

## **ACKNOWLEDGEMENT**

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**Kartik Deo**

MCA (III)

2016-2017

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# **CHAPTER 1: INTRODUCTION**

## **1.1 Company Profile**

At ClariSmart Technologies Pvt. Ltd., we take pride in representing our strong company culture. We are located in Pune, which is the IT HUB of India. We have skilled technical professionals & they are expert in developing the latest mobile and web technologies, offering versatile information technology solutions to Schools, Colleges, Educational Institutions & our global business clients. Our innovative way of thinking for IT services have made us the leaders in this field.

We are committed to provide end-to-end ICT (Information and Communication Technology) enabled solutions based on Schools, Colleges & Educational Institutions requirements to keep up with the rapidly evolving technology needs in today's competitive global market.

We are passionate, creative and dedicated group of individuals who love Technology almost as much as we love our customers. Our office is a place of perfect blend of freedom, openness, sincerity, seriousness, urgency, responsibility and care for our members and customers. We encourage you to join our wonderful team and enjoy the world of Technology; it will change your outlook on what a Technology can do.

Our persistent efforts for excellence and continual improvement created a path for our journey over past 9 years. Uncompromised ethics and honesty have always been our attributes for this success.

ClariSmart's team of expert tutors, educators and trainers make dramatic impact post training sessions and thus we are invited by leading educational institutes of India for designing and delivering high standard training programs.

Our incredible range of products, solutions and offerings are created for Students, Teachers, Parents and Management. We developed projects in education field and

Real Estate. The name of our projects is Smart Housing for Real Estate and for educational field eSmartSchool.

### **Our Vision**

We love to delight our clients, employees, and partners by relentlessly delivering the platform and technology advancements to its maximum potential from wide range of products and services for improved business pace and scalability.

### **Our Mission**

At ClariSmart Technologies, our mission is to help educational institutions & business owners throughout the world to realize their full potential by harnessing leading edge technologies. We believe in delivering the best & world class solutions by following a proactive approach.

## **Our Expertise**

Our team carries wide range of experience in the domains of Education, Real Estate, Telecom and Security, having collective experience of more than 30 years. Members of our team possess Post – Graduation degrees in Computer Science awarded by India’s leading University and are among the toppers. Team has a perfect combination of technical knowledge, business alignment to become successful 1<sup>st</sup> generation entrepreneurs.

## **Our Business Values**

We strongly believe in importance of business values and thus have taken an oath to execute and spread business only resting upon great business values and ethics. We are honest and transparent with our prospects and clients while executing business to build trustworthy and long lasting relations for years to come.



## **1.2 Existing System**

Currently the user maintaining the Excel sheet and dairy which create data redundancy and it's difficult to maintain, search and create records of visit plan schedule, follow up of prospect, informative call, prospects, lead, customer, Employee, list of product, territory details, list of visited territory and customer .

The main problem with existing system search of a particular record of any type. And modify any particular record in current system the data is in the excel sheet and paper sheet which is complicated job for an employee.

The organization have two branches which is very difficult so some time it happens that the same client will called from both branch is repeated . So to remove this problem the online software is needed which helps to remove the problem.

## **Need for System**

Quality lead management is a significant part of marketing effectiveness. Poorly managed leads not only reduce sales efficiency and increase cost, but also can widen the gap between sales and marketing, contributing to a loss of productivity, and a failure to reach critical objectives. Many lead management solutions exist, but few are designed for seamless integration with other marketing management solutions. For enterprises and marketing organizations seeking a superior lead management application that can simplify the qualification, distribution, and follow-up of leads, LMS has the solution

### **1.3 Scope of Work**

In this system are develop for reducing human effort and reduce paper work. This System dose following things:-

1. It helps to create visit plan and campaign for employee by selecting territory and targeted area for creating prospects in it all detailed information of targeted area is stored and generated reports of it. User can easily search any visit plan and calculate how long it will go on.
2. It helps to keep track on prospect and lead by storing in detailed information of prospect and lead searching of particular prospect is easy.
3. The system maintains the information of the product which is already developed or development is in progress this product list helps to employee for informing prospect or lead that we have these product for you.

