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# Sales Management Portal

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## **ABSTRACT**

This project is aimed to design a sales portal where student/guardian enter the perspective student information into pipeline by keeping logs of contacts and activities, opportunities, and proposals, and eventually availabilities of seats. The portal enables management to oversee works and track progresses, and in the meantime to interact with and provide guidance to recruit students timely.

This portal has a responsive design so it will adjust to diverse resolutions, making it easy for student/guardian to navigate the portal on their own devices. Eventually guardians/students are allowed to enter the perspective student information and can have the opportunity to choose the respective courses provided in their course portal. This portal is for the non- profit organization where any student/guardian can enroll for the course they are intent to take with specified charges.

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## ***1 Project Description***

HAN Academy Naperville has its own learning management portal where students can access the course after registration in a course.

Course registrations are provided through a Google Forms. Google forms registration data are saved in a simple excel sheet file. Maintaining Excel sheet and get updated registration details is difficult for administrator. Administrator needs to access Google form data from Google server through Google account.

The sales management portal allows parents to buy courses for their students. The parent and guardians of the students can select any specific course which is available in school portal to find out detailed information, the portal will log inquires and contact information. Then it should be very easy for parents to select the courses and register the courses they can also fill out all required details and complete the process on just a few clicks.

### ***1.1 Competitive Information***

In this Sales Portal, parents can register for the future or present classes for their children. This portal is user friendly and more sophisticated than the google forms. This web site is to deliver an efficient portal with low cost so this portal is made of the open source software tools and makes it efficient portal.

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

This portal is built on open source technology as an existing sales management portal so therefore it will be easier to integrate in the future. In this portal parents can register their children in a course and if in case parent doesn't like course can drop out at their end any time. This project can lead with single sign in capabilities in the portal

### ***1.3 Future Enhancements***

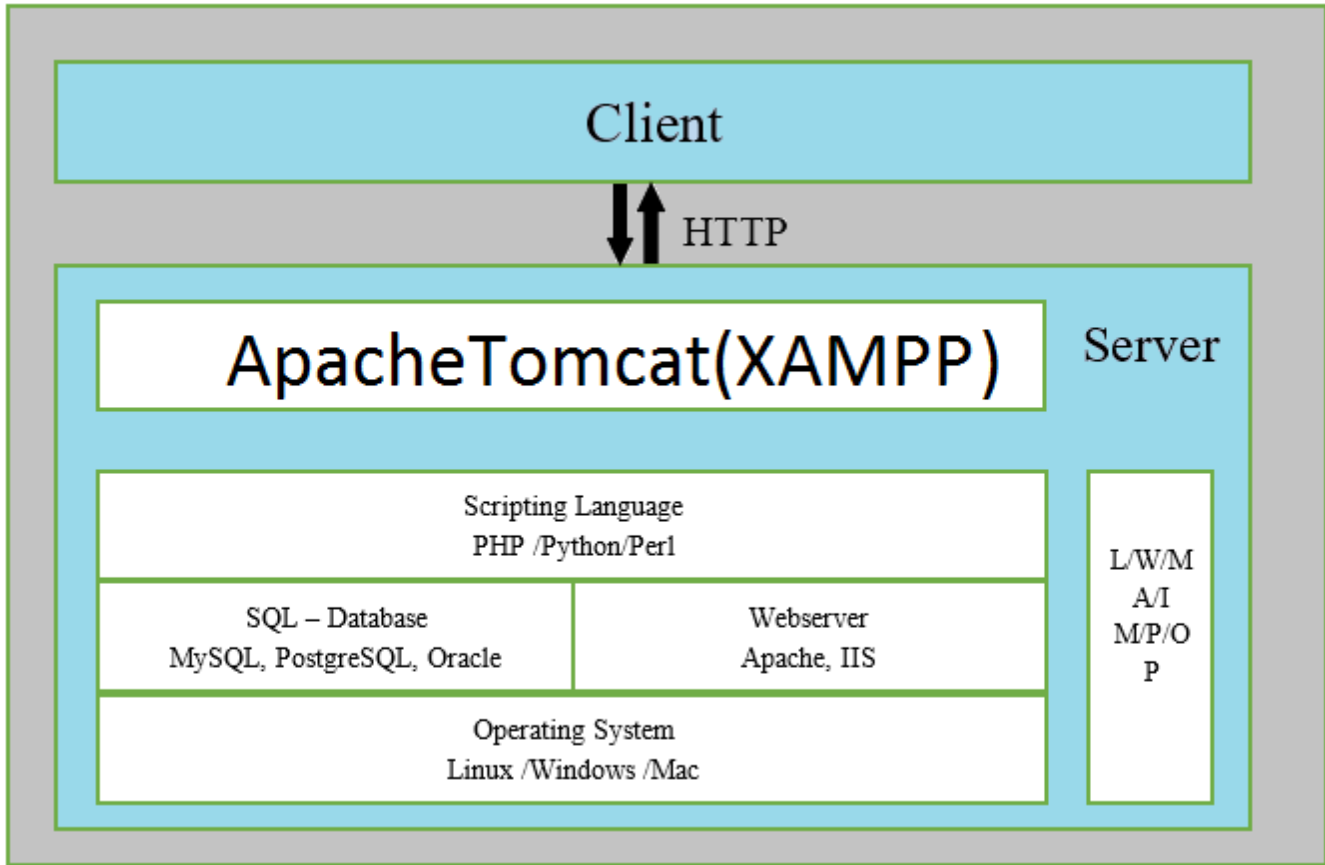
In future, we can provide a mobile app on Android and Apple platform which makes more users friendly and easy to reach at any time and Single login page where there would be an automatic linkage to course management system

## ***2 Project Technical Description***

### ***2.1 Application Architecture***

An XAMPP tool is used for this project. XAMPP is a free and open source cross-platform web server developed by **Apache Friends**. XAMPP stands for **Cross-Platform (X), Apache (A), MySQL (M), PHP (P) and Perl (P)**. which is easy to install Apache distribution containing Maria DB, PHP, and Perl. The XAMPP open source package has been set up to be incredibly easy to install and to use.

In this scenario where we develop a system administrator 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.



**Figure 1 Application Architecture**

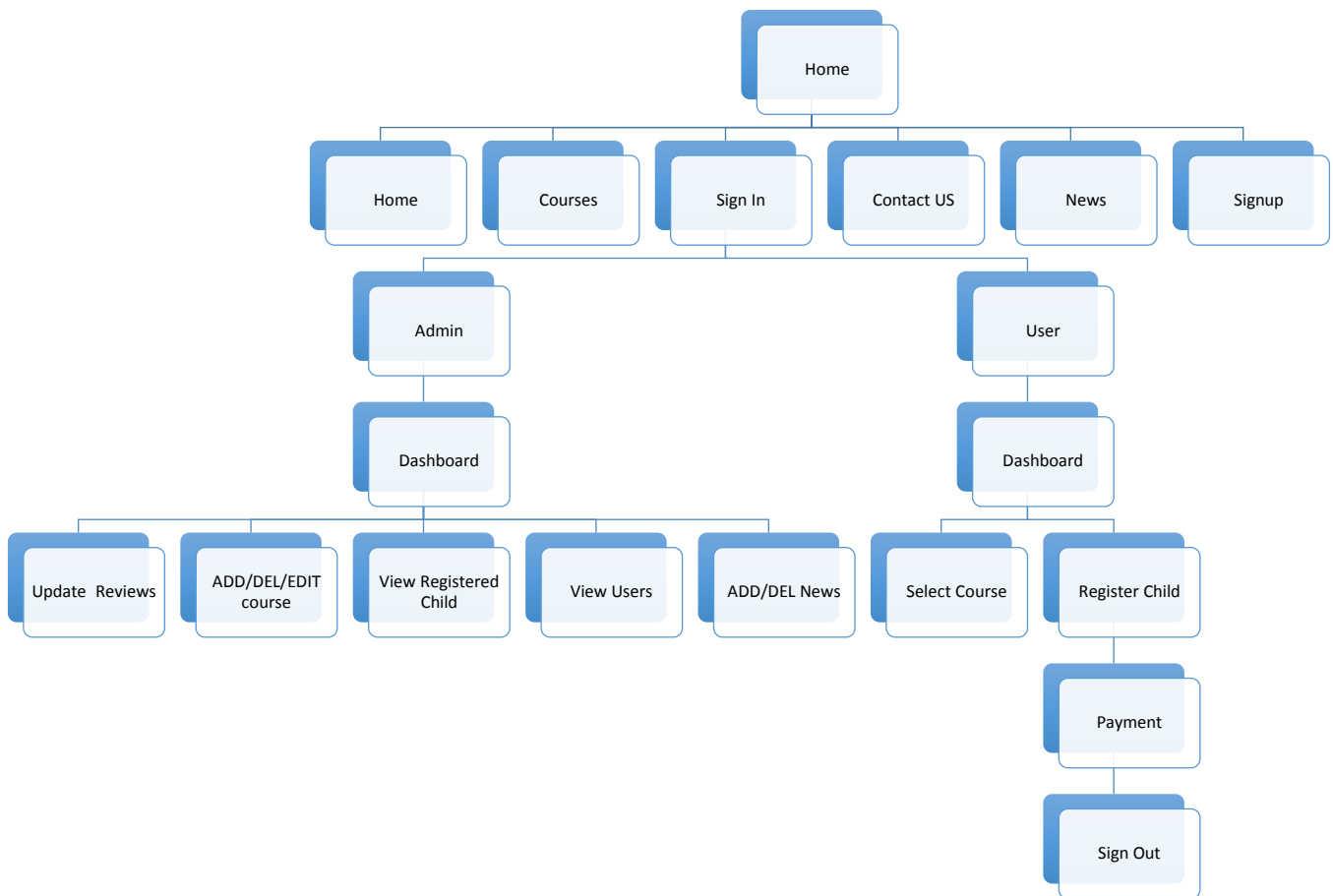
## **2.2 Application Information flows**

Parents can visit the site to register their children in a course, where they can view different courses and their complete schedule and details. Parent need to register him/her self to register their children in a course. Parents can register their child in one or multiple course.

If parent wants to drop the course for any reason they have choice to drop the course at their end.

Following is a basic structure for sales portal.

**Figure 2 Application Structure**



**2.3 Interactions with other Projects (if Any)**

The system is not interacted with any other system.

## **2.4 Capabilities**

A portal where parents can visit the portal and view the course and their details and register children in a course or in multiple courses. This portal also provides parents to drop their children from any course at any time. parents can register the courses for their respective children.

