by promoting their courses. It helps parents to enroll into multiple courses and update them with the latest courses. This is more user's friendly, even students can enter into portal and register courses on behalf of parents. This project dependency can be in future, we can add payment gateway methods to register for courses either using PayPal or credit or debit transactions which is a third-party vendor, other than that we do not have any dependencies.

1.4 Future Enhancements

This Sales Portal is designed for non-profit organizations. In the future, we can add payment gateway methods using PayPal to register their courses. This portal has the capability to enable chat rooms for parents which act as an internal messaging system.

1.5 Definitions and Acronyms

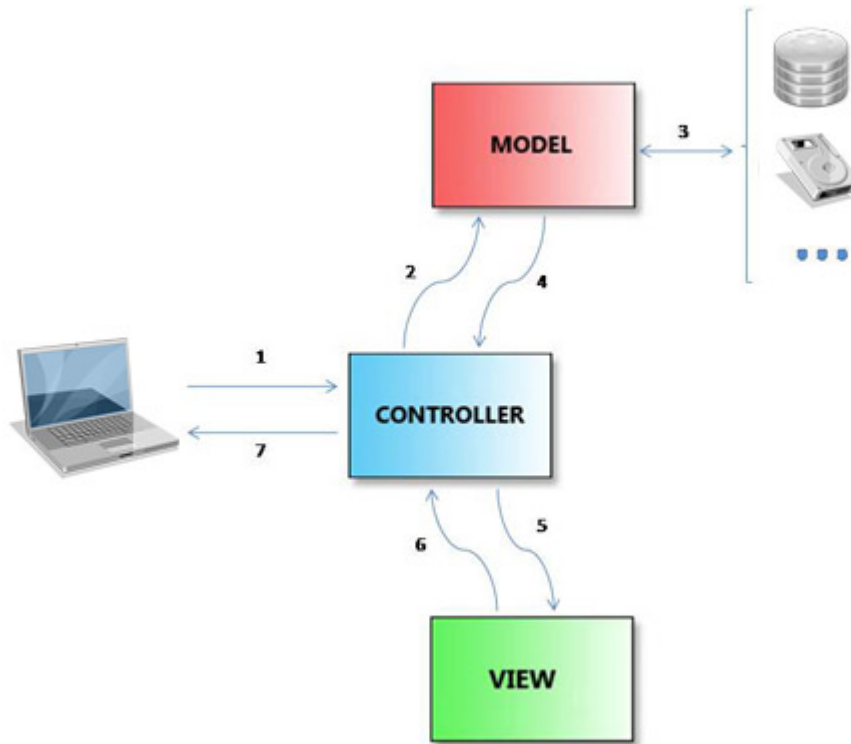
PHP	Hypertext Preprocessor
SQL	Structure Query Language
MVC	Model View Controller

2 Project Technical Description

Development Environment:

- Operating Systems: Windows 7/8/10
- Web Server: Apache
- PHP: Codeigniter Framework
- Languages: Java Script, HTML and CSS.
- Database: MySQL
- Client Browser: Chrome/Mozilla Firefox.

2.1 Application Architecture



2.2 Application Information flows

This section provides the details about the end-to-end functionality of sales portal. This project was developed for promoting the non-profit organizations courses and allow parents to register for their courses. This project contains two modules i.e. parents and administrators. Administrators have all the privileges over the portal whereas parents were restricted to certain functionalities.

Home Page:

The Home Page contains different modules which helps parents to know about the organization details and offered courses. Also, this page provides login and new registration functionality to parents on the top right corner of the page. Parents can view the latest news about the organization and client testimonials on the home page which helps in choosing the right course.

Video Tab:

This video on the home pages displays the vision and mission of the organization. This video is a short summary of organization and how the courses are scheduled and managed.

Latest News Pane:

This pane displays all the current news like, what is going on within the organization? News about the latest courses introduced in the organization. How the courses are going to favor the students?

Client Testimonial Pane:

This client testimonial includes the feedbacks from parents regarding the courses attended by their children. This feedback is helpful in improving the course structure.

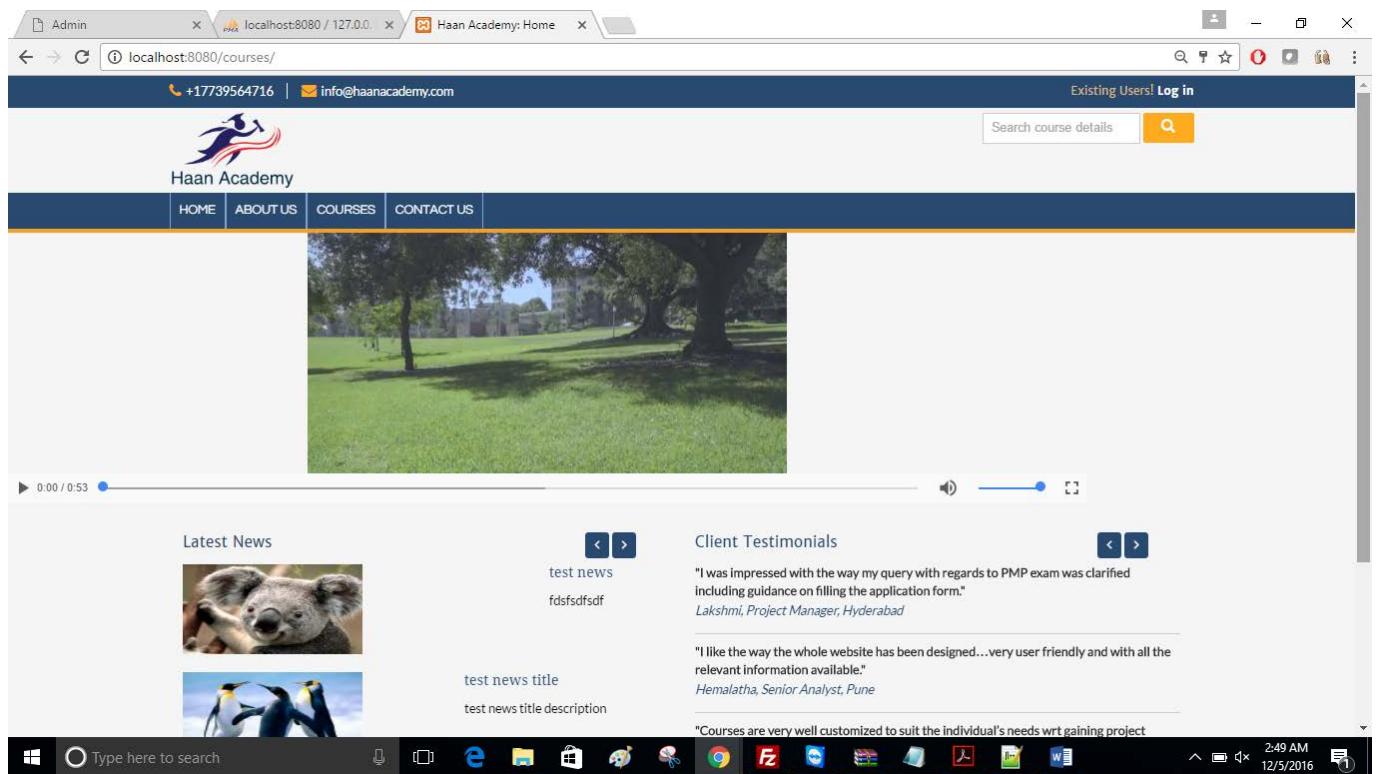


Figure: Home Page

About us:

This page displays the information about the organization when it was founded, by whom, the mission and vision of the statement. What kind of the courses are offered and how the courses is going to benefit the students with in the community.

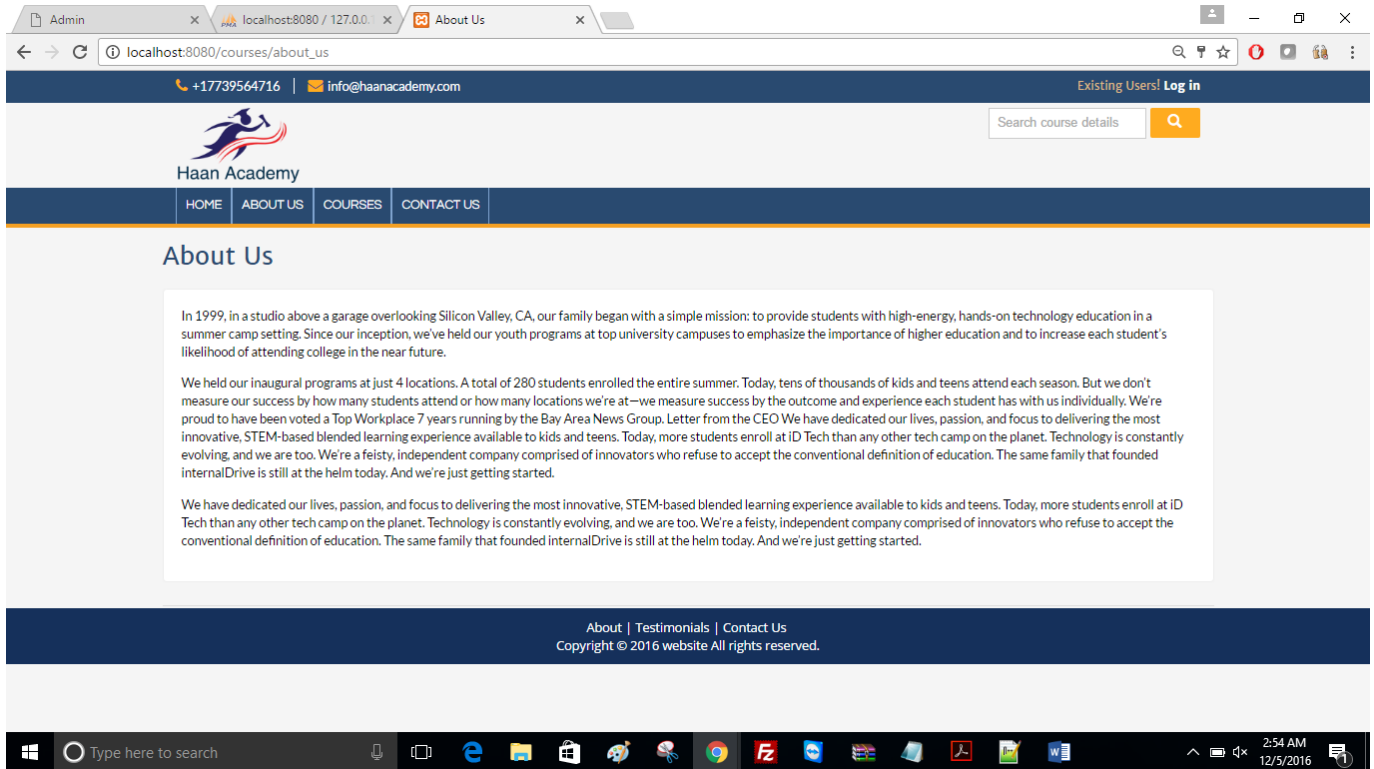


Figure: About US

Courses page:

This page displays all the courses available to register in a list format. The courses are displayed along with their course id, course name, schedule date and time, volume of the class and price for the class. They can choose multiple courses at a time using the check box option on the list. You cannot go further unless you register a single course. You cannot register for the courses unless you are registered parent. A single parent can register for the multiple children for the multiple courses.

