E-commerce Catalogue Application For EON (Edaran Otomobil Nasional)

A project submitted to the Graduate School in partial fulfillment of the requirement for the degree Master of Science (Information Technology),
Universiti Utara Malaysia

By Tan Pei Ling

© Tan Pei Ling, 2001. All rights reserved



Sekolah Siswazah (Graduate School) Unbecsiti Utara Malaysia

PERAKUAN KERJA KERTAS PROJEK (Certification of Project Faper)

(l, the undersigned, certify that	TAN PELLING
calon untuk Ijazah (candidate for the degree of)	SARJANA SAINS (TEKNOLOGI MAKLUMAT)
telah mengemukakan kertas p (has presented his/her project	
E-COMMERCE C	ATALOGUE APPLICATION FOR FON
ŒĐARĀ	AN OTOMOBIL NASIONAL)
(<i>us it appears on the</i> bahawa kertas projek tersebut dan meliputi bidang ilmu deng	le in form and content, and that a satisfactory
Nama Penyelia (Name of Supervisor) :	PROF, MADYA SHAHRUM HASHIM
Fandatangan Signature) : ===================================	
Ferikh	24 APRIL 2001

PERMISSION TO USE

In presenting this thesis in partial fulfillment of the requirements for a post graduate degree from the Universiti Utara Malaysia, I agree that the Universiti Library may make it freely available for inspection. I further agree that permission for copying of this thesis in any manner, in whole or in part, for scholarly purposes may be granted by my supervisor(s) or, in their absence, by the Dean of the Graduate School. It is understood that any copying or publication or use of this thesis or parts thereof for financial gain shall not be allowed without my written permission. It is also understood that due recognition shall be given to me and to Universiti Utara Malaysia for any scholarly use which may be made of any material from my thesis.

Requests for permission to copy or to make other use of material in this thesis in whole or in part should be addressed to:

Dean of Graduate School
Universiti Utara Malaysia
06010 UUM Sintok
Kedah Darul Aman

ABSTRACT (BAHASA MALAYSIA)

Projek ini bertujuan untuk membangunkan satu prototaip bagi aplikasi katalog e-dagang untuk EON (EDARAN OTOMOBIL NASIONAL). Laman EON menyediakan servis menempah kenderaan dan membuat tempahan kenderaan mengikut pesanan secara talian kepada pelanggan. Kenderaan yang terdapat pada laman ini adalah Proton Waja, Proton Perdana V6, Proton Wira Sedan dan Proton Iswara. Servis yang lain terdiri daripada penempahan masa untuk servis kereta secara talian, maklumat tentang kenderaan seperti harga, spesifikasi model, gambar-gambar kenderaan dan lain-lain, hubungan ke laman yang lain seperti institusi kewangan, syarikat insuran dan agen kereta terpakai Proton. Terdapat juga maklumat tentang cawangan jualan EON dan pusat servis EON di seluruh Malaysia. Terdapat empat modul utama bagi modul perniagaan laman EON iaitu modul mendapatkan maklumat, modul tempahan dan membuat tempahan mengikut pesanan secara talian, modul pesanan masa secara talian dan modul pengiklanan. Projek ini dibangunkan berdasarkan metodologi Web Page Development Methodology (WPD). Akhir sekali, projek ini membincangkan tentang kelemahan, kekangan dan cadangan untuk masa depan.

ABSTRACT (ENGLISH)

The purpose of this project is to develop a prototype e-commerce catalogue application for EON (EDARAN OTOMOBIL NASIONAL). The EON web page provides on-line customization and ordering of cars services to customers. The cars available are Proton Waja, Proton Perdana V6, Proton Wira Sedan and Proton Iswara. Other services include on-line booking of time to service cars, information about the cars such as prices, model specifications, pictures of cars etc, links to other homepages such as financial institutions, insurance companies and second hand Proton cars dealers. There is also information about the EON sales branches and EON services centers throughout Malaysia. The business module of EON web page consists of four main functional modules. They are the view information module, online customization and ordering module, on-line booking module and advertisement module. This project uses the Web Page Development Methodology (WPI) as the development methodology. Finally, this project discusses some flaws, constraints and recommendations for future development.