Administrator can add, update, and delete news on regular basis. Administrator has an ability to see the registered students list and drop out students list. Administrator can also add/edit/delete course and subject details from administrator panel. Activation and deactivation courses can also be done in administrator panel

It is simple and attractive user interface which contains all the required features to attract the user and creates a good user experience. Like latest news about courses, events, and picture presentation. Administrator panel is easy to use and with all the functions and reports in it, and with the secured credentials

## **2.5 Risk Assessment and Management**

The given platform is new to the development team so it takes a time curve to work accordingly. As it is a non-profit organization the cost of the portal should be affordable where the open source is the suitable for the system. Higher priced tools may not be affordable. Project must be completed in time which is a major risk factor



### 3 Project Requirements

Sl.No	Requirements
1	The portal should have Parental login
2	Parent must log in in to their account to do the sale
3	Parent should have the authority to sign up their children
4	Parent should be able to navigate the portal easily
5	User interface should be simple and attractive
6	Parent should be able to edit the children information
7	Parent should add/delete the child information on their account
8	An open source tool is should be used to build the portal in budget
9	Create an efficient data base
10	Relation between the tables should be easy to have the better result
11	Select the course for more than one kid respectively
12	All the courses that are selected should appear in my cart of the parental account
13	Creating the data base using MySQL
14	Import the data base file in to the XAMPP tool.
15	Run the MySQL and Apache tomcat server in XAMPP
16	There should be available courses online to select
17	Entering the courses there should be course details including the cost
18	Payment page must be secured and is confidential
19	Parents should contact to the administrator by the contact form by filling it and submit
20	Parents should add their reviews in the contact page that are sent for verification to administrator
21	Administrator should sign in on the same dashboard.
22	Administrator has the authorization to review the parental forms
23	Administrator should also add or delete or edit the courses
24	Administrator has the permission to update or reply or post the reviews of the parent that has sent
25	The backend system new course can be added/deleted
26	Administrator has the capability reviews the complaints of the parents
27	Administrator should have the list of the parental users
28	Administrator should activate and deactivate the parental users
29	Administrator should add latest news
30	Administrator should update the news
31	Administrator should activate/deactivate the news
32	Administrator should view the registered students in the course
33	Administrator edit/delete the registered students
34	Home page must contain all the advertise, latest news and testimonials
35	The parent has to make the payment by giving the credit/debit details
36	Credit/debit details is highly secured and no leakage of the information
37	Administrator should send the reply to the reviews to the parent
38	Parent should contact to the administrator by sending the message through contact us form.
39	Every data given by the parent is stored in cloud
40	The forms are more sophisticated than google forms.

## ***Project Installation***

We need three things to install

- XAMPP server
- Net beans

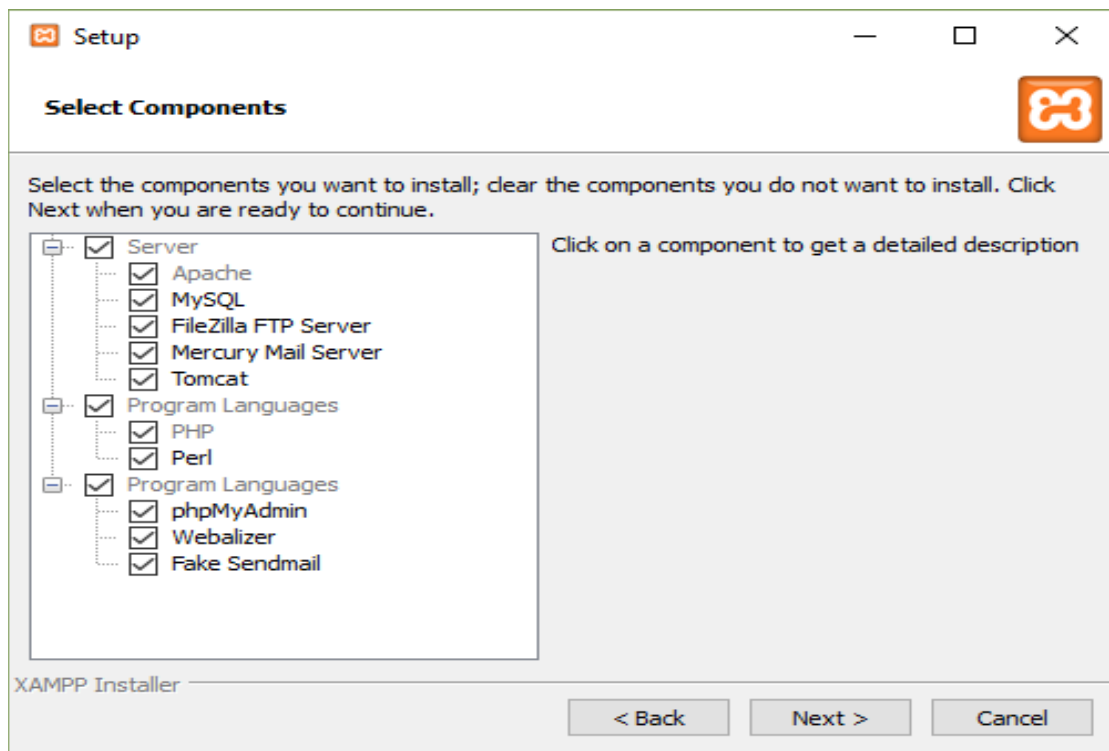
### ***Downloading XAMPP server***

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.

Run the installer after donloading it. And follow the steps.