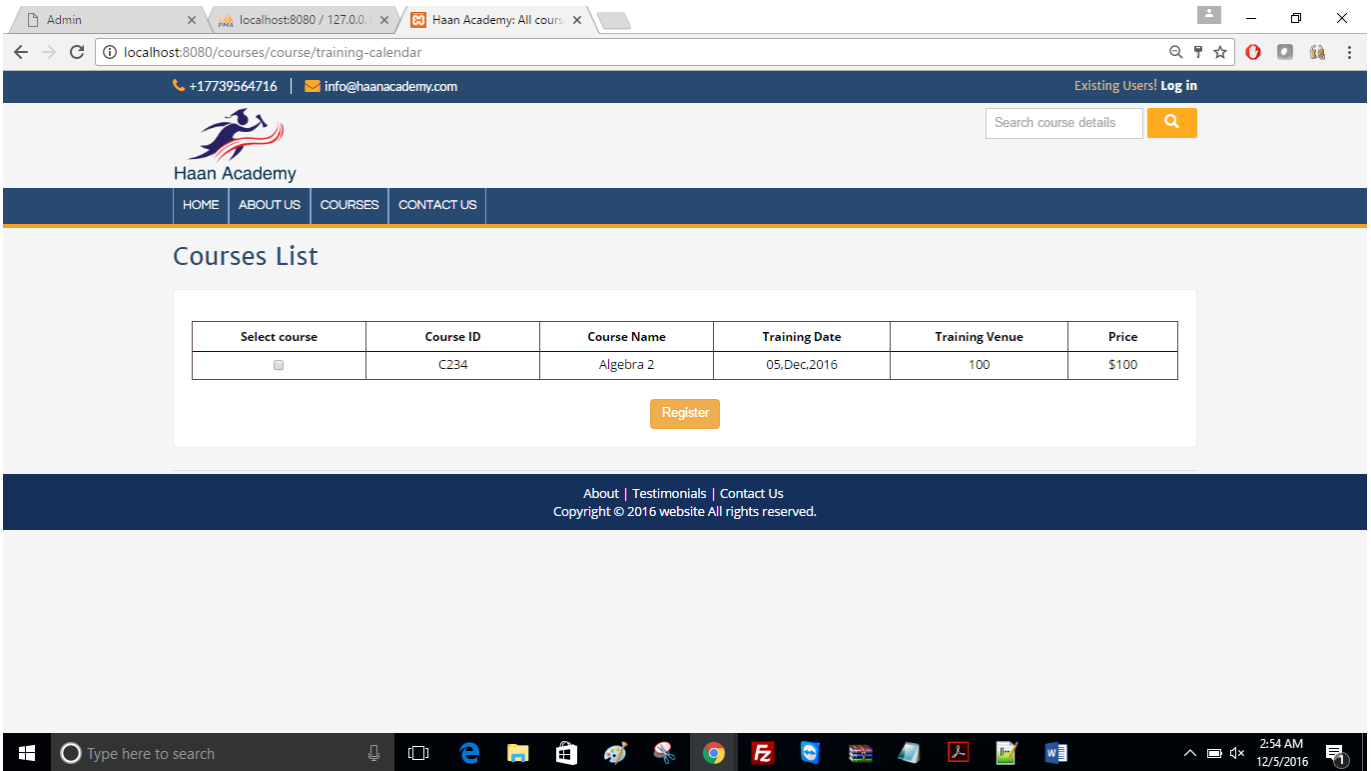


Figure: Courses list

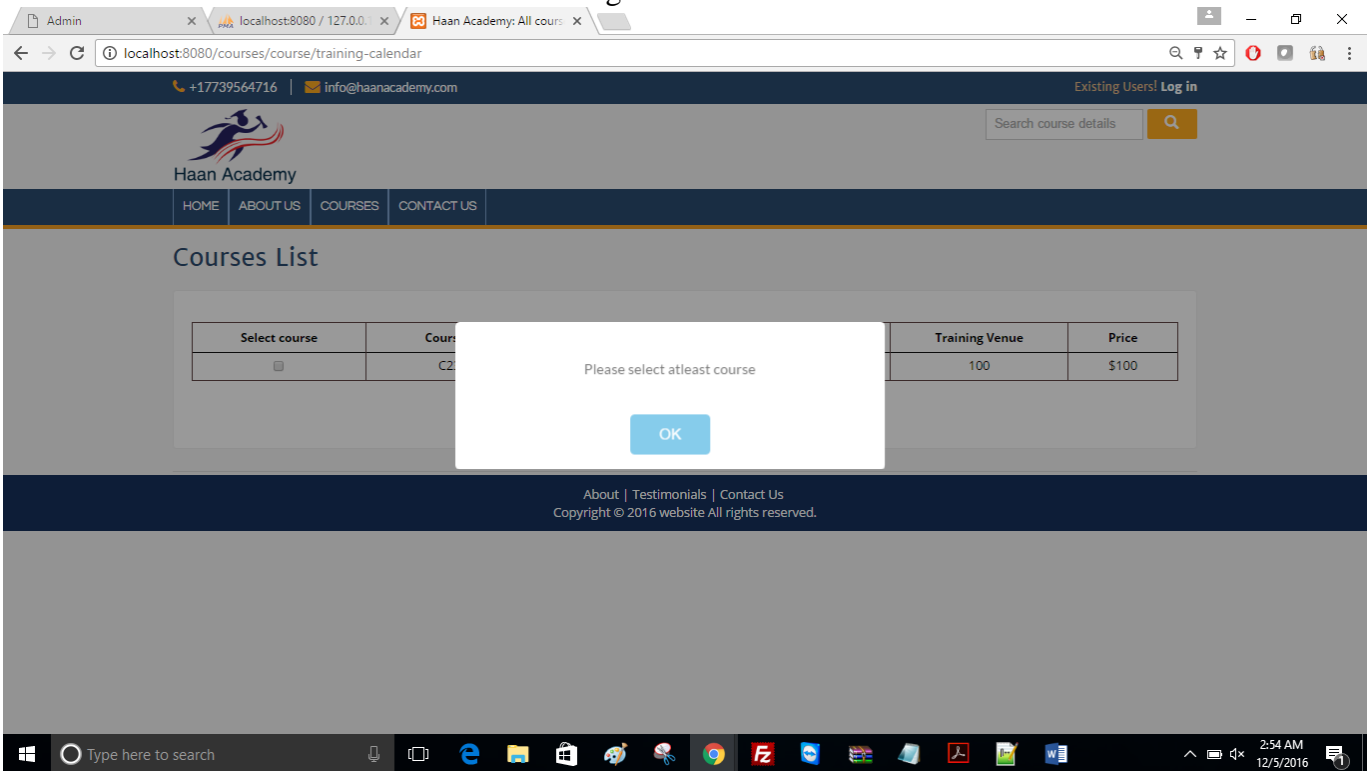


Figure: Register without select course

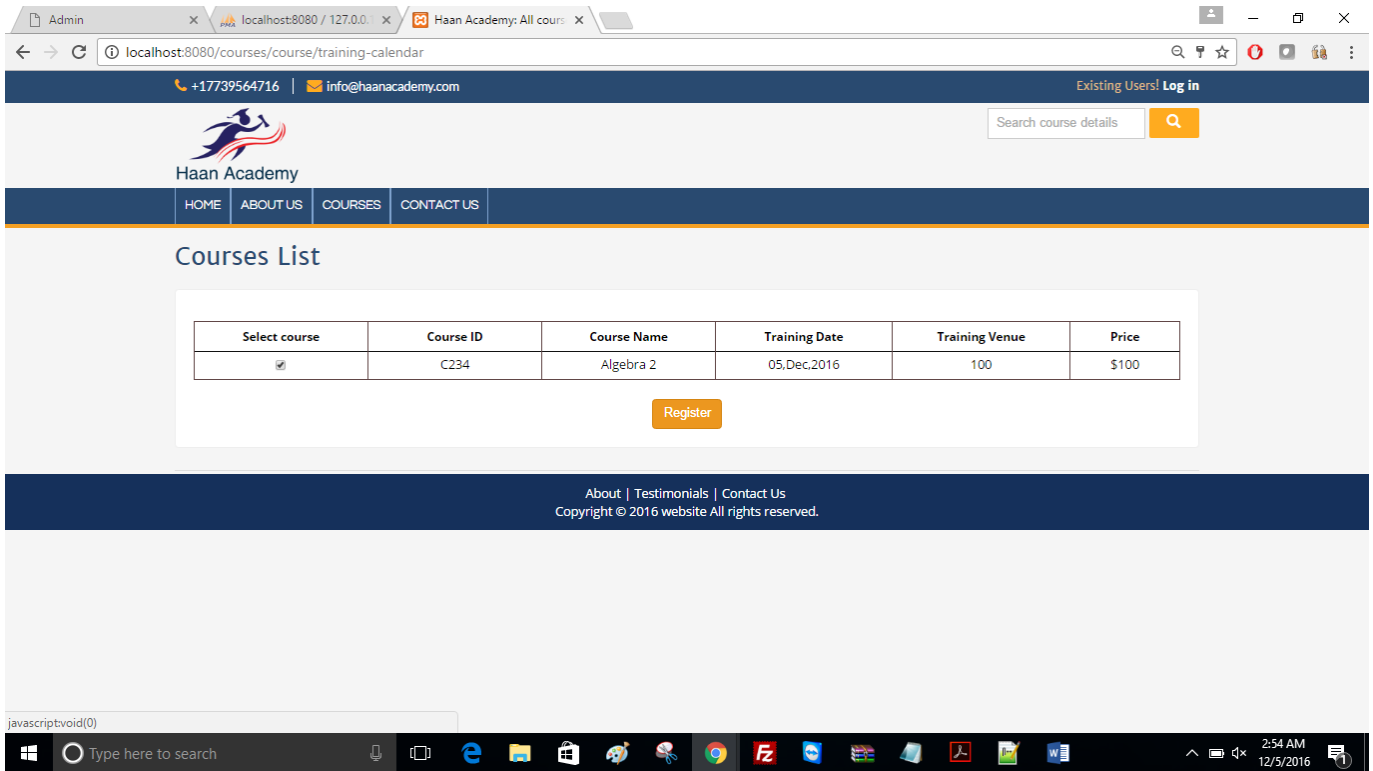


Figure: Register by checking course

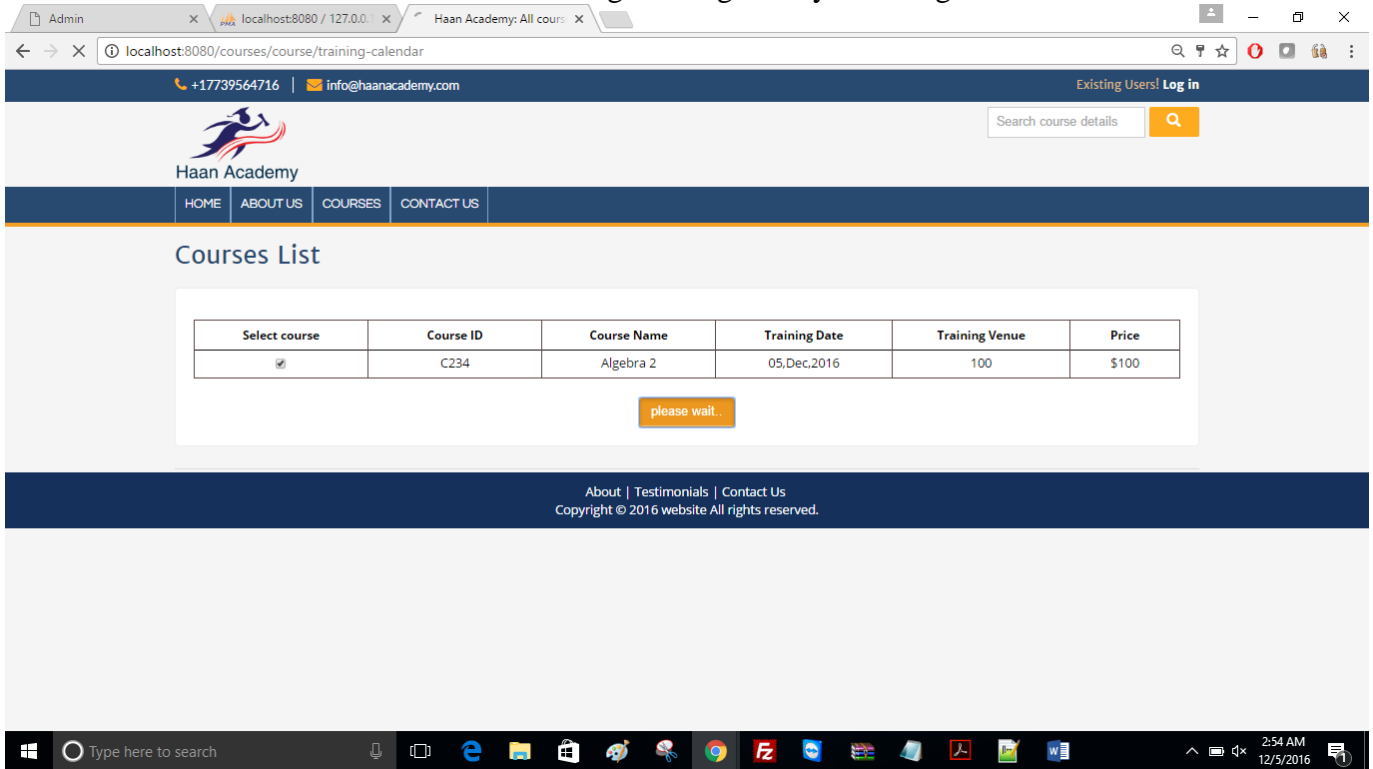


Figure: Pager after Clicking Register

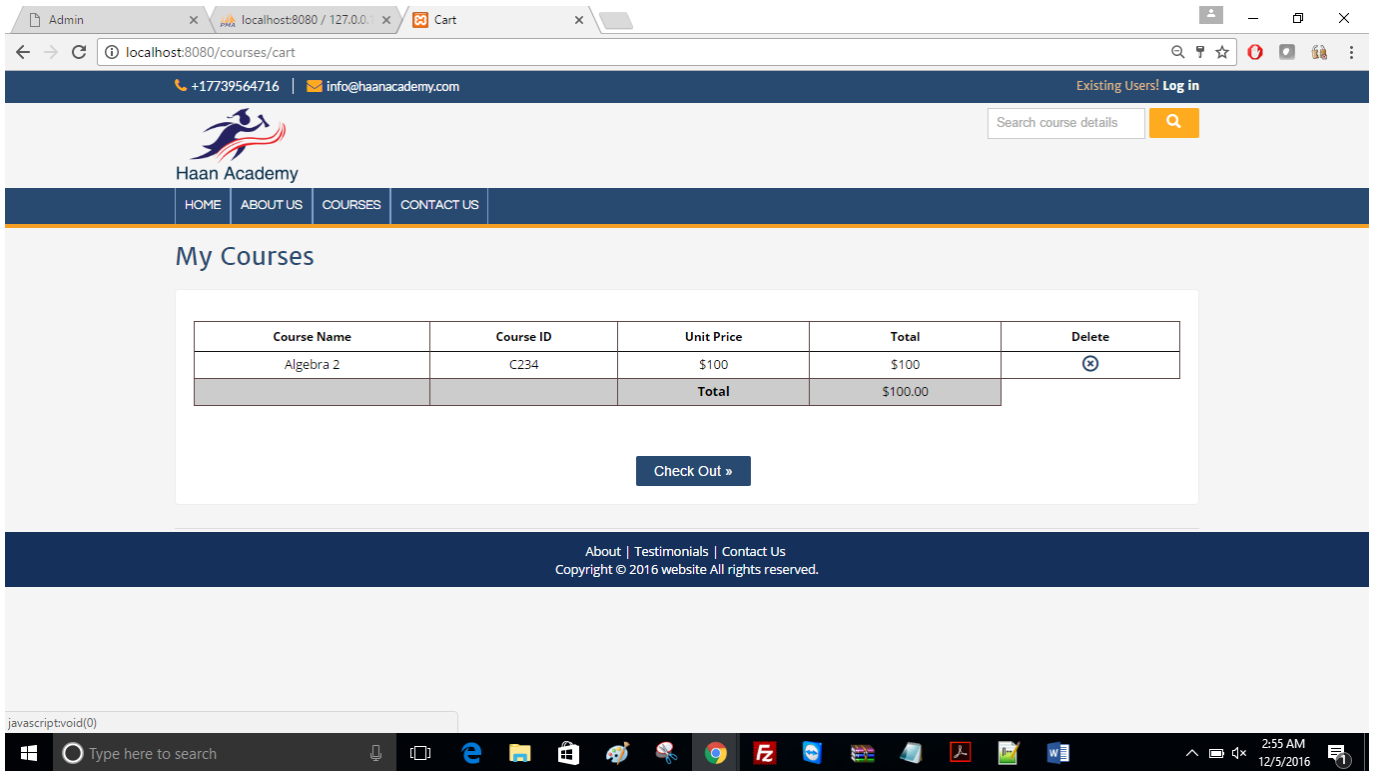


Figure: Course Check Out Page

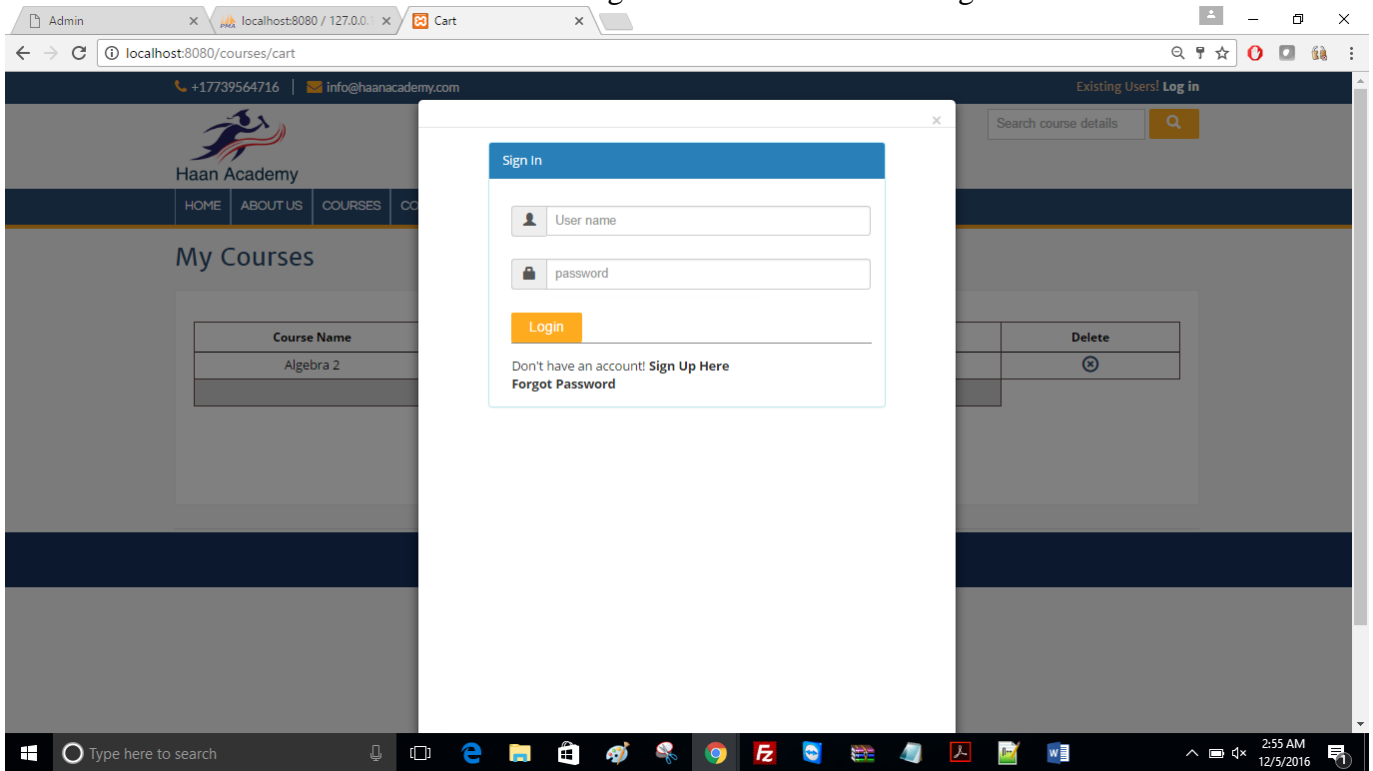
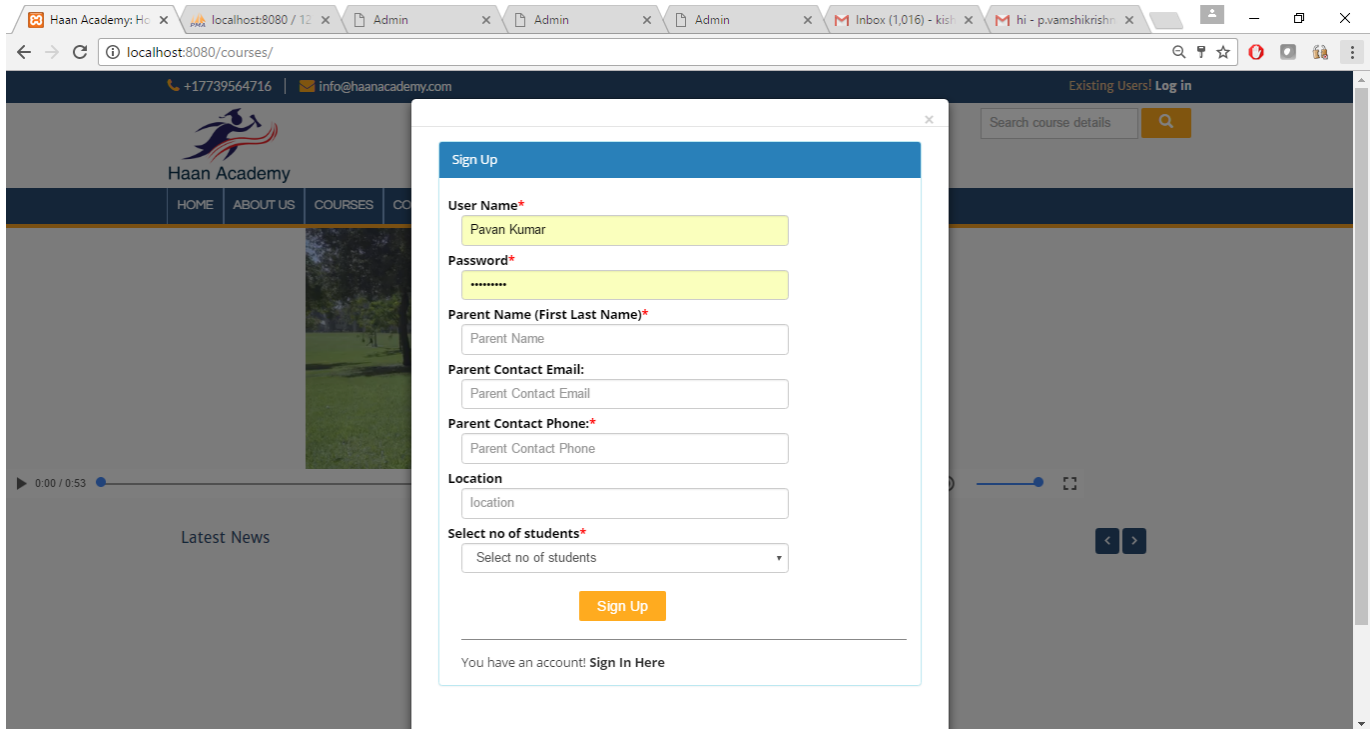


Figure: User Sign in Page

Registration Page:

This registration page allows you to create your own unique user id for registering the courses and manage your courses using the id. While registering the form parents can choose the number of children's, enters the children's names in the following fields.



The image shows a web browser window displaying the Haan Academy website. The browser's address bar shows the URL `localhost:8080/courses/`. The website header includes the Haan Academy logo, contact information (+17739564716, info@haanacademy.com), and navigation links (HOME, ABOUT US, COURSES). A 'Sign Up' modal form is overlaid on the page, containing the following fields:

- User Name***: Input field with the value "Pavan Kumar".
- Password***: Input field with masked characters "*****".
- Parent Name (First Last Name)***: Input field with the value "Parent Name".
- Parent Contact Email:** Input field with the value "Parent Contact Email".
- Parent Contact Phone:***: Input field with the value "Parent Contact Phone".
- Location**: Input field with the value "location".
- Select no of students***: Dropdown menu with the value "Select no of students".

At the bottom of the form is an orange "Sign Up" button. Below the form, there is a link: "You have an account! [Sign In Here](#)".