ACKNOWLEDGMENTS

Developing this project has been a long journey. Throughout this journey, I was fortunate to have had the help and contributions of my supervisor, Associate Professor Shahrum Hashim. This project would not have been possible without his continued encouragement, support and guidance.

Secondly, I would like to thank Edaran Otomobil Nasional Berhad or EON Bhd and its web site for supplying the information needed for this project. The information has been tremendously useful in developing the e-commerce catalogue application for EON.

Lastly, I am greatly indebted to my father, Tan Poh Chuan, my mother, Tuan Guat Beng, my sister, Tan Pei Chieng, my brother, Tan Wei Ho and my friends for their support and sacrifices during my study.

TABLE OF CONTENTS

		PAGE
PEF	RMISSION TO USE	į
ABS	STRACT (BAHASA MALAYSIA)	ij
ABS	STRACT (ENGLISH)	iii
ACI	KNOWLEDGMENTS	iv
LIS	T OF TABLES	ix
LIS	T OF FIGURES	x
	APTER 1 INTRODUCTION THE GLOBAL DEVELOPMENT OF E-COMMERCE	1 8
1.1	11.1 Global Market	8
	1.1.2 The Growing Numbers Of On-line Purchase	9
	1.1.3 The Development Of E-commerce In Malaysia	10
	1.1.4 Government Encouragement	11
1.2	THE PERFORMANCE OF EON'S CARS SALES	11
1.3	THE PREFERANCE TO SHOP ON-LINE	12
1.4	SURVIVAL	14
1.5	PROBLEM STATEMENT	15
1.6		16
1.7		18
1.8	SCOPE OF THIS PROJECT	20

			•
CI	HAPTE	R 2 LITERATURE REVIEW	23
2.1	THE	SUCCESS OF OTHER E-COMMERCE	23
		INESS	
	2.1.1	Auto-By-Tel	24
	2.1.2	a more as commerce sites	27
2.2	CAR	BUYING WEB SITE QUALITY	28
		SUREMENT	***
	2.2.1	Top Internet Car Buying Ranked By Overall Score	32
	2.2.2	Top Internet Car Buying Ranked By Ease Of Use	33
	2.2.3	Top Internet Car Buying Ranked By Customer Confidence	34
	2.2.4	Top Internet Car Buying Ranked By On-Site Resources	35
	2.2.5	Top Internet Car Buying Ranked By Relationship Services	36
	2.2.6	Top Internet Car Buying Ranked By Short Term Intenders	37
	2.2.7	Top Internet Car Buying Ranked By Long Term Intenders	38
2.3	FEAT	URES OF THE CAR BUYING WEB SITES	39
		TERNET	37
	2.3.1	Autobytel.com	41
	2.3.2	AutoNation.com	41
	2.3.3	AutoVantage.com	42
	2.3.4	Autoweb.com	43
	2.3.5	Carpoint.com	44
	2.3.6		44
	2.3.7		45
	2.3.8	CarsDirect.com	46
	2.39	DealerNet com	

C	HAPTE	R 3 METHODOLOGY	40
3,		NNING	48 50
	3.1.1	Audience	50
	3.1.2	Purpose	52
	3.1.3	Objectives	53
3.	2 ANA	LYSIS	54
	3.2.1	Analysis From The Information Gathered	54
	3.2.2	Analysis On Other Web Sites	55
	3.2.3	Analysis On Local Market	55 55
3.3	PRO	TOTYPING	. 57
3.4	I DESI	GN	59
	3.4.1	Layout	59 59
	3.4.2	Typography	60
	3.4.3	Navigation Design	61
	3.4.4	Colour And Graphics	61
	3.4.5	User Interface	62
3.5	CONS	STRUCTION	63
	3.5.1	User Interface	64
	3.5.2	Coding	64
	3.5.3	Animation And Image	64
3.6	IMPL	EMENTATION	65
СН	APTED	4 SYSTEM DESCRIBTION	
4.1		TIONAL MODULE	66
	4.1.1		69
	4.1.2		69
	4.1.3	accommend the Ordering Module	70
	4.1.4	Advertising Module	70
4.2		Y RELATIONSHIP DIAGRAM (ERD)	71
4.3	DATA	FLOW DIAGRAM (DFD)	71
	4.3.1		75
	4.3.2	Data Flow Diagram Level 0 (DFD Level 0)	77
4.4		Data Flow Diagram Level 1 (DFD Level 1)	81
4.5	INFRA	STRUCTURE FOR EON WEB PAGE STRUCTURE FOR EON WEBSITE	89
*	4.5.1		98
	4.5.2	EON E-commerce Server Architecture EON Web Architecture	99
		1000 Atomiecture	100