**Figure 3 Component selection**

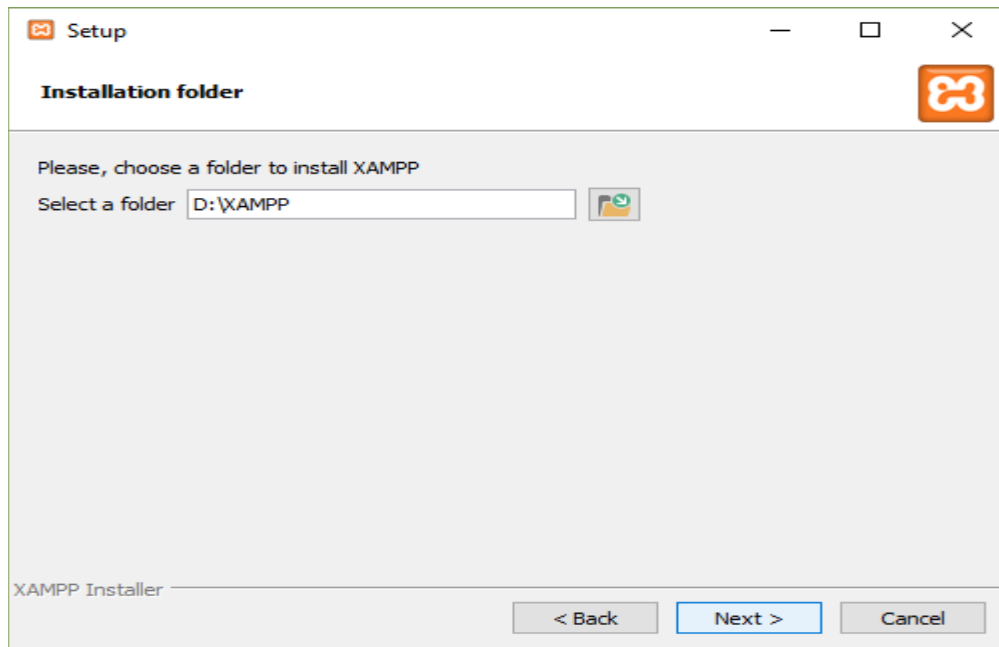


Figure 4 Path to install XAMPP server

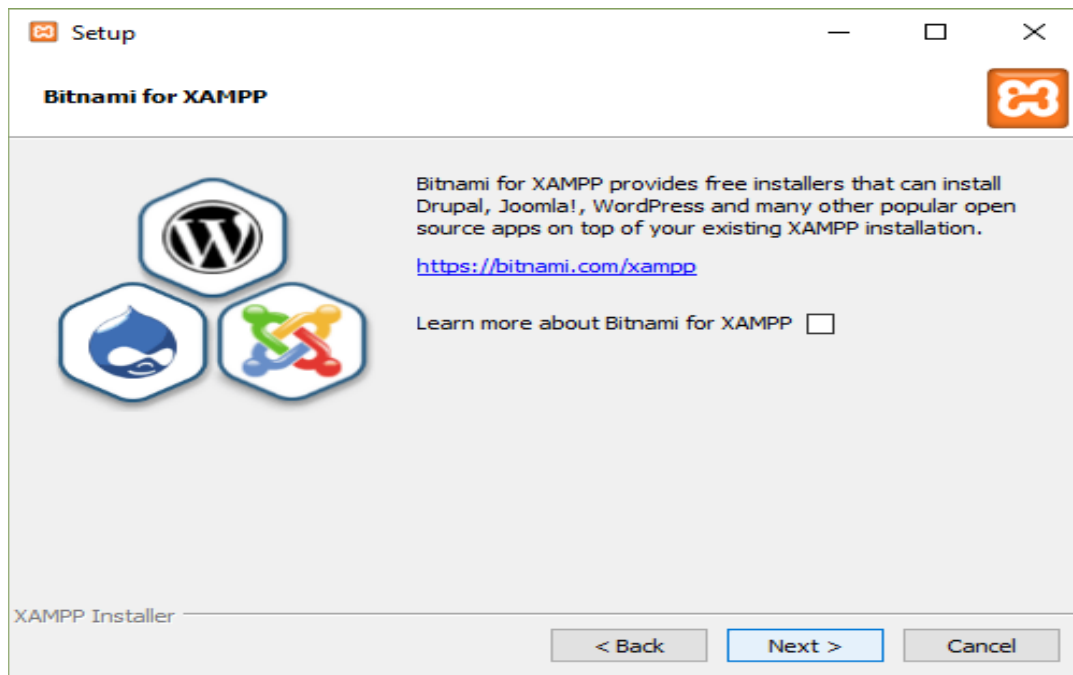


Figure 5 All configuration

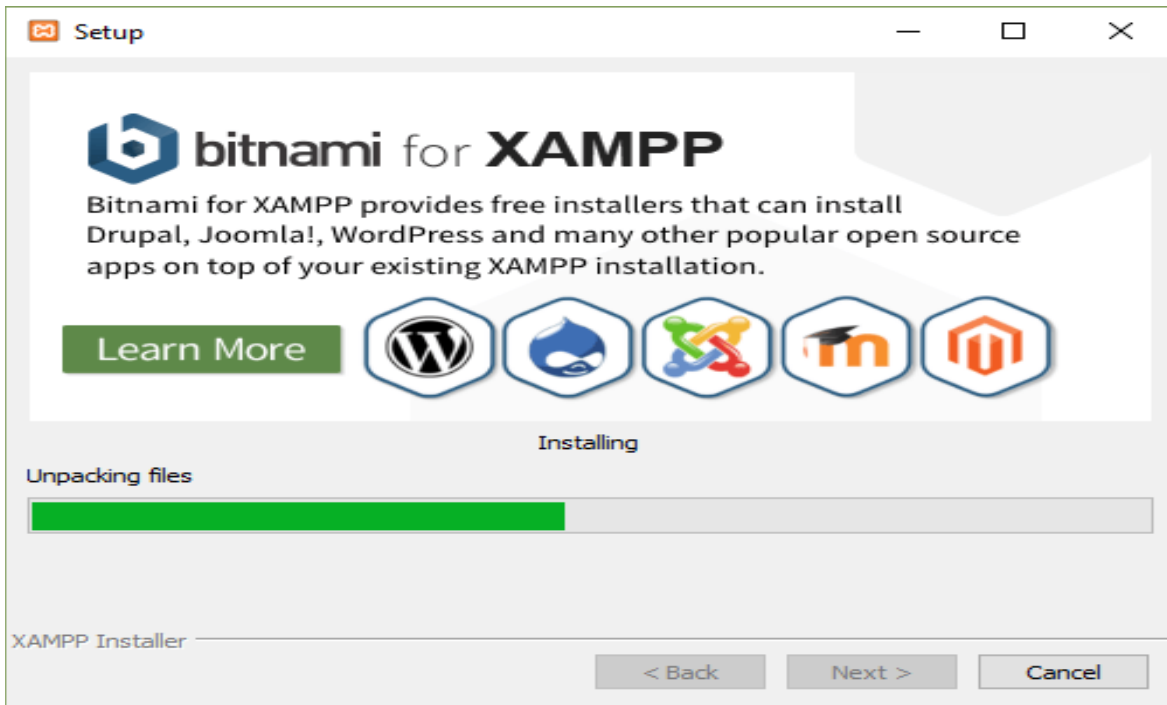


Figure 6 Installation is in progress

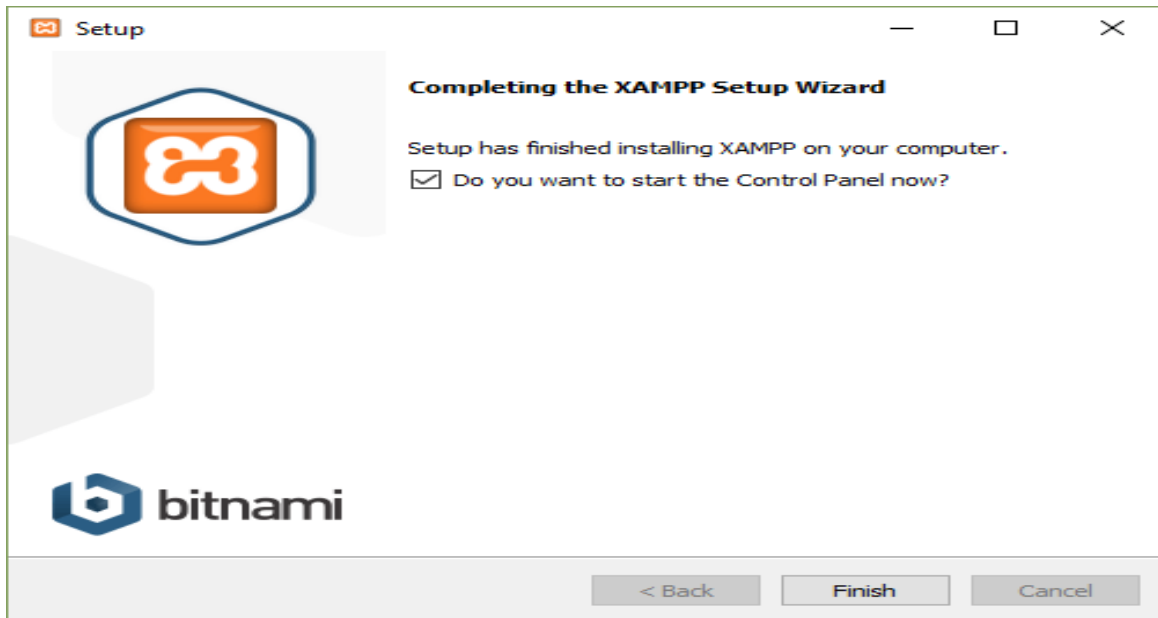


Figure 7 Completing the XAMPP installation

Click on finish it will start XAMPP control panel to start server and database services.

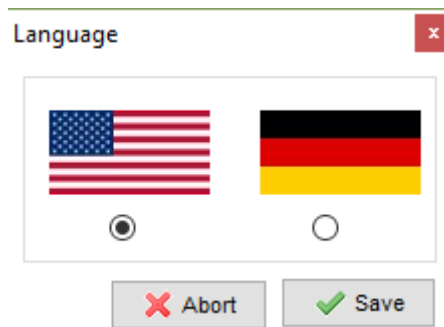


Figure 8 Control Panel language selection

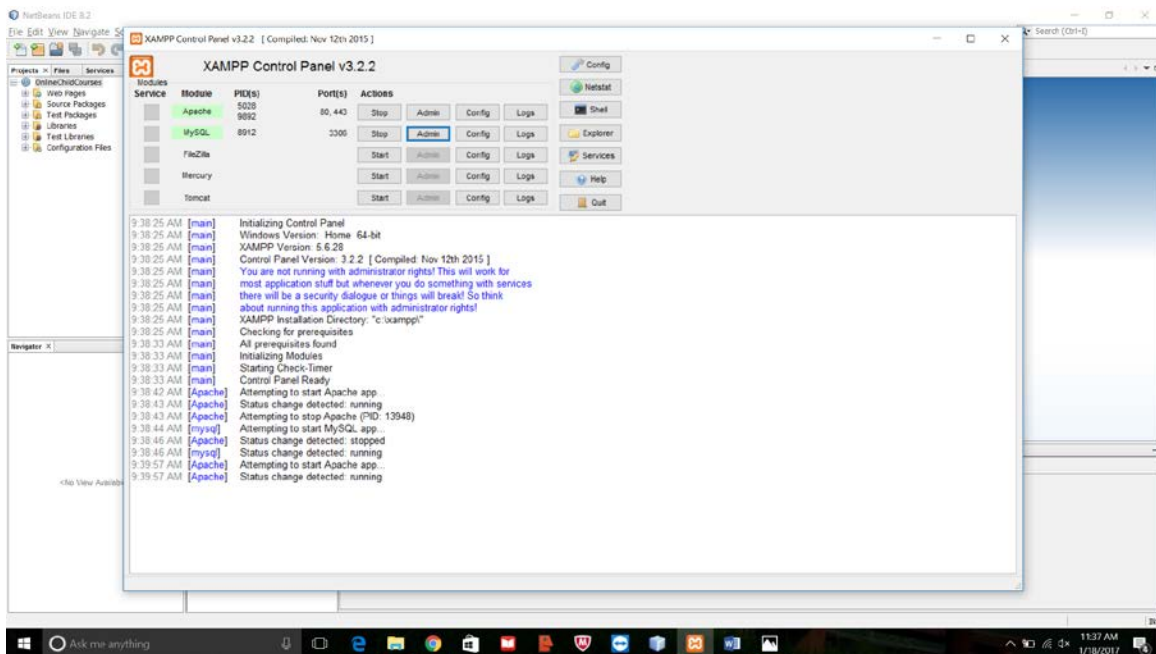


Figure 9 Starting Apache server and MYSQL

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/> will run the Apache server where you can access the database and configure the database.

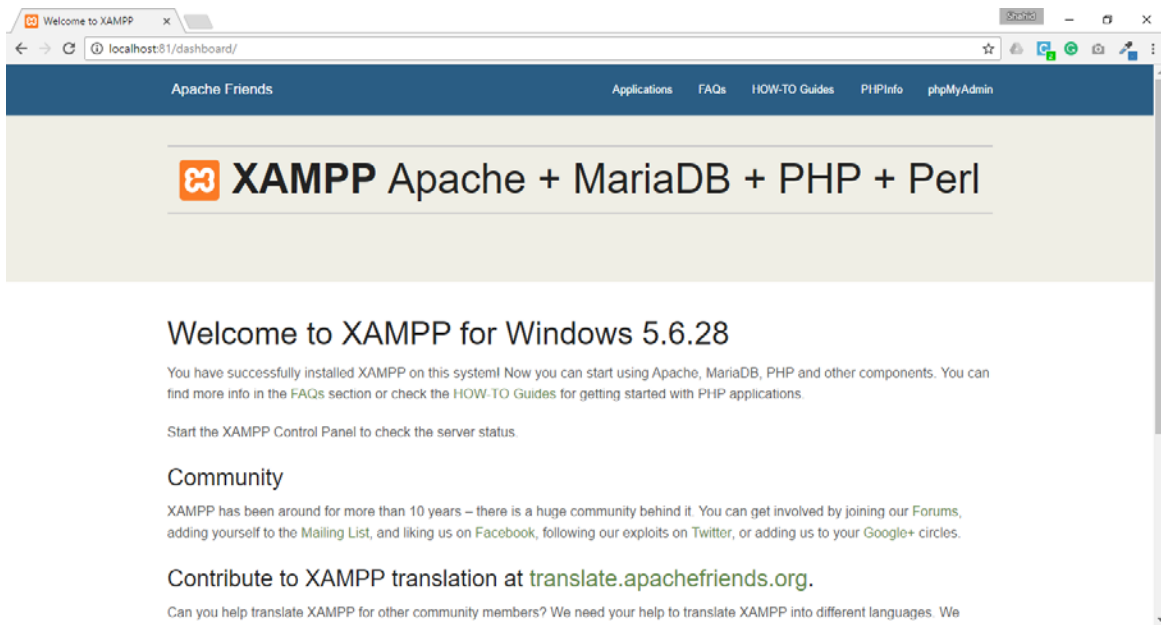


Figure 10 Apache Server Dashboard

Click on phpMyAdmin to access the database

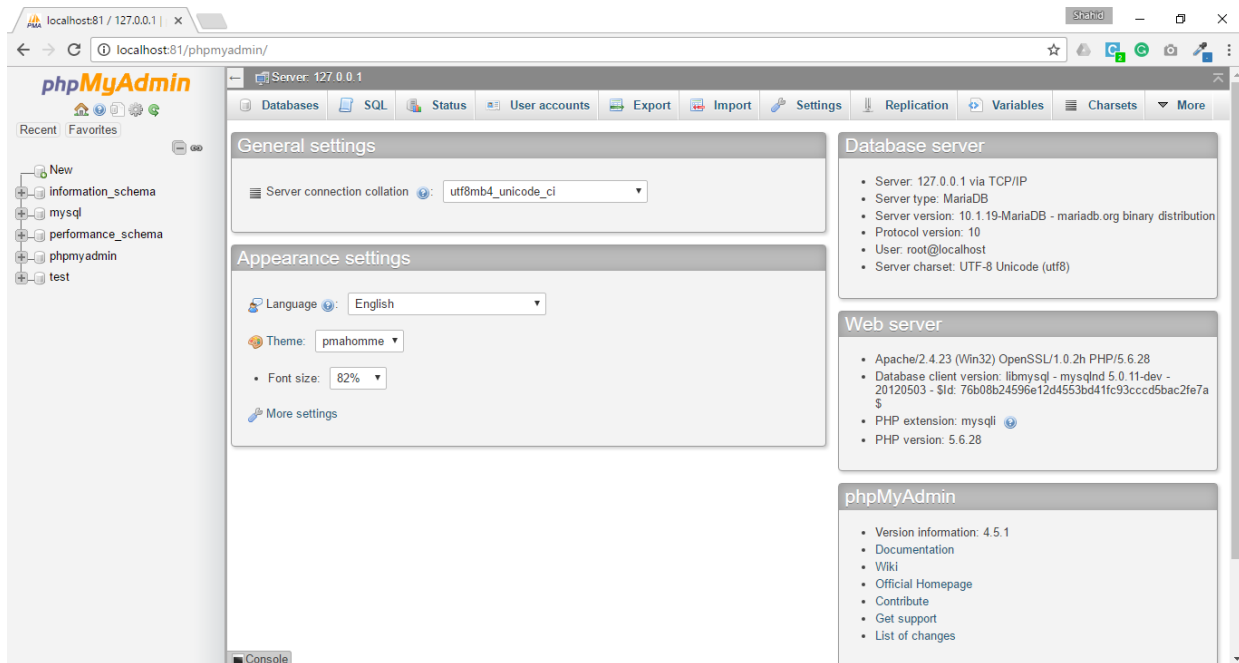


Figure 11 MYSQL Database

Go to “Databases” tab and create database. Enter database name and click on Create button.