Figure: Signup page

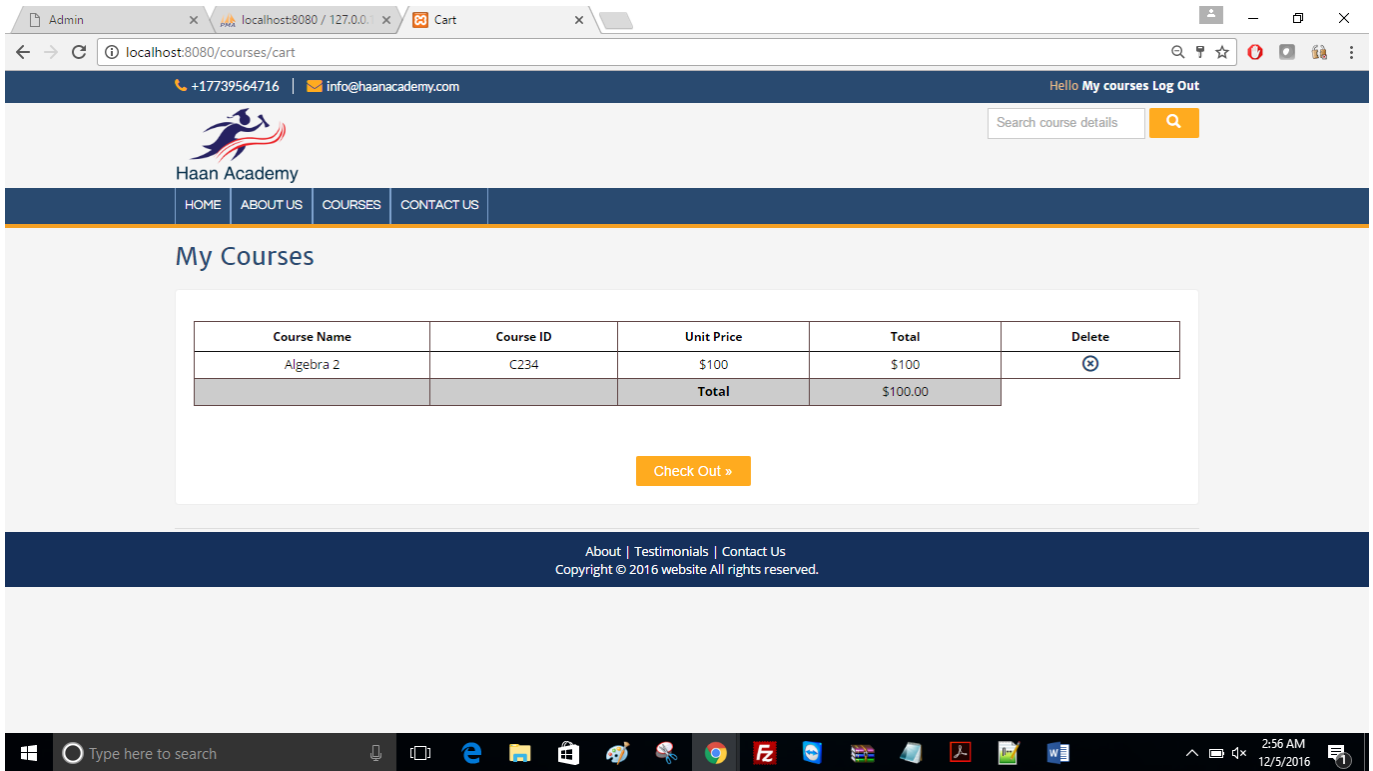


Figure: My Courses Page

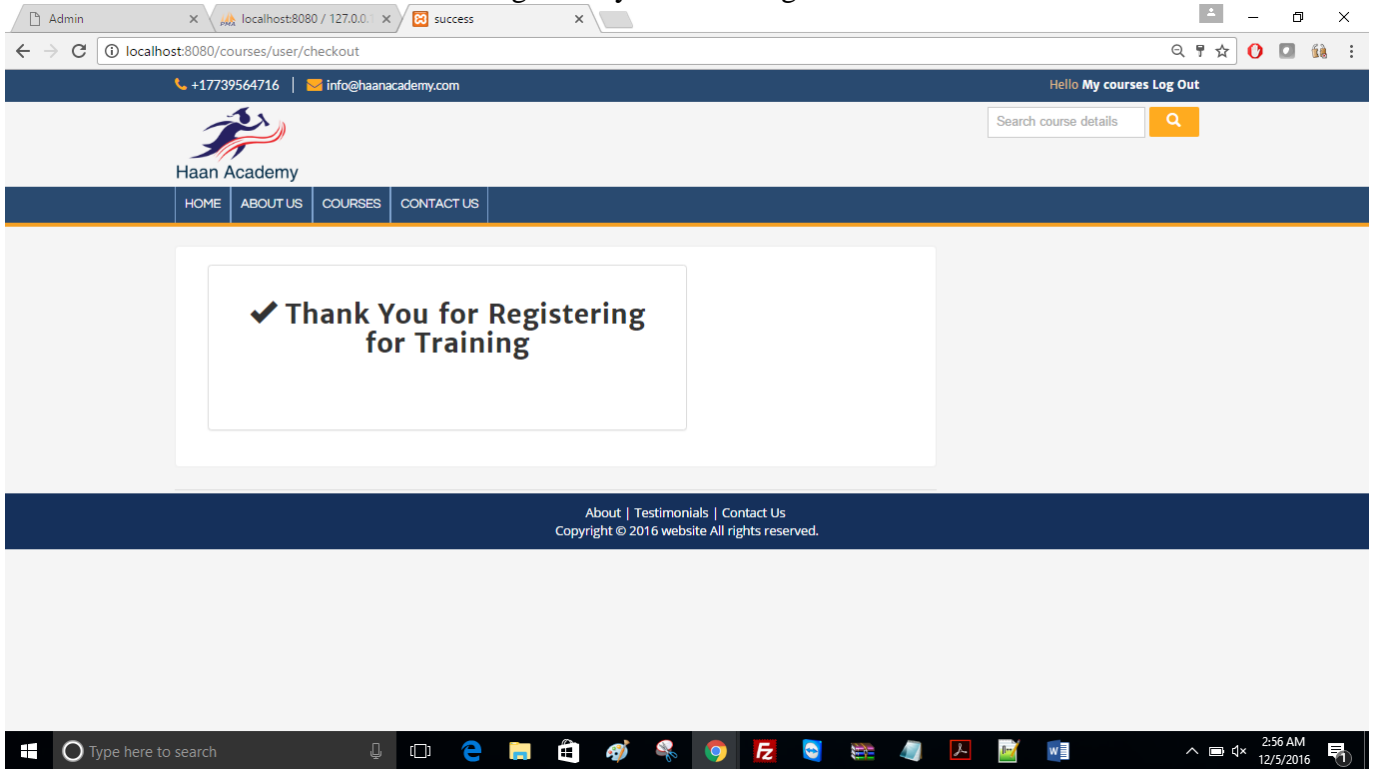
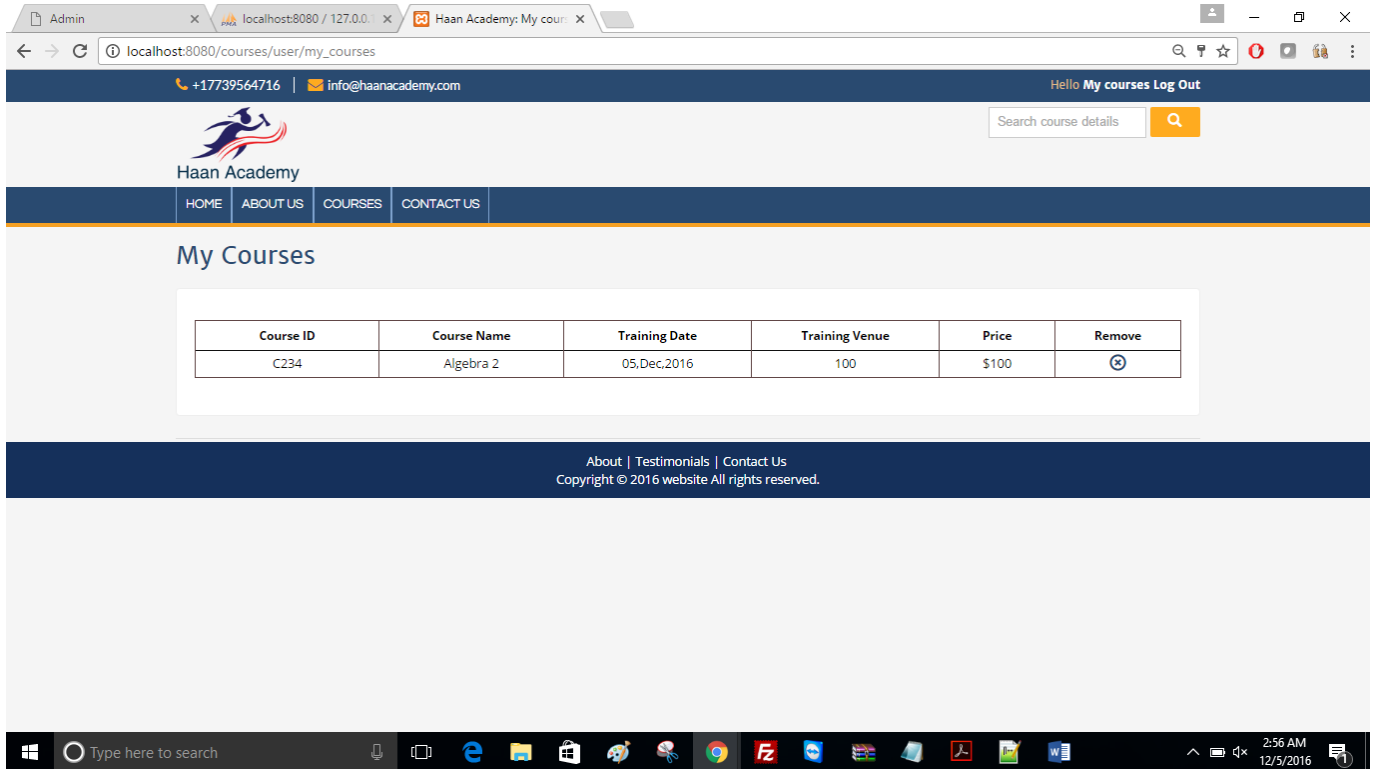


Figure: Confirmation page

My courses:

Once you successfully registered, after registering the courses. The registered courses are listed over here that is in my courses page. You manage the courses in my courses page like addition and deletion of course.

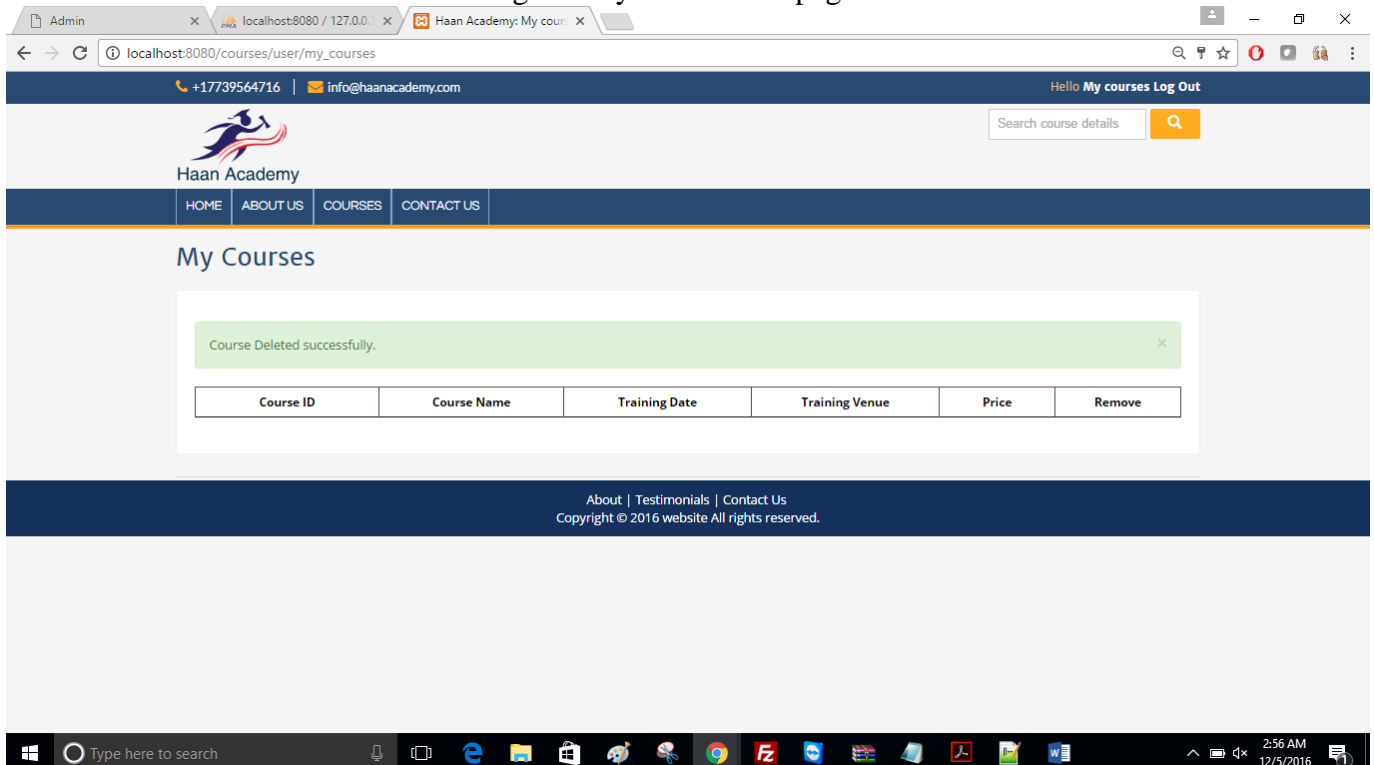


The screenshot shows a web browser window with the URL `localhost:8080/courses/user/my_courses`. The page header includes the Haan Academy logo, contact information (+17739564716, info@haanacademy.com), and a search bar. The main content area is titled "My Courses" and contains a table with the following data:

Course ID	Course Name	Training Date	Training Venue	Price	Remove
C234	Algebra 2	05.Dec.2016	100	\$100	

The footer contains links for "About | Testimonials | Contact Us" and a copyright notice: "Copyright © 2016 website All rights reserved."

Figure: My Course List page



The screenshot shows the same web browser window as above, but with a green success message at the top of the table area: "Course Deleted successfully." The table below is empty, indicating that the course has been removed.

Course ID	Course Name	Training Date	Training Venue	Price	Remove
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The footer remains the same as in the previous screenshot.

Figure: Course Remove Confirmation Page

Admin Page:

Admin can login into the system from the different URL: <http://localhost:8080/Courses/Admin>. Admin is like super user in the system can do anything like adding courses, managing the site, adding videos and course list, schedules, monitoring orders, deleting courses, adding latest news and testimonials. Whatever changes he/she made in the admin page, those changes will reflect in the front page of the website. All the courses can be added through the admin page; those courses will be added in the course page of user's page.