4.6	FILE	STRUCTURE	101
4.7	IMPI	EMENTATION	
4.8	MAN	AGEMENT AND MAINTANENCE FOR	104
	EON	WEB PAGE	104
	4.8.1	Information Updating	105
	4.8.2	o de l'ocaback	105
	4.8.3	Offering Latest Software	105
	4.8.4	Updating Content Of EON Web Page	106
	4.8.5	Updating Database	
	4.8.6	Check The Link In Eon Web Page	107 108
		5 CONCLUSIONS	109
5.1		S OF THE EON WEB PAGE	110
5.2	THE C	CONSTRAINTS OF BUILDING THE VEB PAGE	111
5.3	RECO	MMENDATION	112
BIBI	JOGR/	АРНУ	115
APP.	ENDIX		119

LIST OF TABLES

		PAGE
Table 2.1:	What Customers Can Do at Auto Dealers' Web Site	24
Table 2.2:	Top Internet Car Buying Ranked By Overall Score	32
Table 2.3:	Top Internet Car Buying Ranked By Ease Of Use	33
Table 2.4:	Top Internet Car Buying Ranked By Customer Confidence	34
Table 2.5 :	Top Internet Car Buying Ranked By On-Site Resources	35
Table 2.6:	Top Internet Car Buying Ranked By Relationship Services	36
Table 2.7:	Top Internet Car Buying Ranked By Short Term Intenders	37
Table 2.8 :	Top Internet Car Buying Ranked By Long Term Intenders	38
Table 2.9 (a):	Features Of The Car Buying Web Sites	39
Table 2.9 (b):	Features Of The Car Buying Web Sites	40
Table 3.1:	Proton's Cars Introduction	56
Table 4.1:	The Four Symbols In Data Flow Diagram	76

LIST OF FIGURES

		PAGE
Figure 1.1 :	Reasons Users Like Internet Shopping	13
Figure 3.1:	Web Page Development Methodology Phase	49
Figure 3.2 :	The Prototype Process	58
Figure 4.1:	Relationship Between Proton, EON And EON's Customers	66
Figure 4.2 :	Traditional Way Of Car Purchasing	67
Figure 4.3 :	On-line Purchasing	67
Figure 4.4:	Relationship Between Proton, EON, . EON Web Page And EON's Customers	68
Figure 4.5:	Entity Relationship Diagram (ERD)	7 2
Figure 4.6 :	Data Flow Diagram Level 0	77
Figure 4.7:	Data Flow Diagram Level 1-View Information	82
Figure 4.8:	Data Flow Level 1-On-line Ordering	84
Figure 4.9 :	Data Flow Diagram Level 1-On-line Booking	86
Figure 4.10	Data Flow Diagram Level 1-Advertise	87
Figure 4.11	: Menu Structure For EON Main Page	89
Figure 4-12	FON Web Site Main Page	- 91