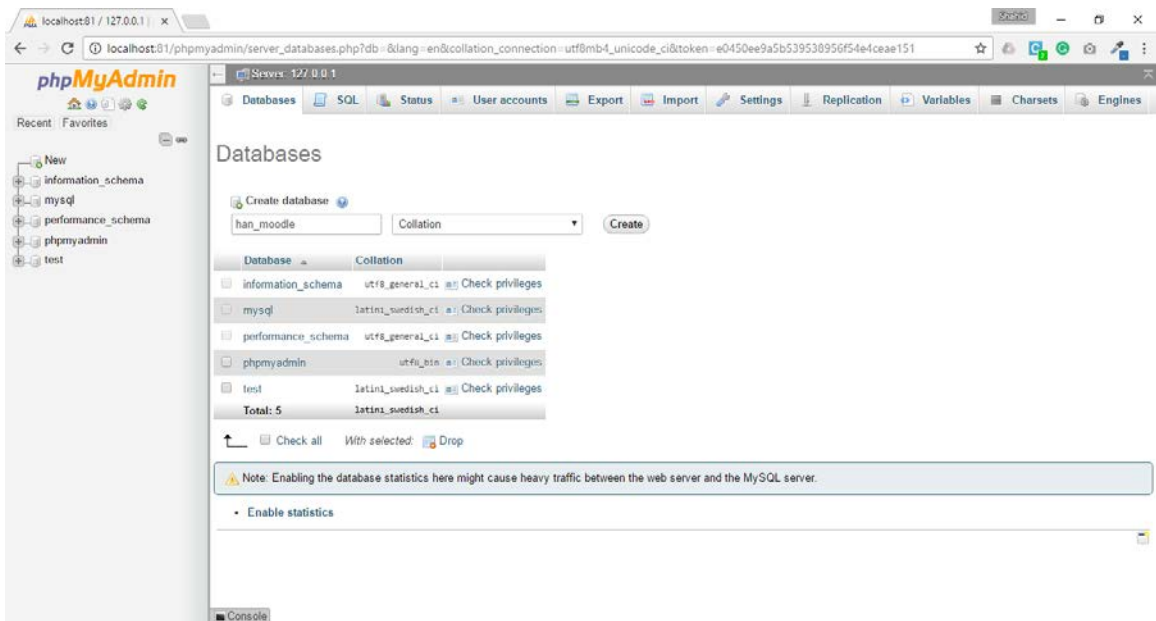


Figure 12 Creating Database

Configure database tables

Select your database and go to import, choose .sql file and click on Go

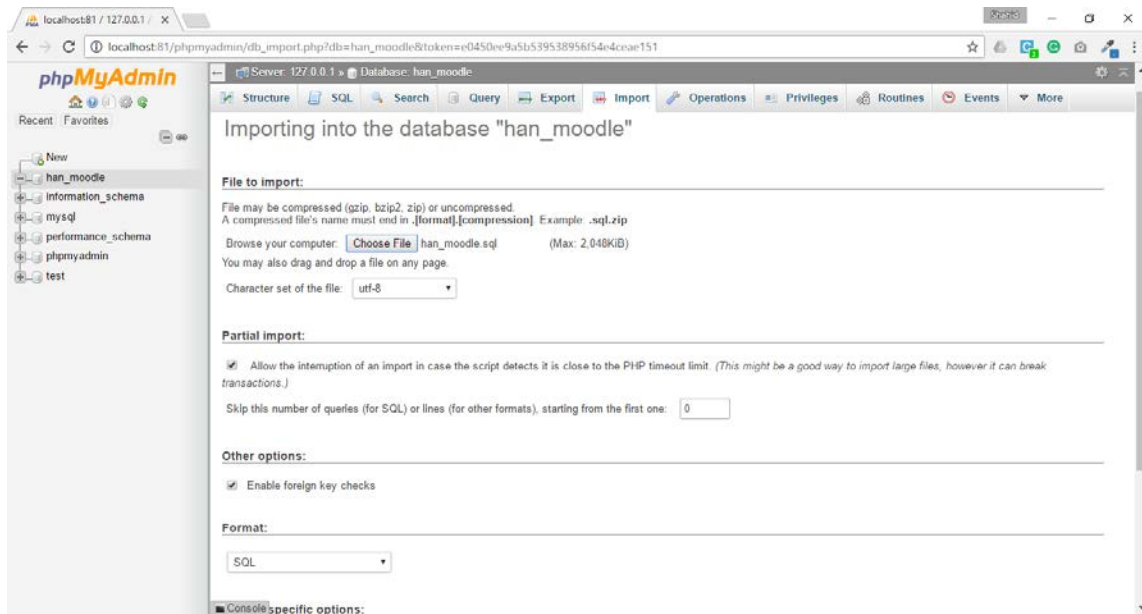
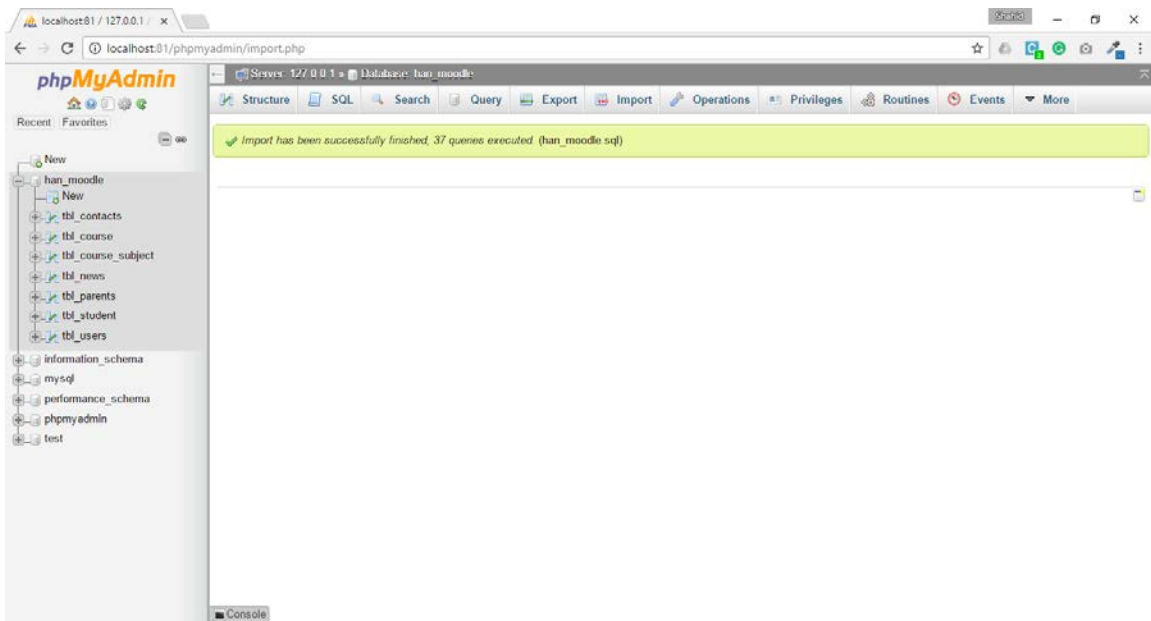


Figure 13 Importing database

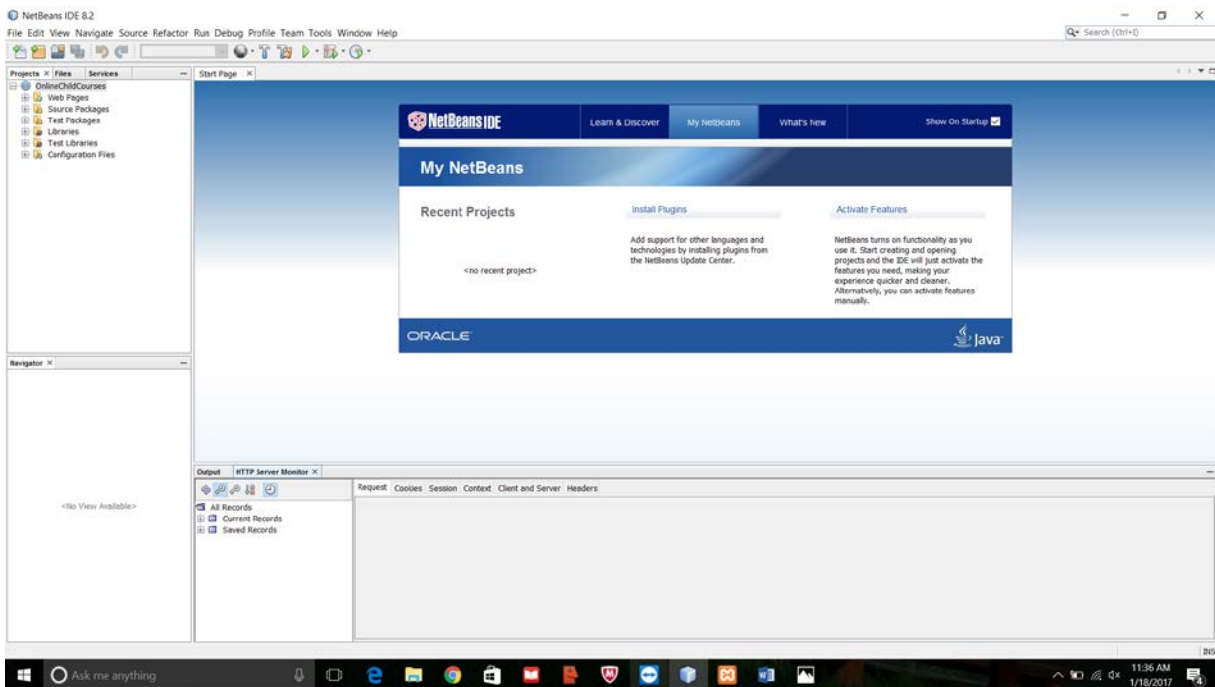
Database tables are imported successfully.



**Figure 14 Importing Database Success**

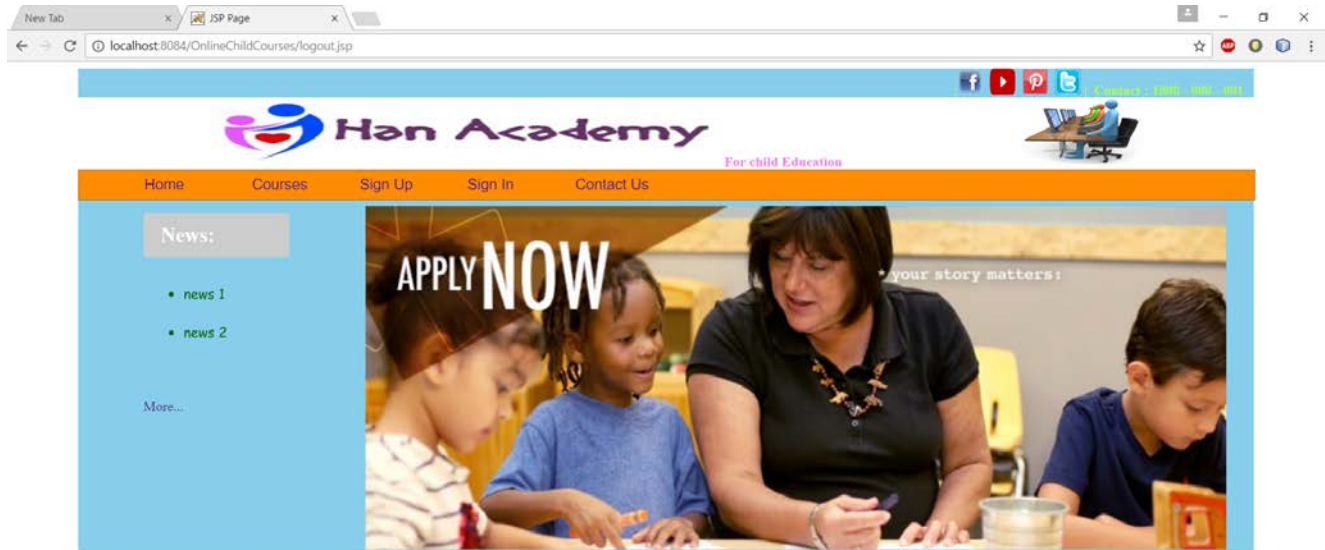
### Configuring the project

Just Copy all the project files in HAN-Grad folder to run it on apache server. HAN folder is a root directory for apache server. And Run project in the Net beans by importing files