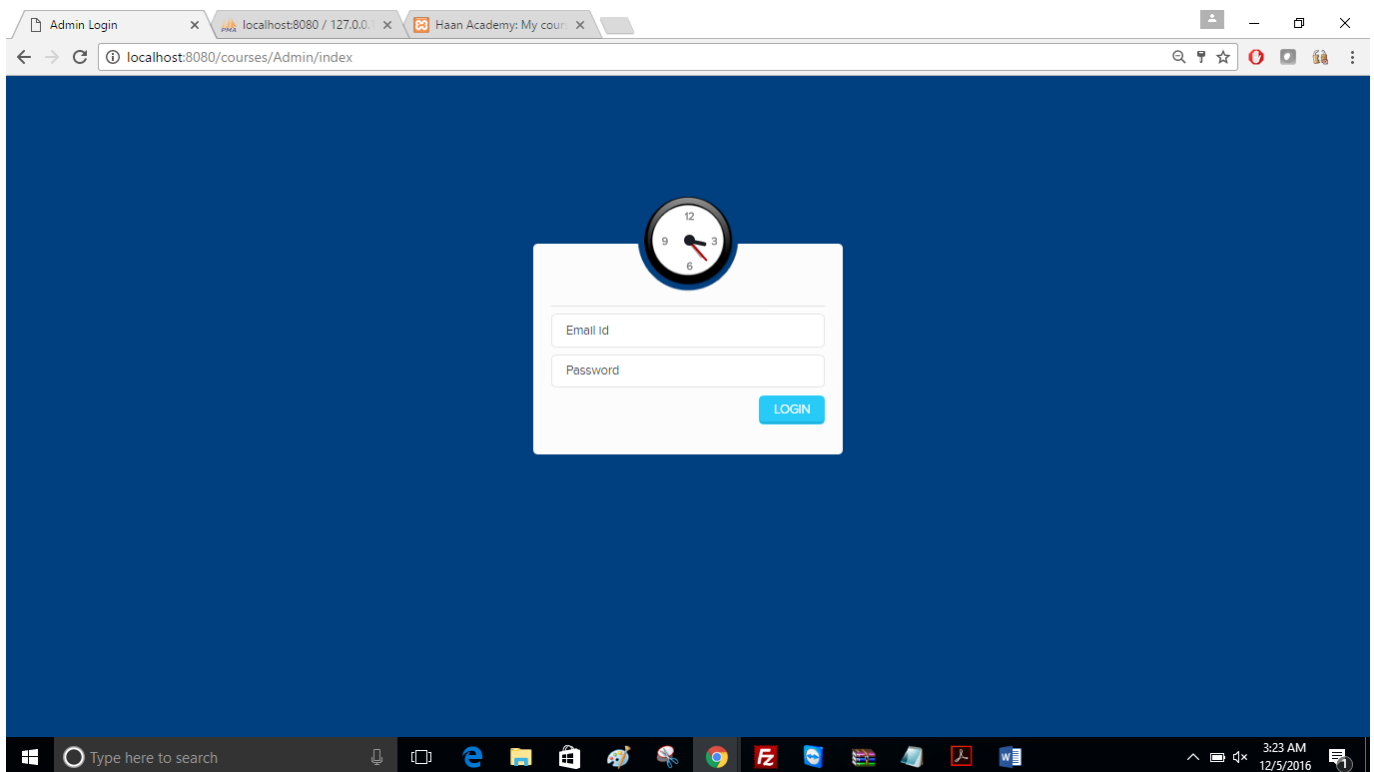


Figure: Admin Login Page

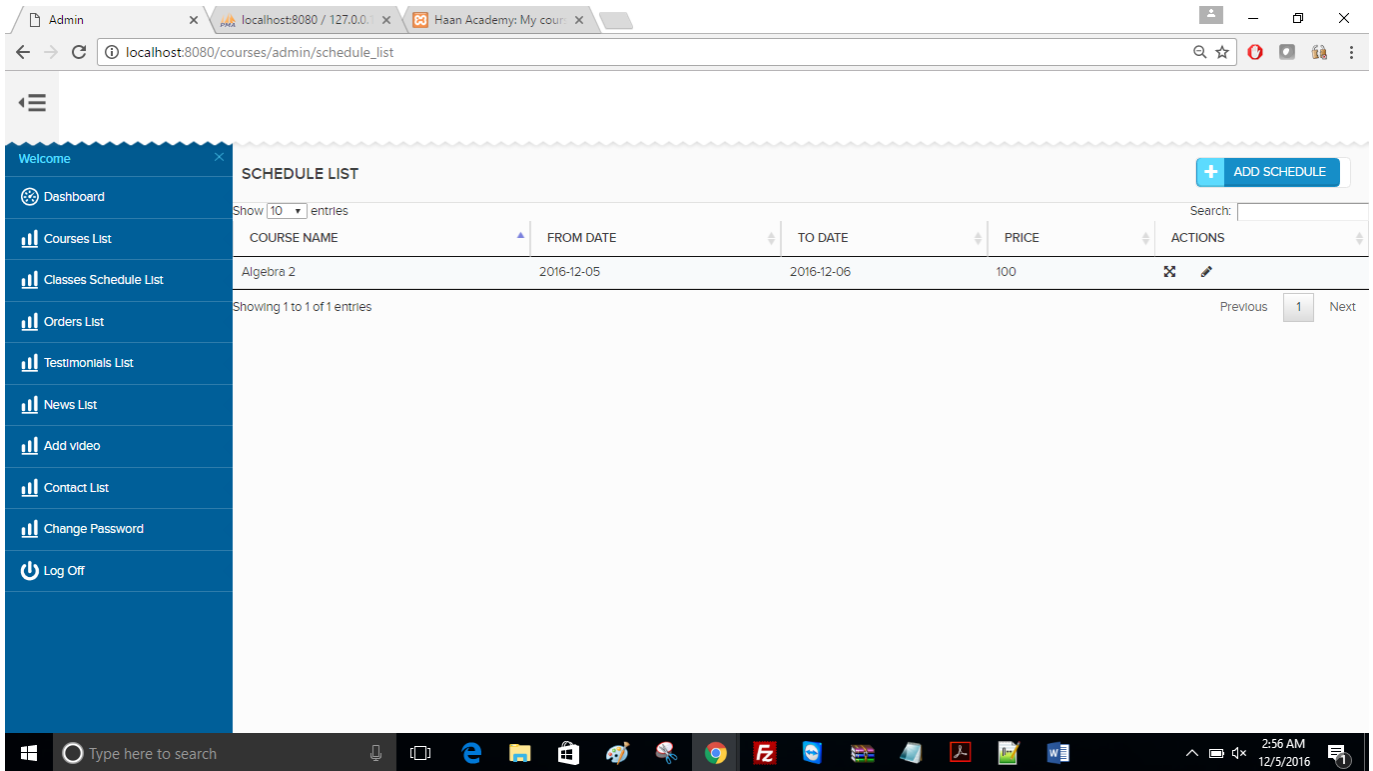


Figure: Admin Page

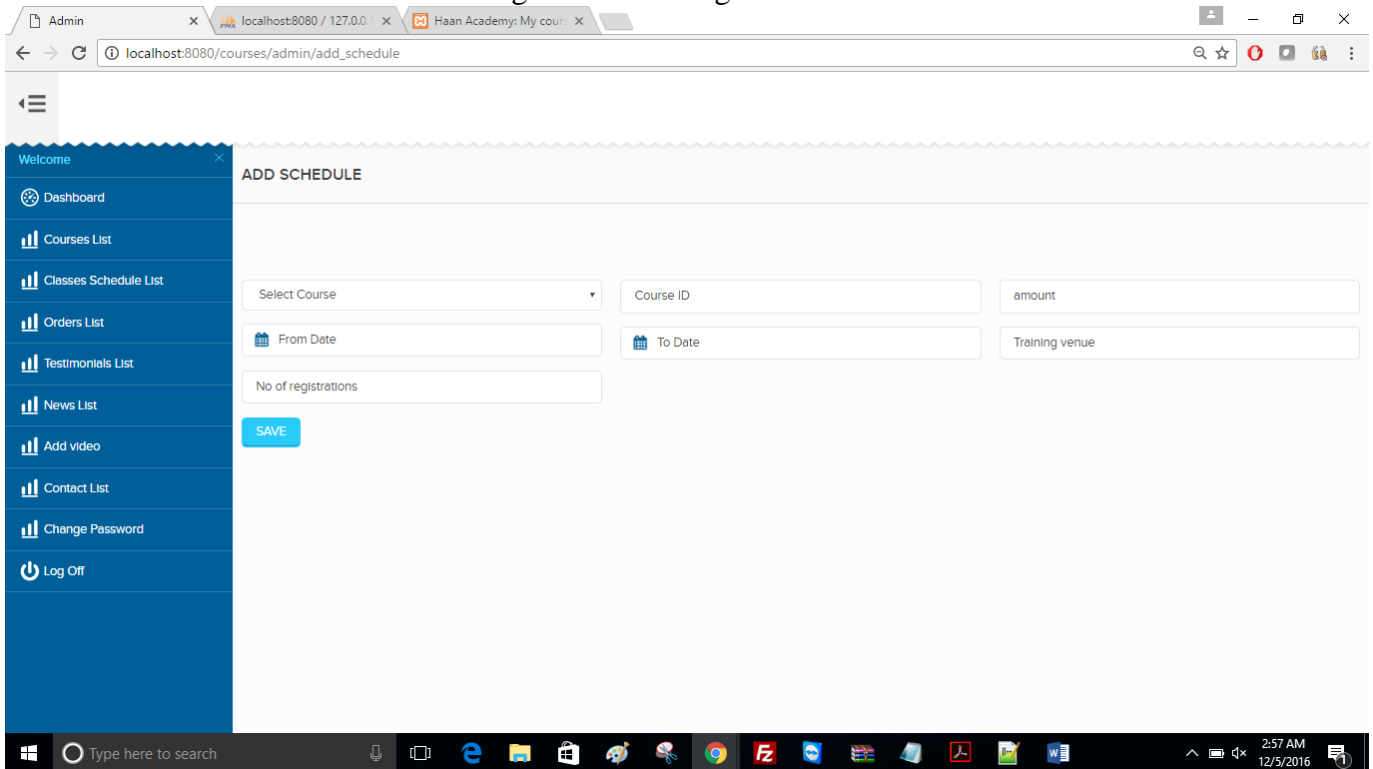


Figure: Admin Add Schedule Page

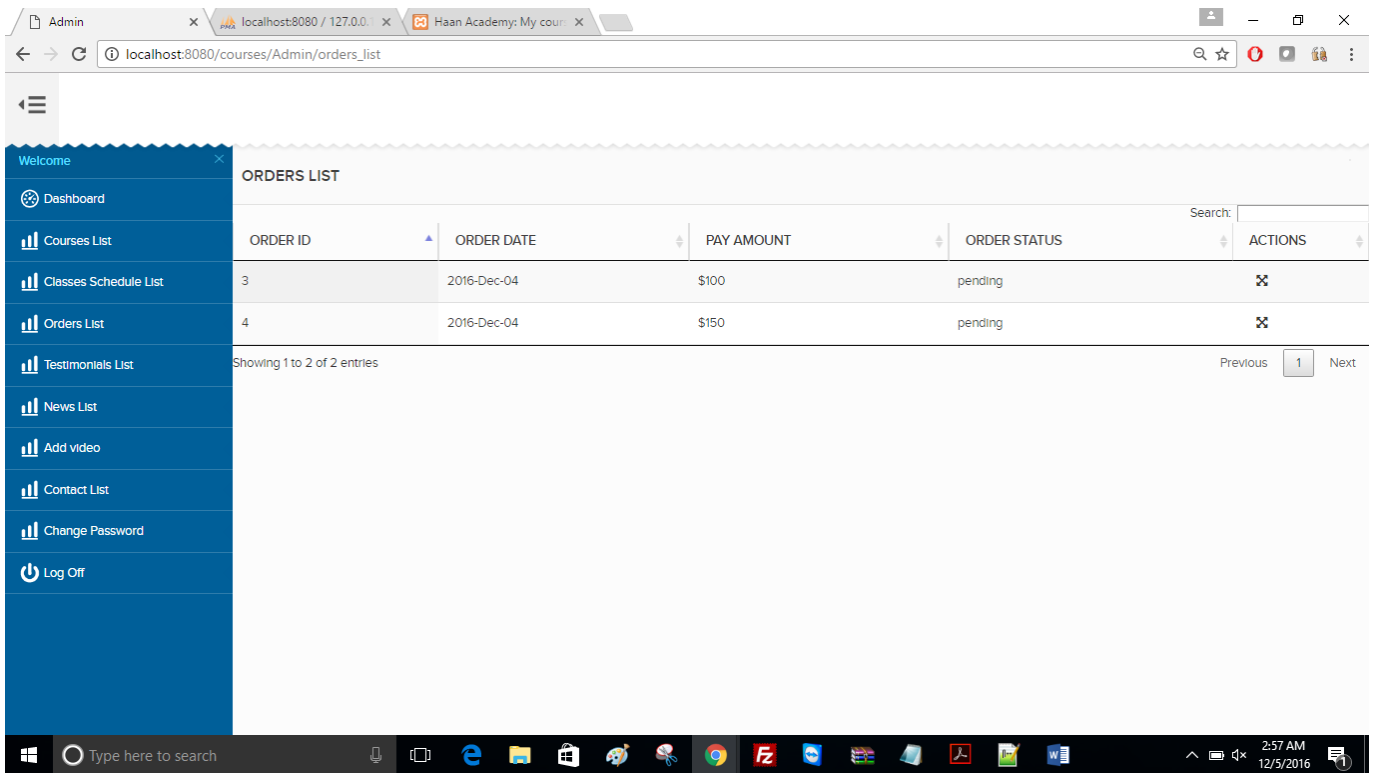


Figure: Admin Orders List Page

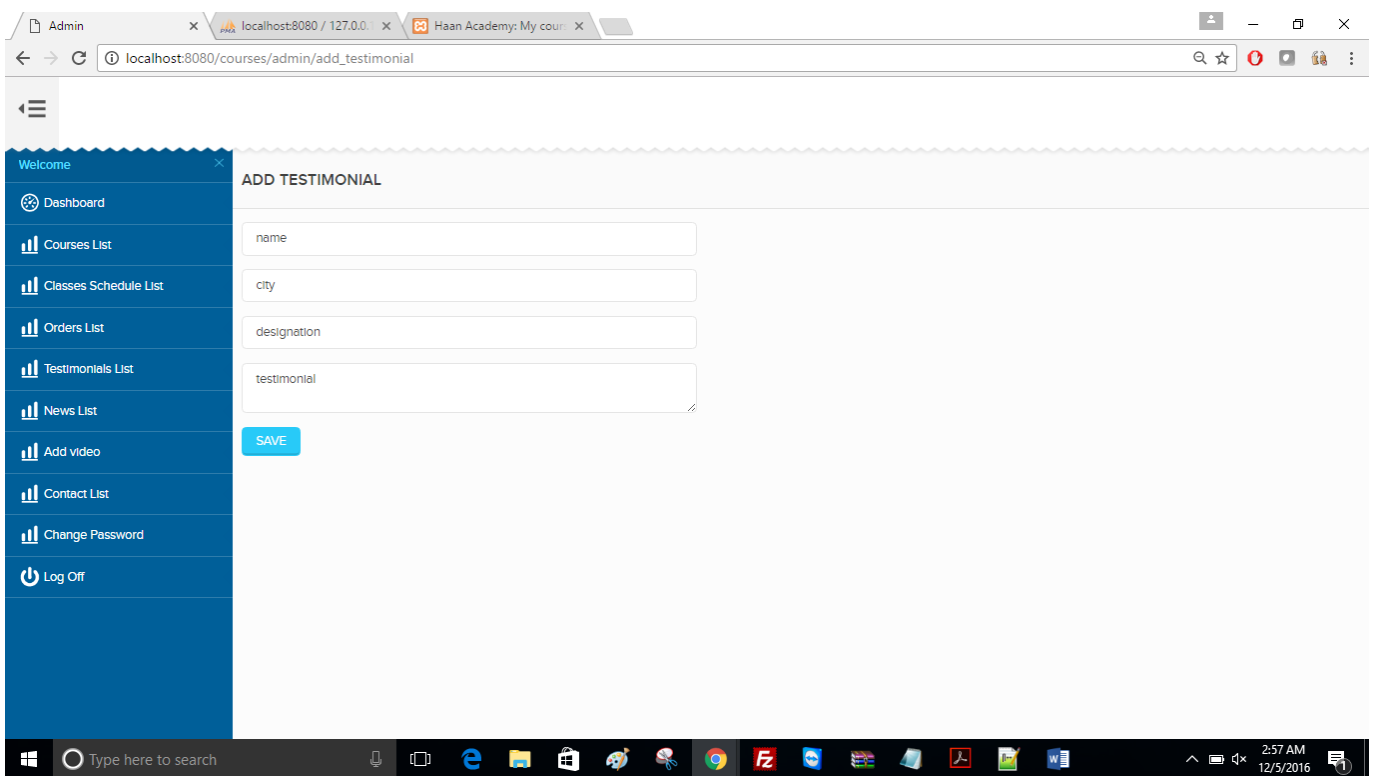


Figure: Admin Add Testimonial Page

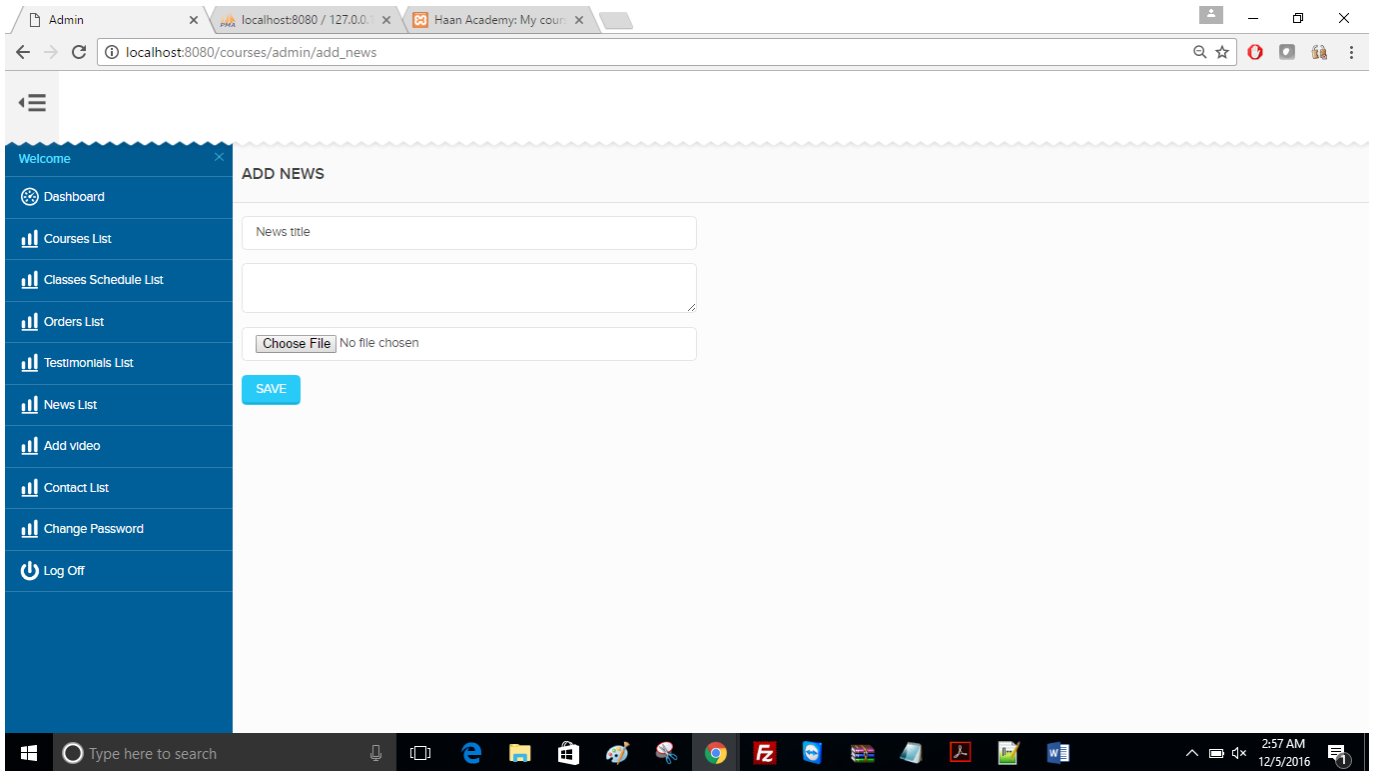


Figure: Admin Add News Page

Video Add Page:

Admin can change the home page video through this page. In this page, two options are provided to setup a video in to the home page. Two options are: YouTube and video.

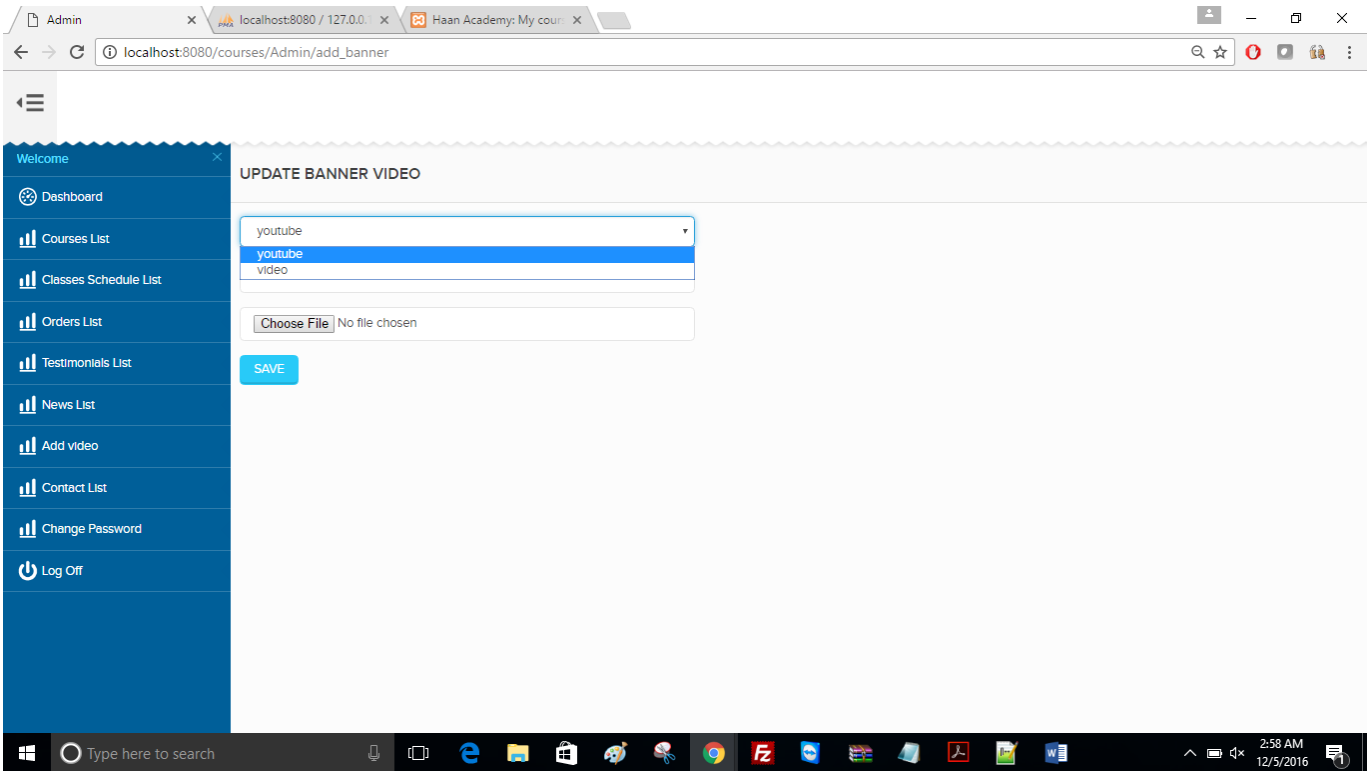


Figure: Admin Video Add Page

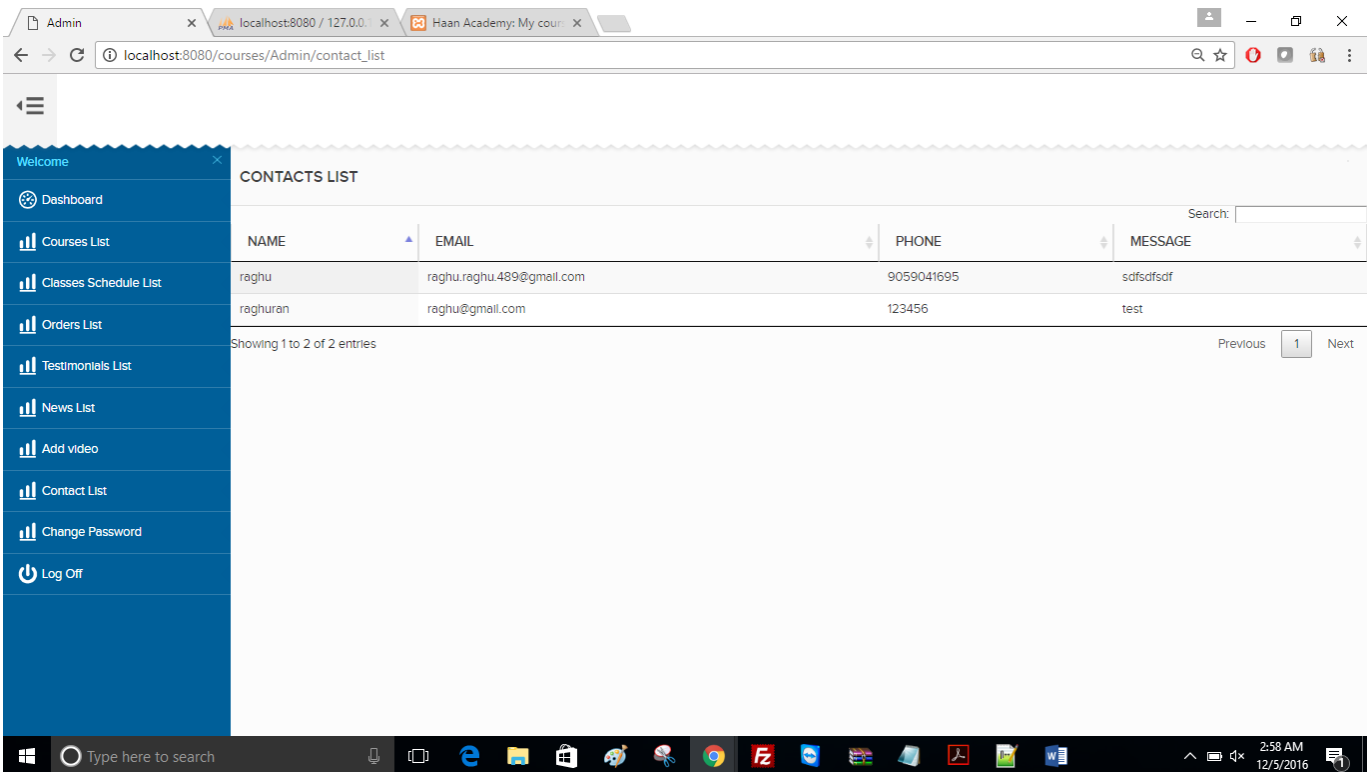


Figure: Contact List Page

MySQL Database:

All the tables were created in the database and those tables will reflect in the admin page. By default, one admin user can be created while creating database. All details which are entered by admin and user will be reflected in the database.