4. The in details of product demo schedule are stored and the date when the demo is given is also stored which product demo is given to which lead or prospect known through this system.
5. The system helps to generate quotation with including all taxes of government on selling price on this quotation user can modify on the total amount of quotation. In this quotation product price and the for whom the quotation is create is mentioned with date.
6. The system can store the employee data who are working in the organization all the personal details of employee is managed by the system.
7. The main purpose of this system is the employee of the company can access the data from anywhere and 24/7 this flexible the user can access the data from anywhere where the internet connection is available.

8. It manages all details of the lead who converting to customer and with all history of demo quotation follow up.
  
9. In this system the follow up details of lead is manages.

## **1.4 Operating Environment**

### **Software**

ASP.net for front end

SQL Server2014 for backend

### **Hardware**

The recommended hardware specified by the respective software would suffice the needs. The memory and processing power needed would increase as the number of users increase. The estimated hardware requirements are as specified.

### **Server**

The minimum hardware as recommended by all of the software required on server side say web server, operating system and development software

Processing speed of 1.6 GHz

1 GB of RAM

Network interface

## **Client**

The minimum hardware as recommended by all of the software required on client side say web browser, operating system

Minimum hardware depending on the operating system used

True color visual display unit

User peripherals for better interaction.

## **1.5 Detail Description of Technology Used**

### **.NET FRAMEWORK**

.NET is the Microsoft Web and windows services strategy to connect information, people, systems, and devices through software. Integrated across the Microsoft platform, .NET technology provides the ability to quickly build, deploy, manage, and use connected, security-enhanced solutions. .NET-connected solutions enable businesses to integrate their systems more rapidly and in a more agile manner and help they realize the promise of information anytime, anywhere, on any device.

The Microsoft .NET Framework web installer package downloads and installs the .NET Framework components required to run on the target machine architecture and OS. An Internet connection is required during the installation. .NET Framework is required to run and develop applications to target the .NET Framework.

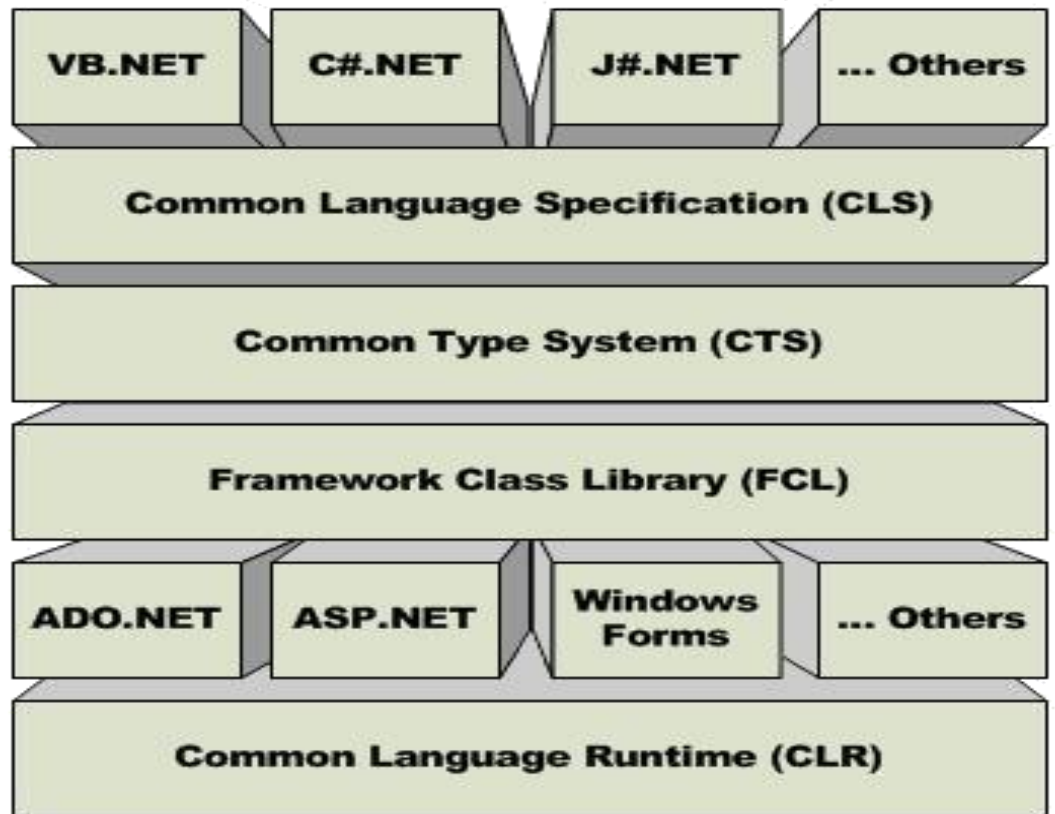
The .NET Framework is Microsoft's comprehensive and consistent programming model for building applications.