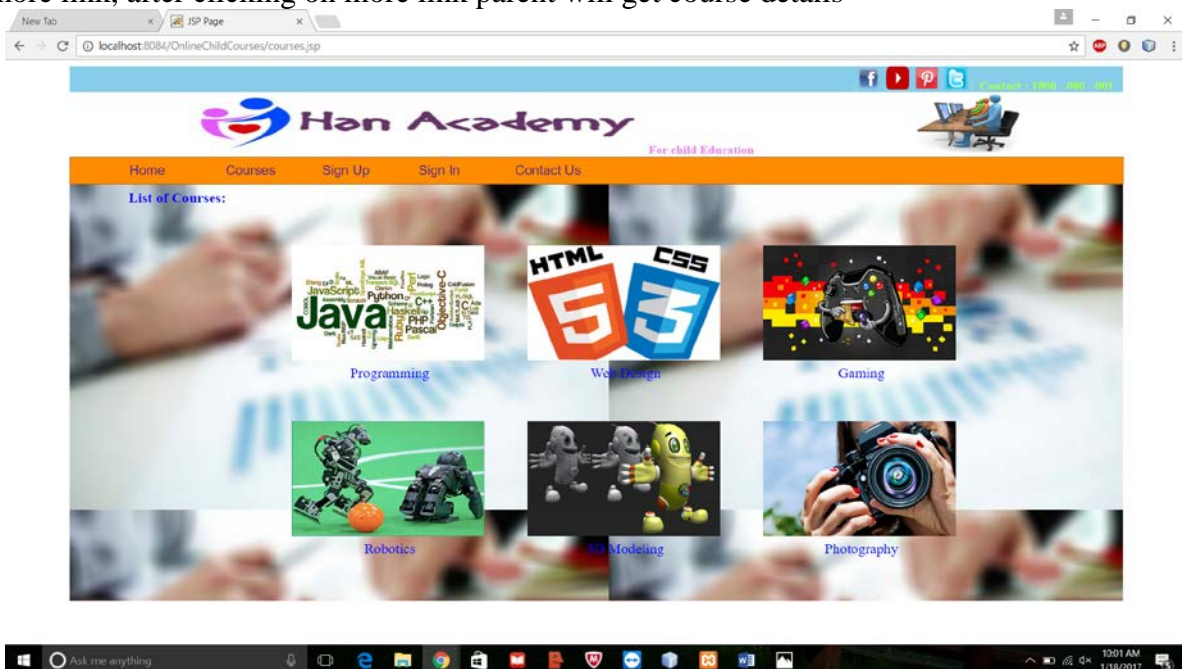




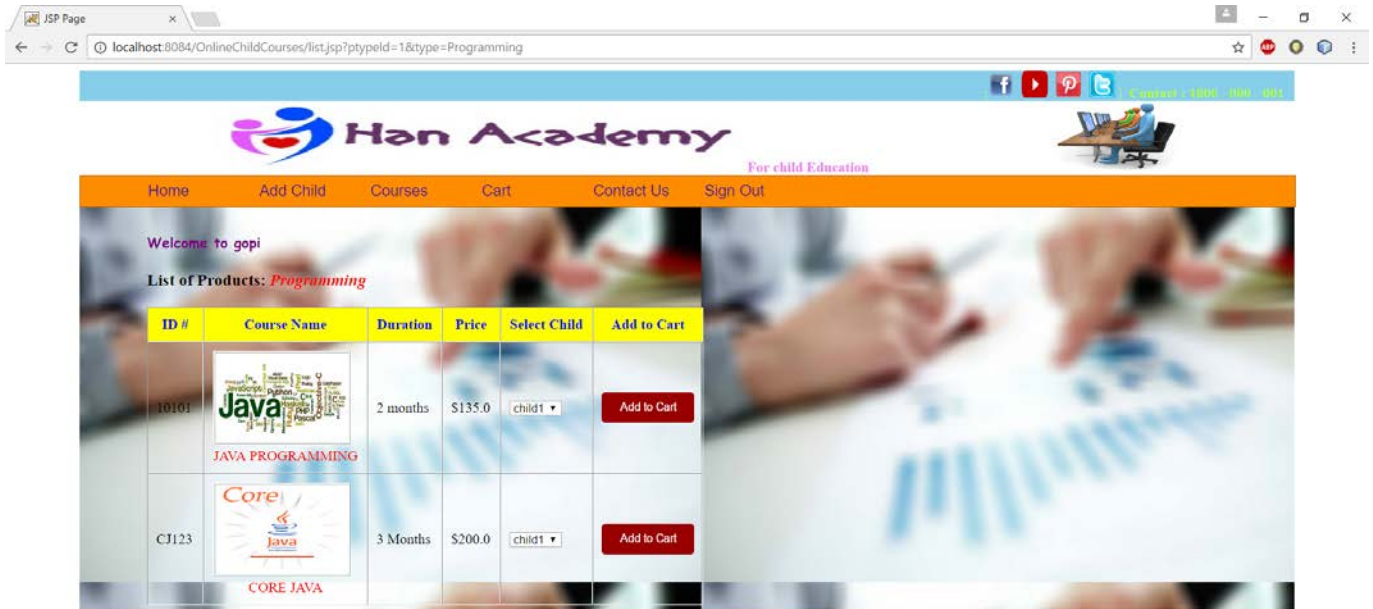
**Home page Description:** Home page consists of news updates and photos of the past events. News updates deals with the title of the event, event date, event description and deadline. Photos works on the past events in the academy. Later on it deals with the reviews of the past user and contact information.



**Available Schedules** – It deals with the schedule number, schedule title and course subjects are listed with more link, after clicking on more link parent will get course details



**Course Details** – All the details about course and schedule are mentioned here. Registering for course required sign in to the system. Click on sign in link to sign in or sign up.



**Sign in / Sign up** – Parent need to sign up and after that sign-up need to sign in for course registration. It includes name, email and password.

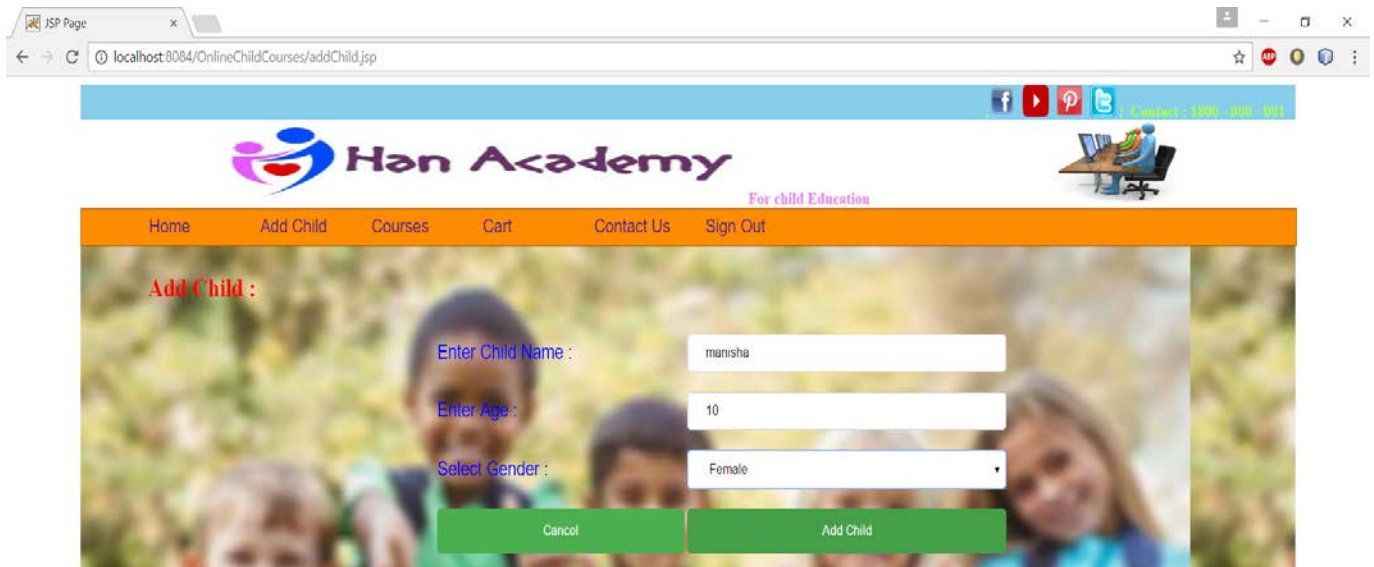
**Sign in** – Parent need to sign in to the system.



**Course Details** – After sign in, course details page will display button as add to cart and go to cart. Parent need to add course in a cart for registration. Before that he need to add child and select that child.

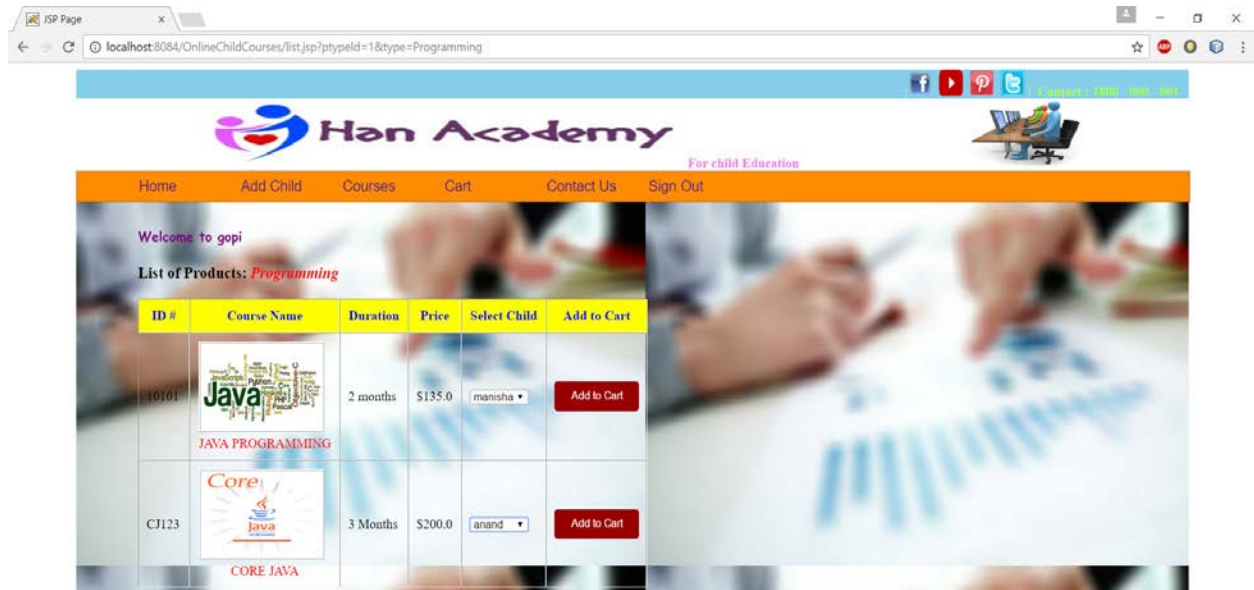


**Add New Child** – After clicking on Add New Child link, it display the form where parent need to fill the child information once and add child in a system.