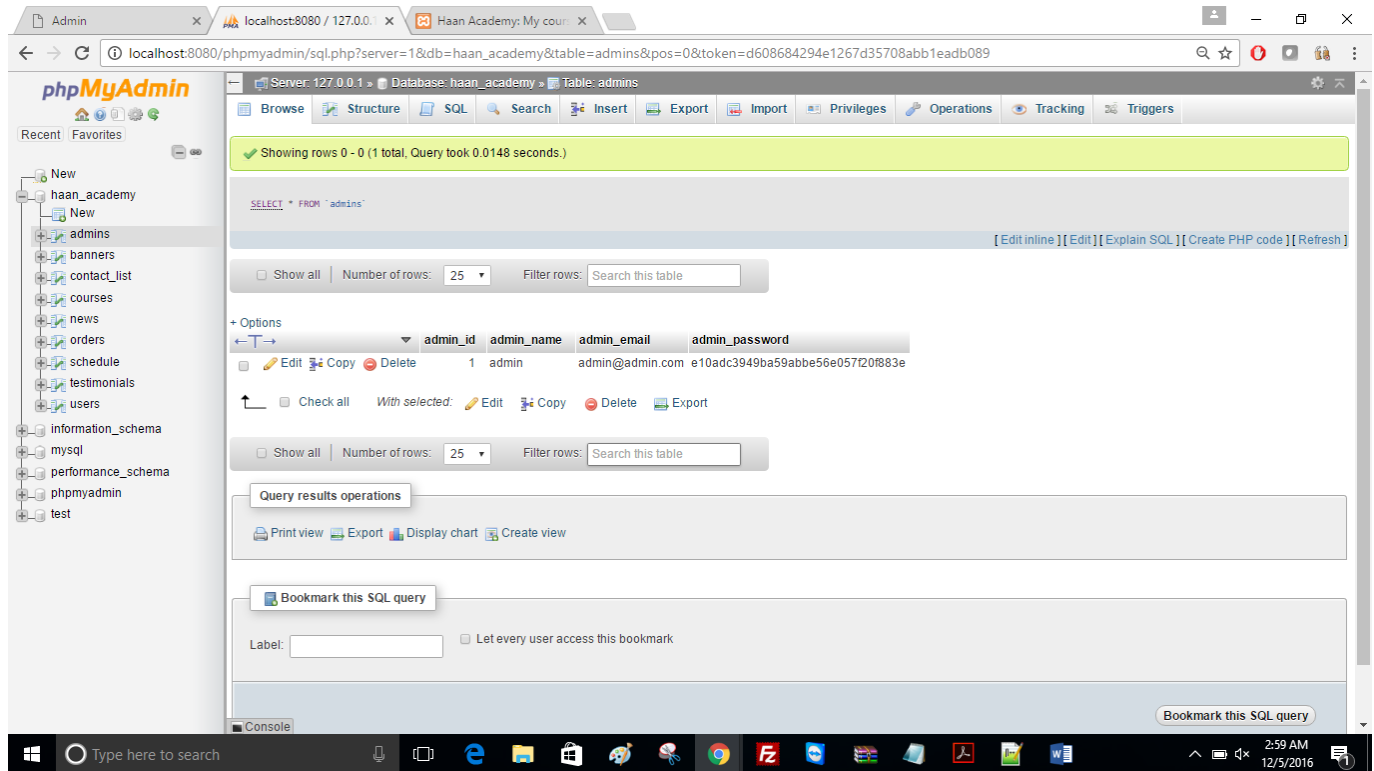


Figure: Database Tables Page

2.3 Interactions with other Projects (if Any)

This project does not have any interactions with any other projects.

2.4 Interactions with other Applications

This Portal does have interactions with an existing Han Academy course management portal, where we can register the courses from the sales management portal.

2.5 Capabilities

All the information like user profile data, user credentials, Available courses, Course schedule are saved into backend database. The data is dynamically retrieved and updated based on the user activities. The site accepts only the registered user to enroll in the courses. The registered users can able to view and manage their registered courses.

2.6 Risk Assessment and Management

The main risk of the project is to communication with the stakeholders to gather the requirements.

- Schedule risk: Project schedule may skip and release may bleed.
- Budget risk: Inappropriate budget estimation.
- Operational Risks: Insufficient resources.
- No proper training.

3 Project Requirements

3.1 Identification of Requirements

<http://localhost:8080/Courses> is the website URL for this project which redirects to display the Han Academy homepage and it consists of Han academy related video and News feeds. Mainly, two types of login opportunities i.e. new user and existing user, admin/supervisor are key users to update website maintenance. It is developed by following requirements:

- Han Academy website is developed by using PHP and MySQL, we are three members worked for this project shared equal amount of work.
- It consists of several tasks and subtasks; those are shared equally in group.
- Han Academy website supports all type of functions related to sales portal.
- It features, adding courses and register subjects for the students and parents can view the registered subjects. Parents can delete courses once registered.
- Admin can add news feeds regarding latest updates of latest news and announcements.

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

OAMP are the several actions, methods and specifications associated with operating, administrating, controlling, and managing this project.

- Operations: This explains the everyday actions of the design similar to everyday conference with in the group, escalations in work, connectivity and changes in group via electronic mails and conferences. Including check checklist, tickets methods, on call details for job.
- Administration: In management system, it explains actions similar to typical passwords, accessories and equipment connection. Timesheets, conferences, schedule and customer support.

- **Maintenance:** This consists of components and also design modifications in our project. Maintenance are possibly routine or maybe unscheduled. Maintaining of communication equipment and software system just like updating or modifying them to several types. Fixing problems in task and associated with excision of management facilities as a protection policy.
- **Provisioning:** Placing newer system, new support, setting up new equipment will come under provisioning of the job.

3.3 Security and Fraud Prevention

Security is the major issue for any project. In this Project, Parents/Administrator can be provided by username and password for entering into the sales portal. Users can enter into website by comparing the end user name and password of Administrator and Parents log on Webpages respectively. All the passwords are encrypted in 'Message Digest algorithm 5' in the database. It fetches info from database as soon as user attempts to sign on. Whenever user forgets password and attempt to sign on, it redirects to error web page.

3.4 Release and Transition Plan

Time Management:

Project Start Date: 08/31/2016

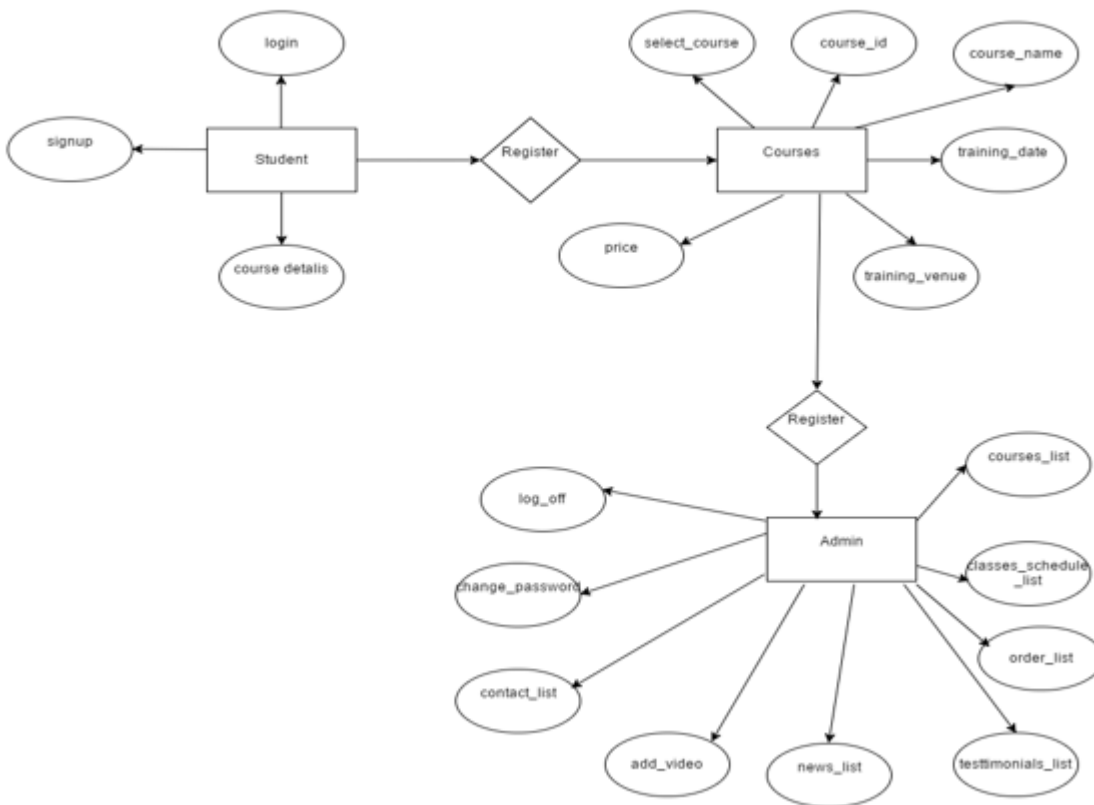
- **First seminar presentation: 09/21/2016**
Particulars on abstract and even Specifications are highlighted
- **Second seminar: 10/24/2016**
Suggestions of design and developments of project are discussed
- **Final seminar: 12/05/2016**
Concluding execution and project release is planned on this day

4 Project Design Description:

This sales portal was designed based on the following ER diagram, Use case diagram, UML diagram and sequence diagrams:

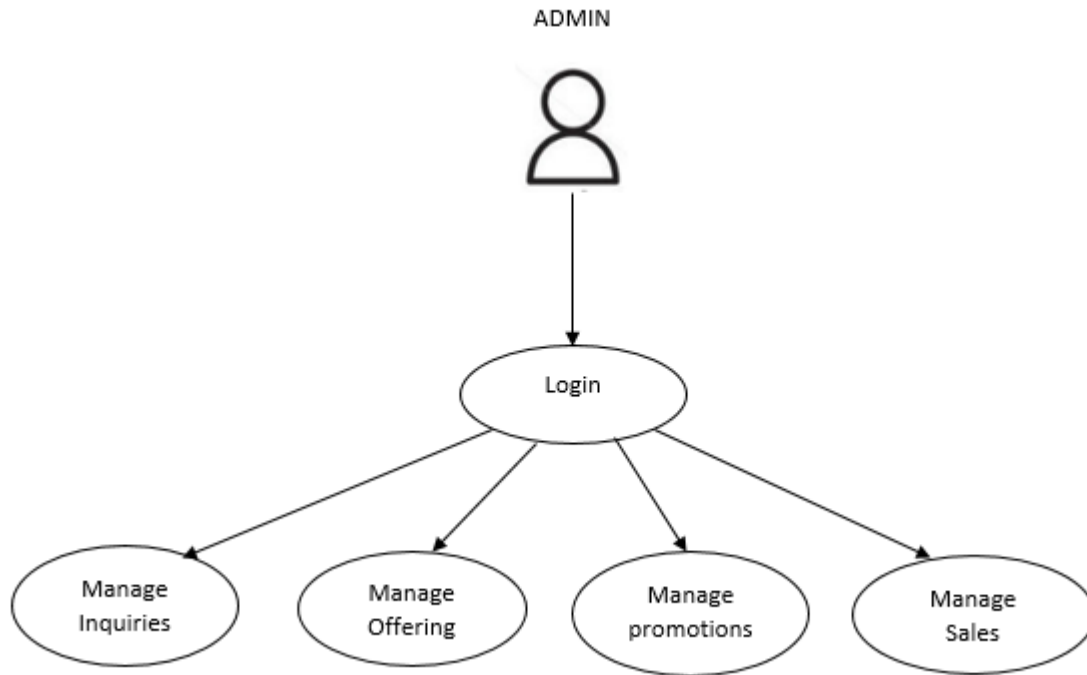
ER Diagram:

The admin has all the privileges to manage the site, right from the user management to cancelling the enrolled courses. Where the parent's privileges are limited to register, manage and view newly added courses.