Figure 4.13 : EON Web Site Subpage Link	92
Figure 4.14: Menu Structure For Sales Branches Subpage	93
Figure 4.15: Menu Structure For Service Centre Subpage	93
Figure 4.16: Menu Structure For Waja Pricing Subsubpage	94
Figure 4.17: Menu Structure For Perdana Pricing Subsubpage	95
Figure 4.18: Menu Structure For Wira Pricing Subsubpage	95
Figure 4.19: Menu Structure For Iswara Pricing Subsubpage	96
Figure 4.20 : Menu Structure For Iswara Model Specification Subsubpage	97
Figure 4.21: Menu Structure For Iswara Picture Gallery Subsubpage	97
Figure 4.22 : Menu Structure For Iswara Colour Selection Subsubpage	98
Figure 4.23 : EON E-commerce Server Architecture	99
Figure 4.24 : EON Web Architecture	100
Figure 4.25 : EON Web Page File Structure	101
Figure 4.26: The File Structure For Performance Folder	102
Figure 4.27 : File Structure Of Picture Gallery-Waja Folder	103

CHAPTER 1

INTRODUCTION

There are many definitions about e-commerce that have been found in the Internet. This is due to the different view given by different people or organizations based on different perspectives. E-commerce definition can be categorized into three types that is the definition of e-commerce from the perspective of the public or society, business and government or public sectors.

From the perspectives of the public or society, e-commerce is defined as, using the Internet to learn more about a product before driving to the store to purchase it, placing an order on-line and having the product physically shipped to the front door, ordering and receiving software, music or a video without ever leaving the house, participating in degree program from a college hundreds of miles away, or renewing a driver's license at a kiosk on the corner.

(http://www.cspp.org/projects/cspp_gec/index2.html)

From the perspective of the business sectors, e-commerce is defined as, providing company and product information, and technical assistance on-line

The contents of the thesis is for internal user only

BIBLIOGRAPHY

JOURNALS

(Bloch, Pigneur & Steiner, 1996) Bloch, M. Pigneur, Y. & Steiner, T. 1996.

The IT-enabled Extended Enterprise: Application In The Tourism Industry. Information And Communication Technologies In Tourism.

(Deloitte & Touche Survey, 2000) Vargas, Melody Treece. 2000. Internet Sales And Predictions. About.com, Inc.

(Hoffman, Novak dan Chatterjee, 2000) Hoffman, Donna L, Novak, Thomas P dan Chatterjee, Patrali. 2000 Commercial Scenarios For The Web: Opportunities And Challenges. Research Program On Marketing In Computer-Mediated Environments.

(Hom, James, 1996) Hom, James, 1996 Prototyping.

(Margherio, 2000) Margherio, Lynn. 2000. The Emerging Digital Economy.

(Mesenbourg, 2000) Mesenbourg, Thomas L. 2000. Measuring Electronic Business: Definitions, Underlying Concepts, And Measurements Plans. Bureau Of The Census.

(Microsoft: E-commerce Definition, 1999) Berman, Mark., Glenn, Scott., Samsi, Caesar., Kapczynski, Mark, Kingery, Lori dan Agarwal, Mukesh, 1999. Microsoft Commerce Solutions.

(Muhamad Bin Ali, 1998) Muhamad Bin Ali, 1998. MBA Web Page Development Methodology.

BOOKS

Rockwell, Browning. 1998. Internet World: Using The Web To Compete In

A Global Marketplace. Wiley Computer Publishing. Canada.

Eager, Bill and McCall, Cathy. 1999. *The Complete Idiot's Guide TO Online Marketing*. QUE Corporation. United States Of America.

Janal, Daniel S. 1995. *Online Marketing Handbook*. Van Nostrand Reinhold. United States Of America.

NEWSPAPER CLIPPINGS

One New Proton Model A Year, The Star (8 February 2001)

Telekom Boss Sees Potential In E-commerce, The Star (27 March 1999)

Pasaran E-dagang Negara Melebihi RM3.8 bilion, Utusan (25 March 1999)

OTHER WEB SITES

http://www.sunmicrosystems.com

http://www.teennet.com.my

http://www.cspp.org/projects/cspp_gec/index2.html

http://www.autobytel.com

http://www.carpoint.com

http://www.carsmart.com

http://www.greeenlight.com

http://www.gomez.com

ANNUAL REPORTS

EON 1999 Annual Report

Proton 1999 Annual Report