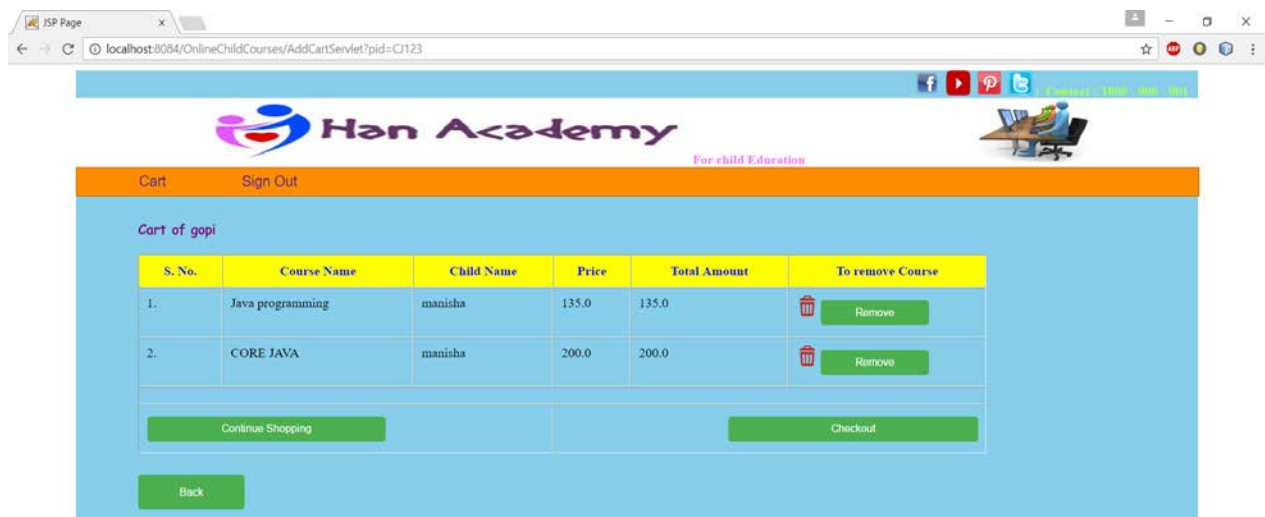


**Course Details with existing child list** – One child is added, same will display in a list at child selection option. Parent need to select the child and click on add to cart button.

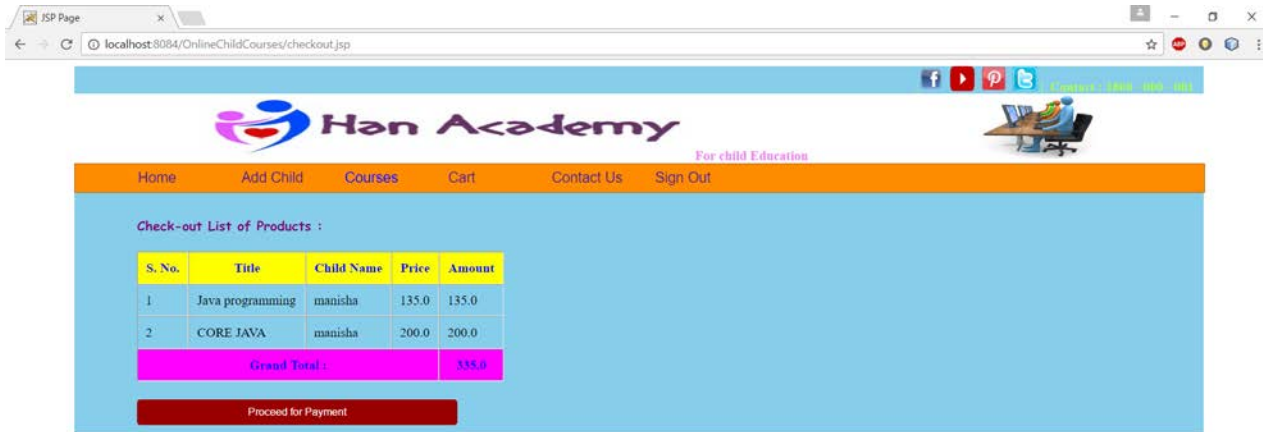
**Cart Confirmation** – After adding course to the cart confirmation will display.



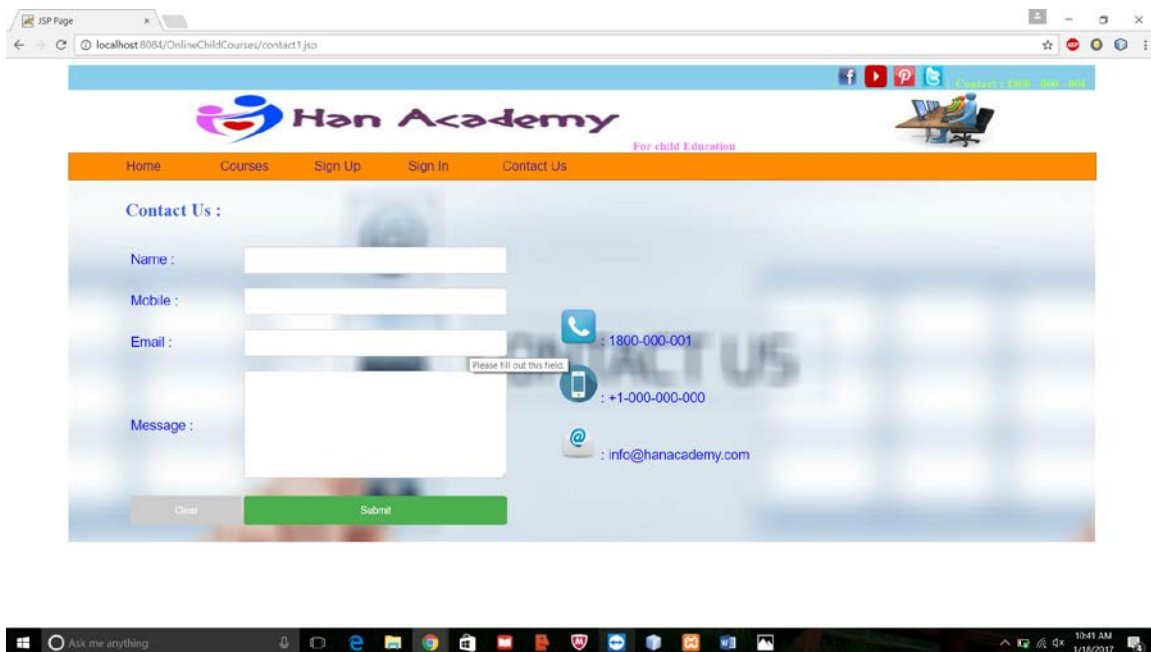
**Cart** – Click on go to cart button will open the below page parent’s added course with child details will get display. Here parent can delete the unwanted courses from cart using red trash icon.



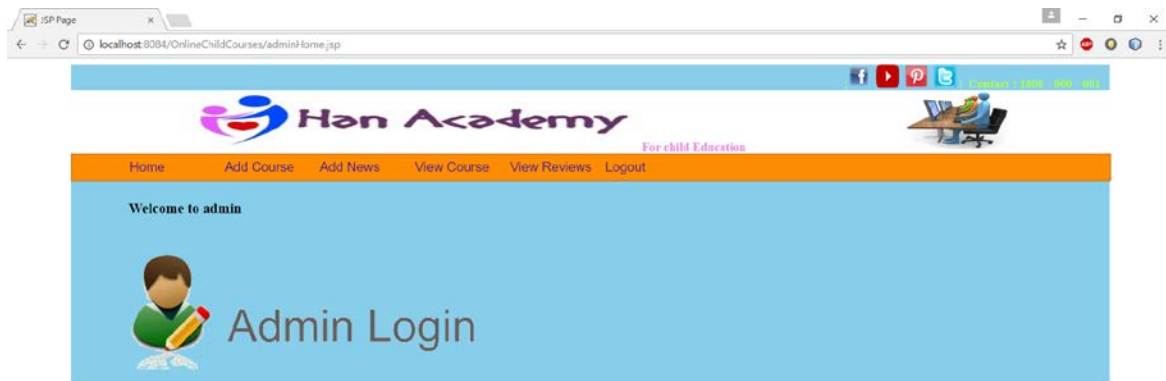
**Proceed to Payment** – After click on Buy Now button registration confirmation would display.



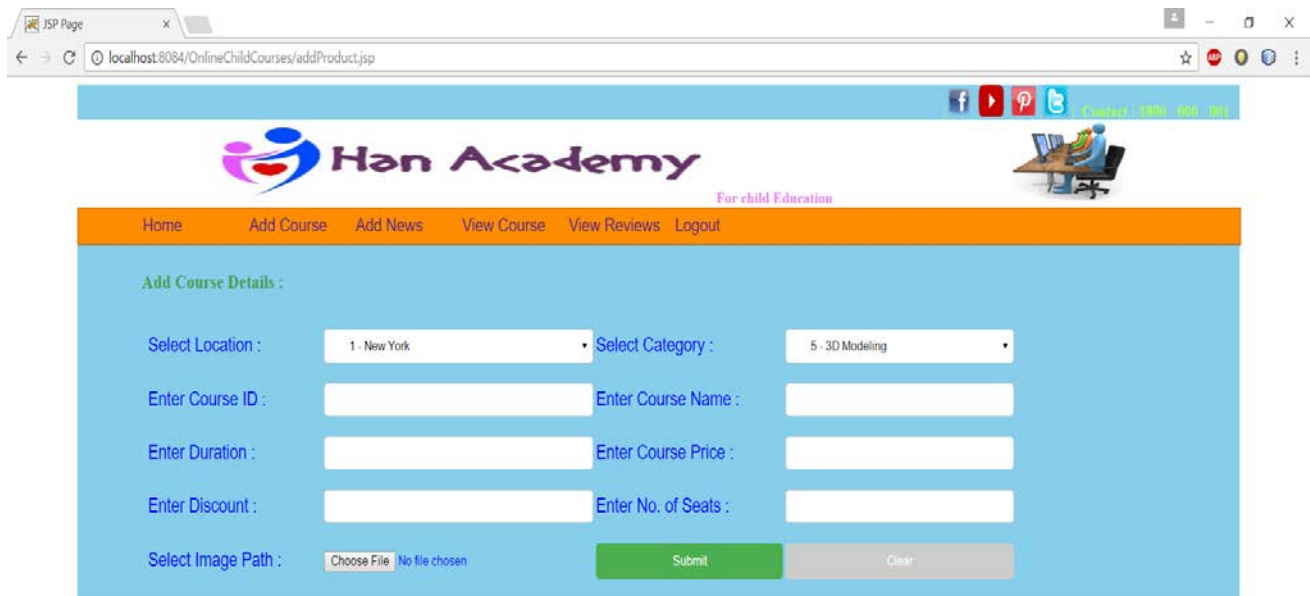
**Contact Us** – Parent can contact system administrator by this form. Parent need to fill up this form and submit.



**Contact Request Reply** – Once Parent send the contact request, administrator will reply for the same from their administrator panel.