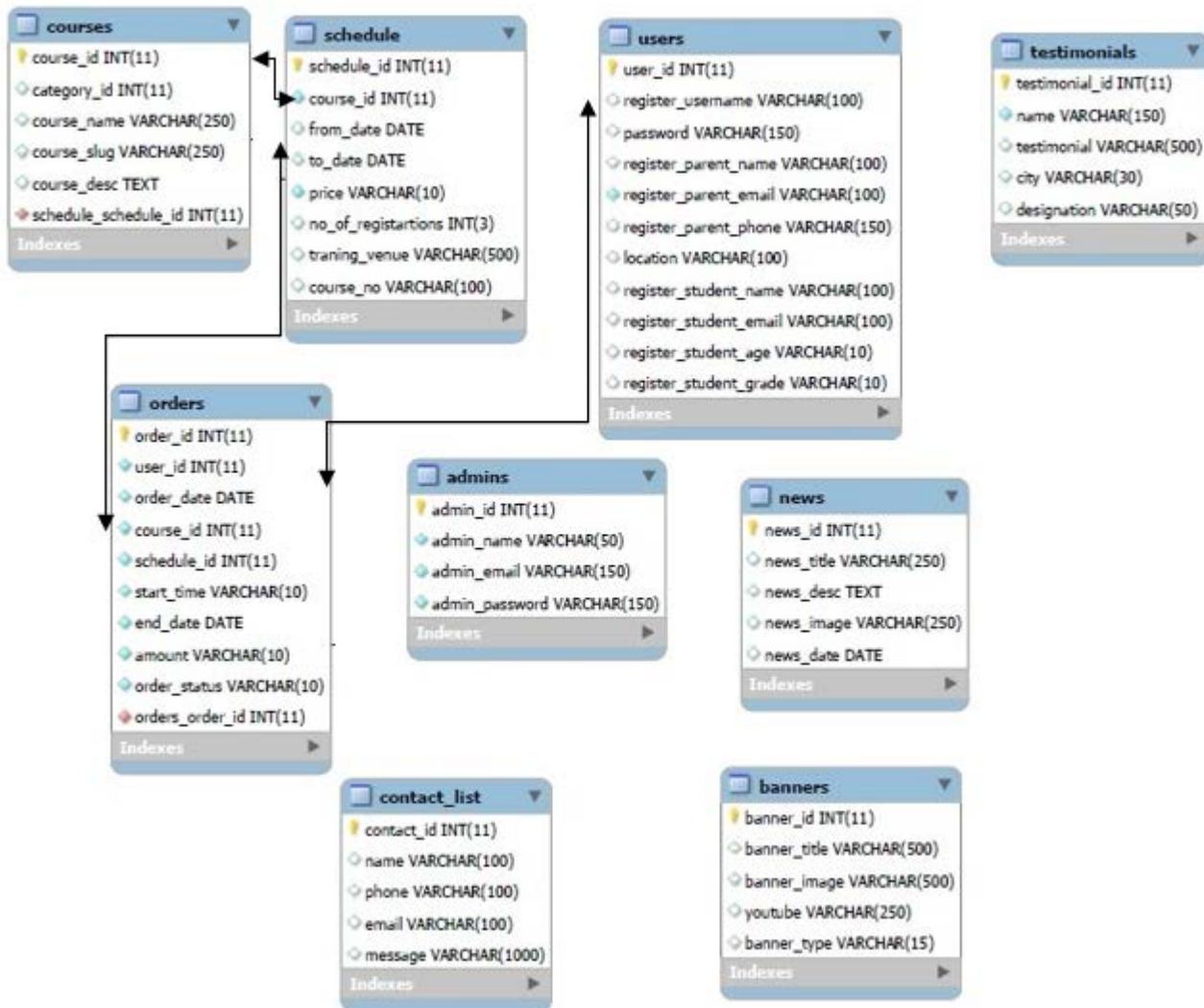


Use Case Diagram:

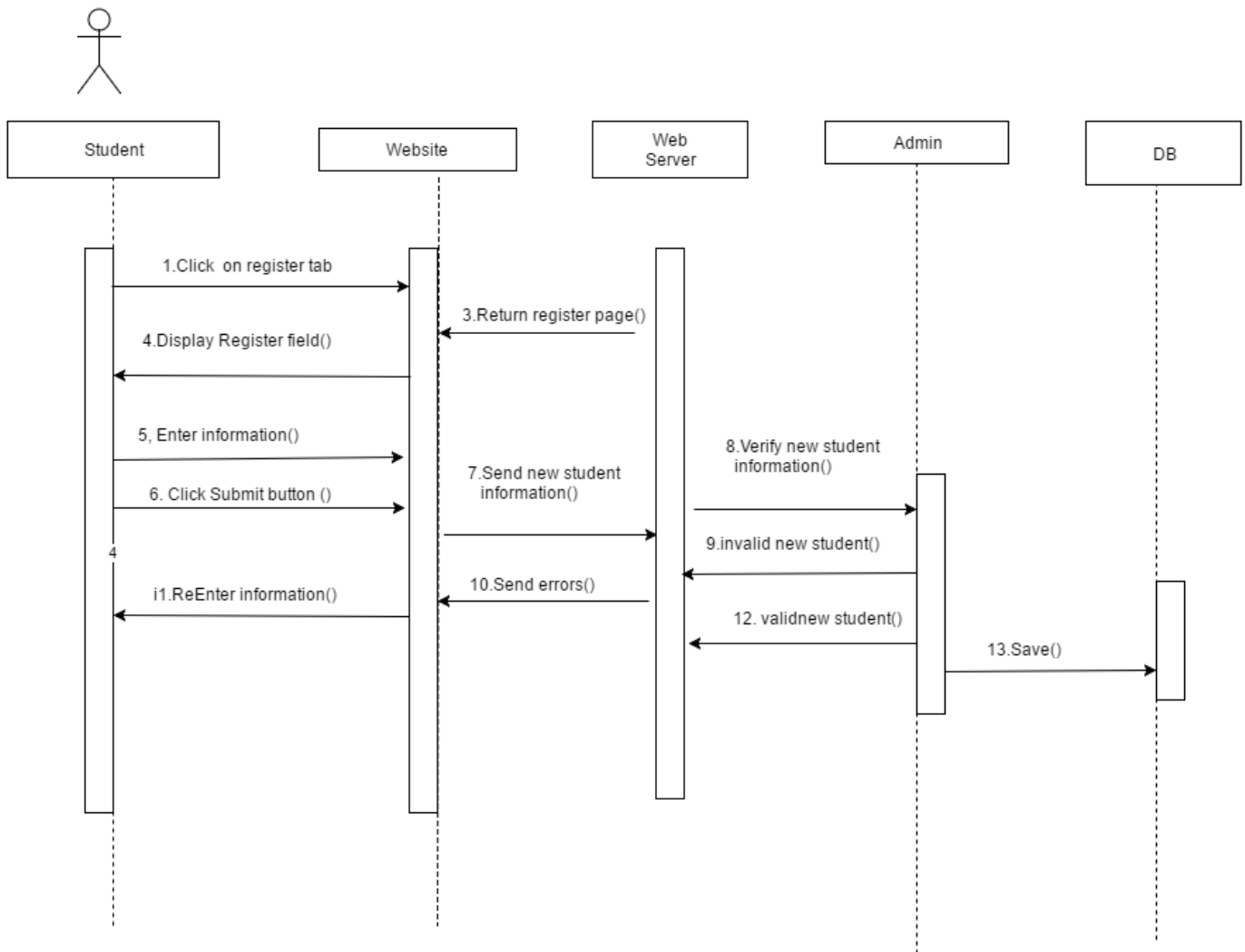
Admin user will have all the privileges within the sales portal. Once admin logs into the portal, admin can be able to manage the Inquires about the courses, offering listed in the portal, manage promotions and sales.



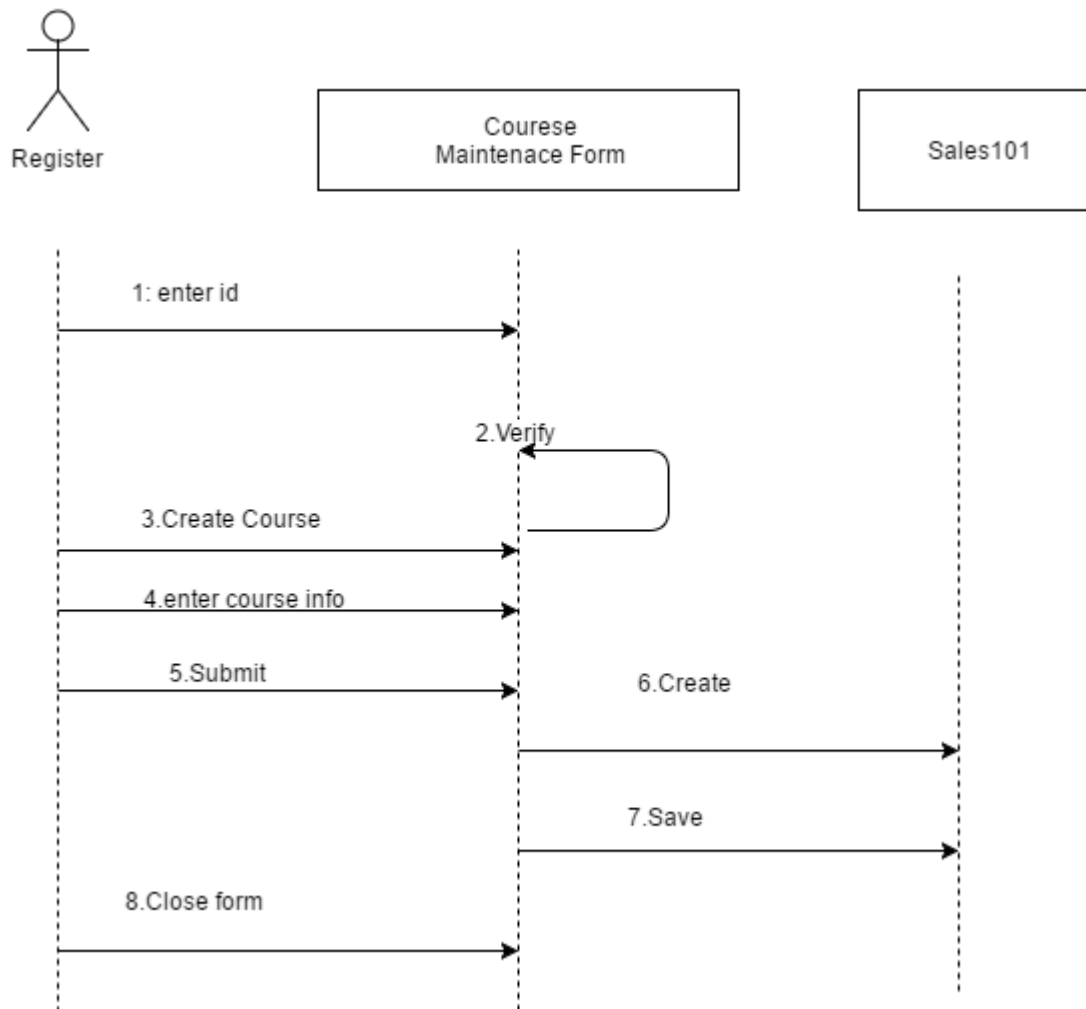
UML Diagram:



Sequence Diagram Parent:



Sequence Diagram Admin:



5 Design Units Impacts

Any future changes in requirements for this project doesn't affect the current architecture and functionality.

5.1.1 Functional Area

Below are the functional areas which are handled by our project team:

- Scope of the project
- Team Communication
- Quality of the project

- Project Deliverables
- Timelines of the project

5.1.2 Requirements

The following Important Functional Areas are covered during our project:

- Login Functionality
- Administrative permissions
- Adding or registering multiple courses
- Updating latest news and testimonials

6 Open Issues

All the Open Issues were resolved.

7 Acknowledgements

It has been an outstanding opportunity to gain lots of experience in real period undertakings, followed by the vision of how to truly design and examine real projects. For that we desire to thank all the people who made it probable for students like us. Distinct cheers to the graduation Undertaking Constituent for the efforts they did to furnish us with all functional data and making the trail clear for the students to apply all the education eras in real-time undertaking design and analysis. We would like to express our most profound gratitude to our graduation undertaking supervisor Prof. X. Tang for her patience and guidance alongside the semester. Moreover, it is our obligation to thank all the assessing group associates for their kind discussions and encouragement.

8 References

- <https://www.codeigniter.com/>
- <https://www.apachefriends.org/download.html>
- <https://moodle.org/>