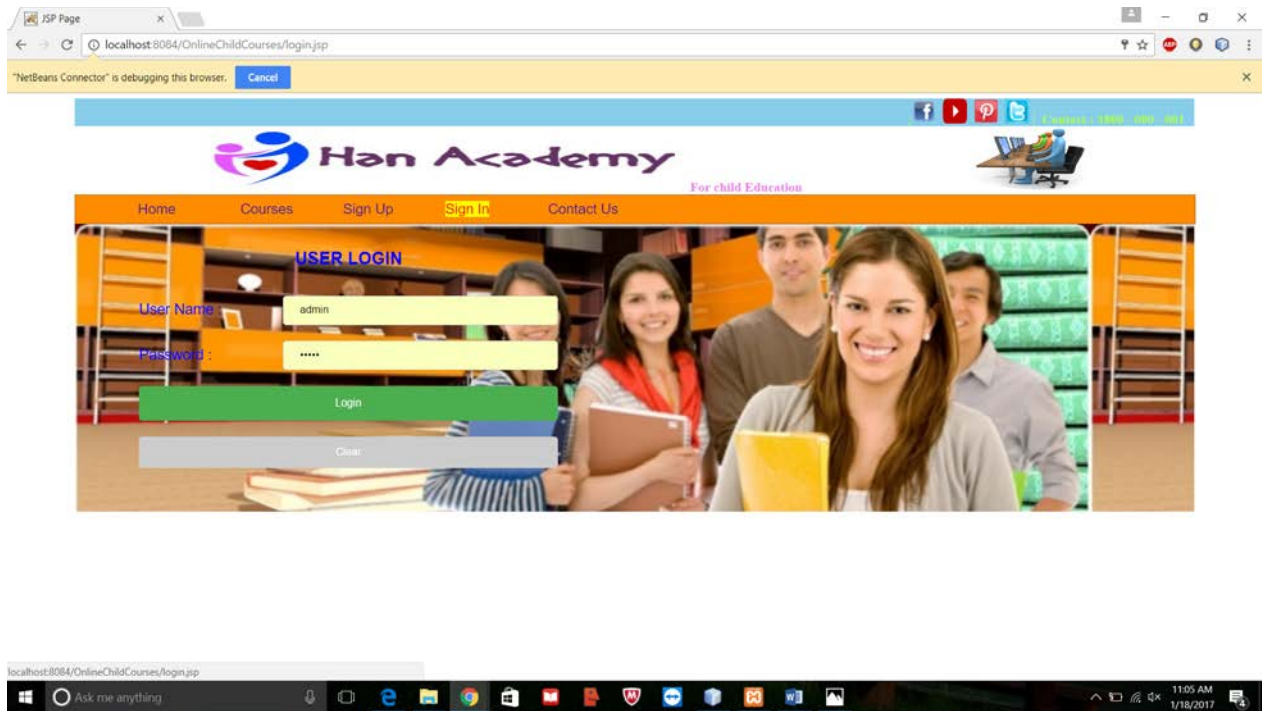
**Administrator Reply to Parents** – Administrator reply to parents will display on my account menu below Registered student's list.



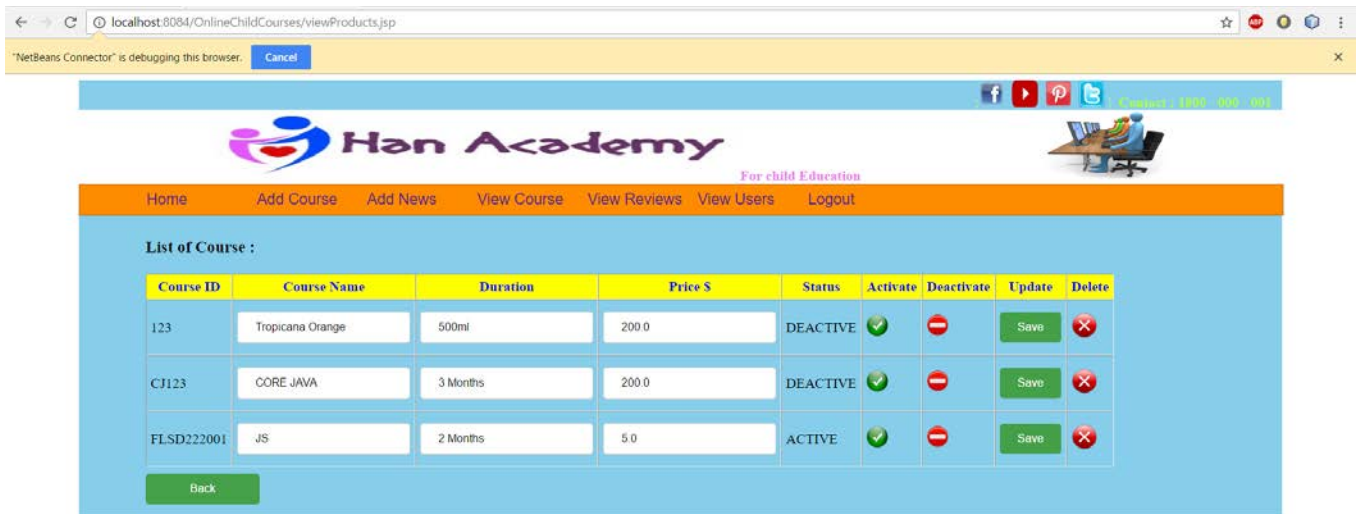
## Administrator Panel

Login for administrator to access the backend system. Log in deals with

**Dashboard** – After successful administrator will get his dashboard where he can view some stats and navigation menus at left side.

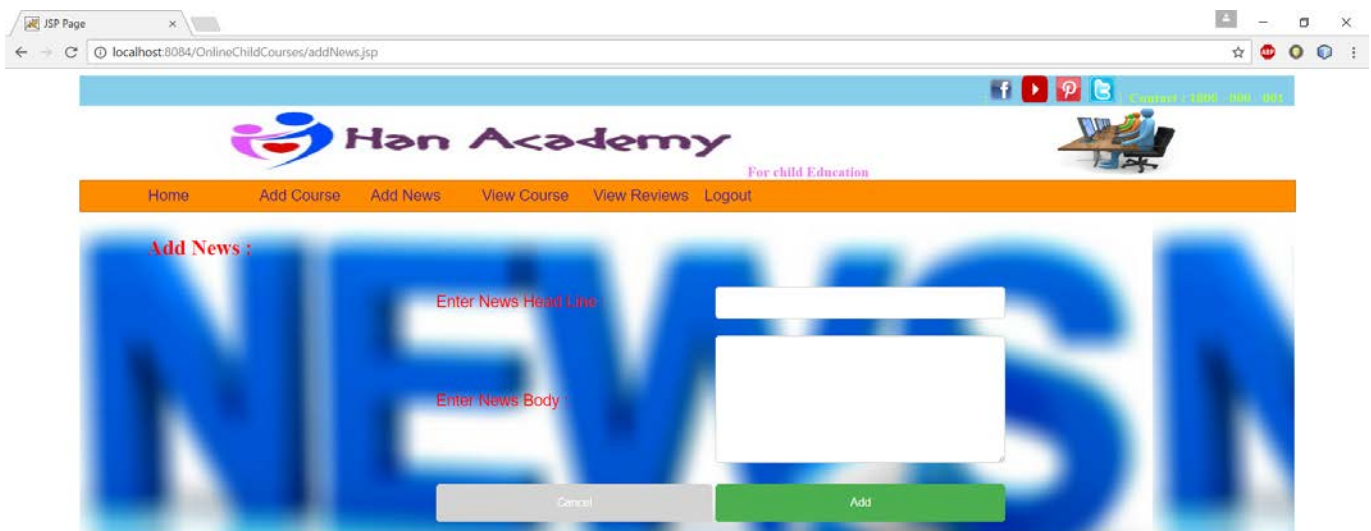


**Registered Student List** – The entire registered student will get listed here.



**News list** – News, which are displaying on parent home page are coming from here, administrator can update news.

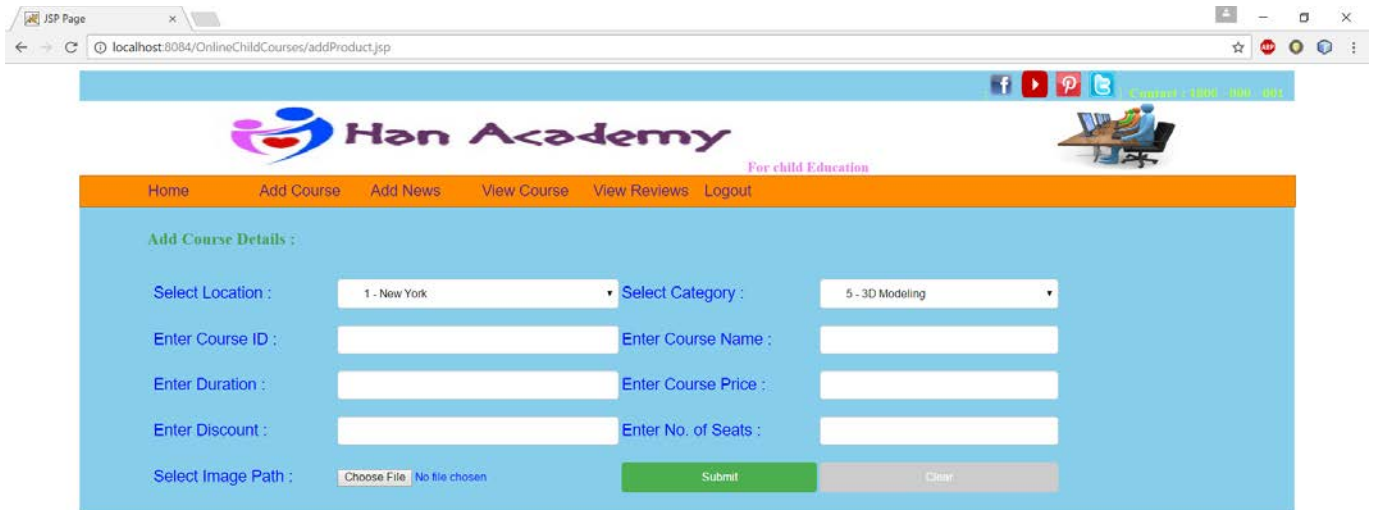
**Add News** – Enter news title and detail description of news and click on Publish News button to update News on portal.



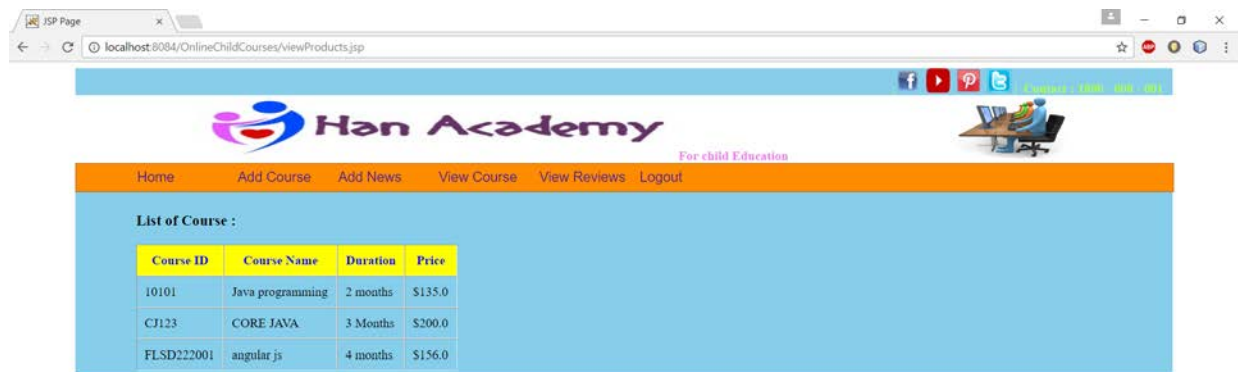
**Course List** – List of courses and managing courses.

**Add New Course** – Enter course Title and description and click on Add Course button.





**Subject List** – All the subjects are listed her and administrator can manage the subjects.



**Schedule List** – Here schedule list is mentioned.

**Add New Schedule** – Adding new schedule requires course name, schedule title, schedule status, schedule description like date, time, rooms etc. also mention professor for the schedule and click on add schedule button.

**Contact request** – Once any parent send the details through contact us form those request and messages will display here. Administrator can reply to those messages.

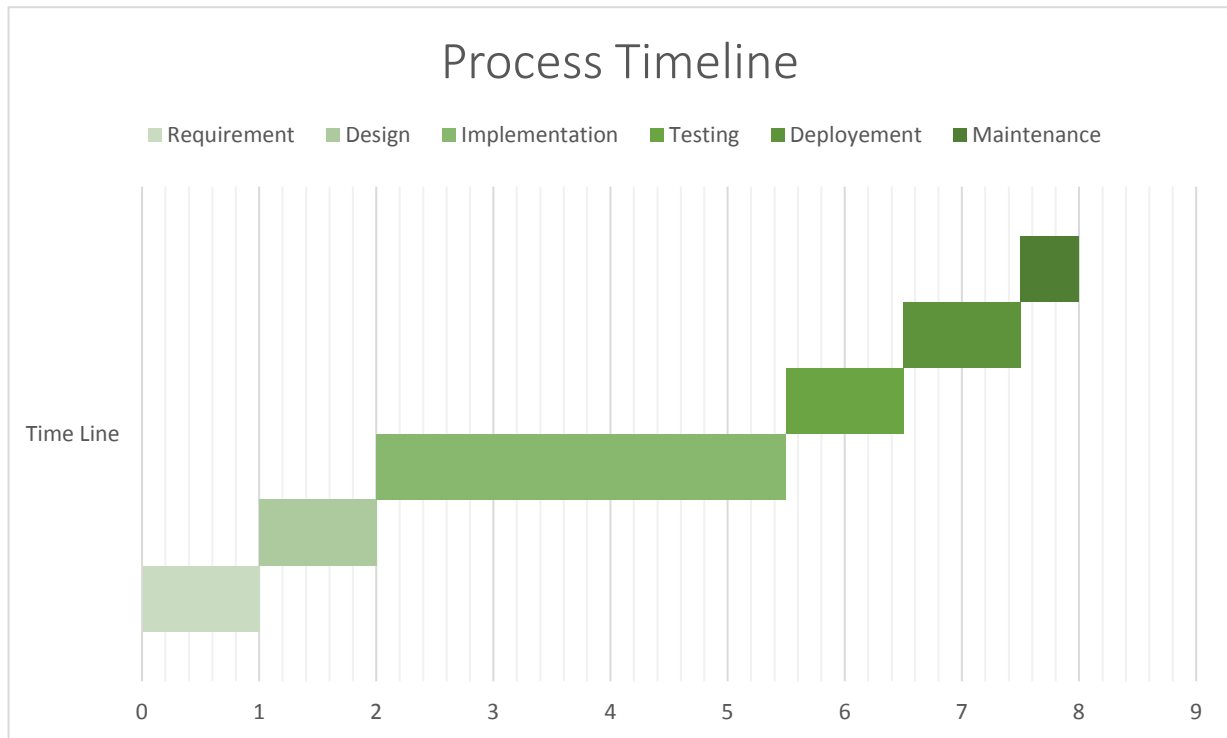
### ***3.2 Operations, Administrator, Maintenance, and Provisioning (OAM&P)***

All the operations on portal are performed by administrator on regular interval to keep the portal 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.

### ***3.4 Release and Transition Plan***



## 4 Project Design Description

### System Design

Designing is the first step 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.

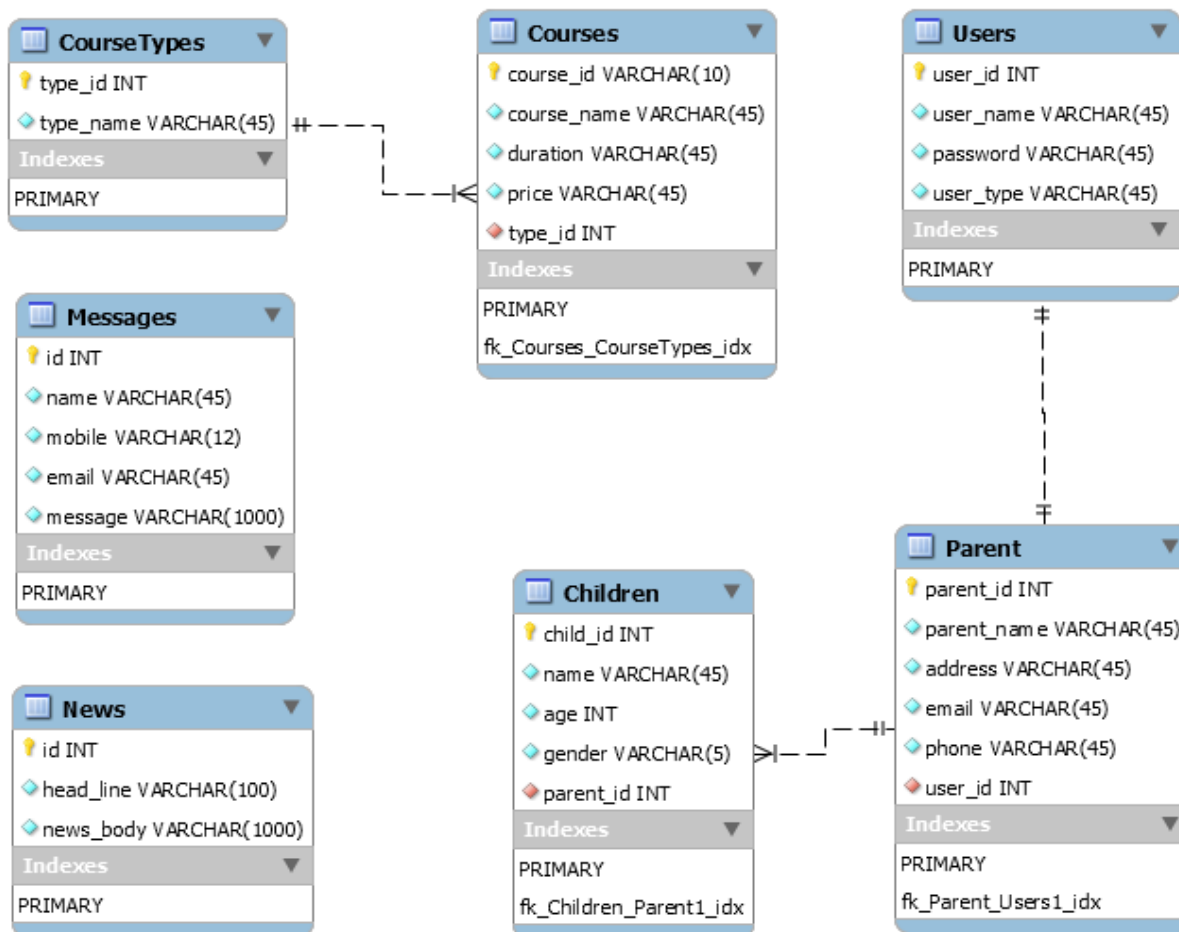


Figure 15 – ER- Diagram

Above diagram represents the system classes and their attributes. Every class has its methods and properties. Class diagrams represent the relationship between classes.

## Use Case Diagram

These use case diagram portray the collaboration of any person or outer gadget with framework which is under plan prepare. Use cases are regularly created in joint effort between programming engineers with different clients of the proposed framework. The fundamental reason for the utilization case outline is to help creating groups to imagine the practical prerequisites of framework. Use case outline demonstrates relationship amongst performing artists and utilize cases. The utilization case depicts the collaboration of a performer with the framework under outline.

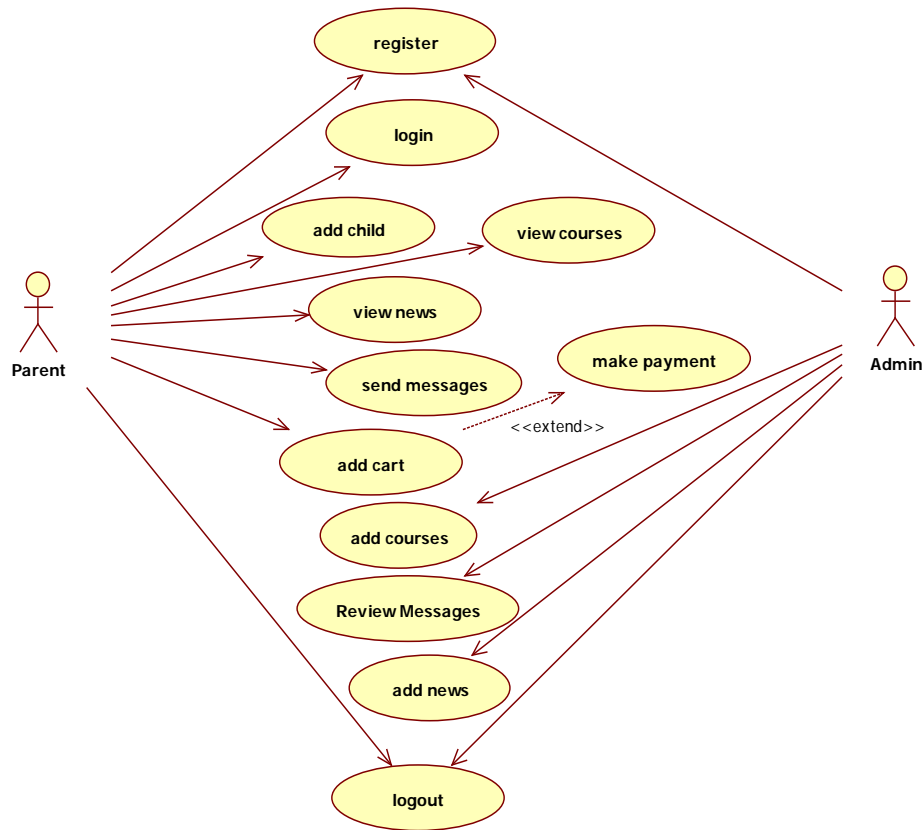


Figure 16 - Use Case for Administrator & Parent

## **Activity Diagram:**

A simple way to represent the step by step work flow of the entire system or the work flow of the sub system is diagrammatical view like as in the flow chart The flowchart is utilized to delineate the business rationale stream and occasions that cause choices and activities in the code to occur. Activity diagram displays the operational workflow and is an dynamic diagram that shows activity and the event that causes object to be in the particular state. Things being what they are, what is the vital of an Activity chart, instead of state outline? A state outline demonstrates the diverse conditions of a protest are amid the lifecycle of its reality in the framework, and moves in the condition of the items. These move portray the bringing on these moves, appears by bolts.

## **5 *Internal/external Interface Impacts and Specification***

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

## **6 *Design Units Impacts***

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

#### **6.1.1 *Functional Overview***

System provides User to view the entire available courses from anywhere and User can register child in course.

System required testing to confirm whether it is ready for use or not?

#### **6.1.2 *Impacts***

both end systems i.e. administrator and User site are running efficiently. System is ready for use and deploy on server.

#### **6.1.3 *Requirements***

Done manual testing on a system to verify it works correctly or not.

## 7 *Open Issues*

There is no open issue in a system

### 7.1 *Deployment of portal:*

To deploy the portal we need the service provider so we choose GoDaddy.com

Systematic procedure to deploy the portal:

- Create an account on GoDaddy.com
- Register a name for the portal that going to upload
- Select the free domain for the portal\
- Select the specific server technology that is used to create the portal
- We select the XAMPP to upload our source code and the database
- Upload the database and the source code on to the selected server
- After uploading the files validate the connections between the server and the data base
- Click on the publish on dedicated application of the tool used
- Copy link i.e. “<http://hanacademy.online/OnlineChildCourses/logout.jsp#>” and therefore portal is deployed

There are several service providers that are already exist in the market. This sales portal is made on low budget . we choose the Go Daddy as it provides free service to deploy the portal

## 8 *References*

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- JavaFX Rich Client Programming on the NetBeans Platform book by Paul Anderson,Retrieved November 2014, Addison-Wesley Professional “<https://books.google.com/books/about/JavaFX-Client-Programming-NetBeans-Platform-ebook/dp/B00NLH98NE>”