## **.NET FRAMEWORK ARCHITECTURE**

The .NET framework is a software technology that is directed towards connecting information, people, systems and devices seamlessly. Central to the .NET framework architecture is the effort to provide support for the next generation solutions. The direction of change is to ensure that software deployment and versioning conflicts are avoided or minimized in the .NET Framework.

At the core of the .NET infrastructure is the Common Language Runtime (CLR) and the .NET Framework class library.



© Dan Mahbutt

## **Common Language Runtime (CLR)**

The common language runtime (CLR) is the foundation upon which developers construct various kinds of applications. The benefits of the CLR are many. It makes for a vastly simplified development. It enables a seamless integration of code written in different languages. The versioning of reusable components makes for ease of usage. The common language runtime is a virtual execution system

that provides important services such as memory management, security and also has a Just-in-Time compiler (JIT) which converts the intermediate language (IL) into native code that can be executed by the physical machine. The infrastructure provides a machine independent environment for application execution. The managed environment of the runtime eliminates many common software issues. For example, the runtime automatically manages references to objects, releasing them when they are no longer being used. This automatic memory management resolves the two most common application errors--memory leaks and invalid memory references.

### **.NET Framework Class Library**

The .NET framework class library, as the name suggests, is a library of classes, interfaces and value types. The classes and structures can be leveraged as base building blocks for application development.

The .NET Framework class Library is organized into namespaces. The namespace is a container for functionality. Similar classes and constructs are grouped together in a namespace to define parent-child relationships.

Namespaces can be nested into namespaces. All namespaces stem from the root namespace called System Namespace.

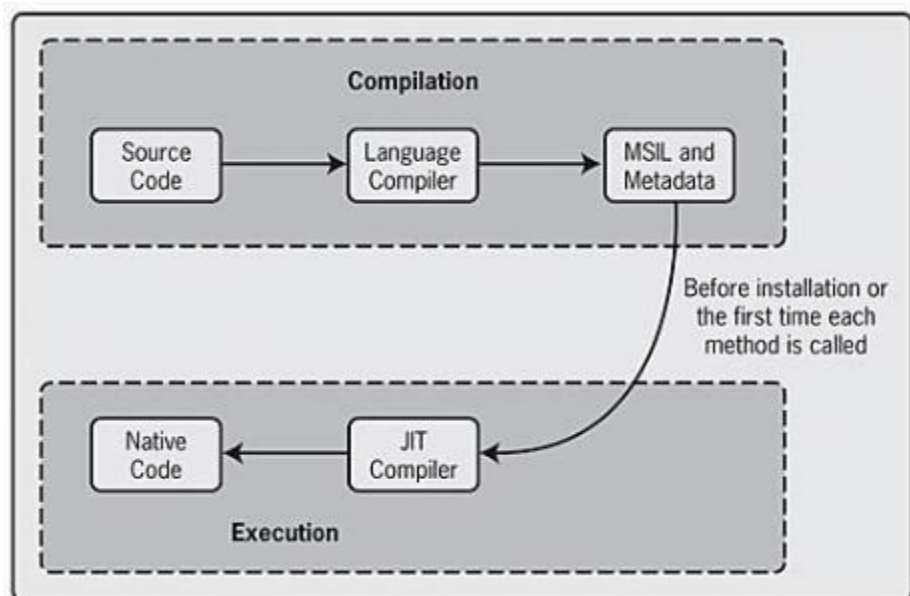
### **Microsoft Intermediate Language (MSIL)**

MSIL are simple binary structures that are similar to the instruction sets of the CPU. The similarity to the machine code enables the code to be compiled quickly in the Just in time compiler. The type verification also becomes simpler because the Dot Net binary contains tables of metadata. The presence of the metadata makes the module self-descriptive and eliminates the need for header files. However, unlike the CPU instruction set, MSIL expresses object oriented concepts such as object creation, method invocation, property access and exception handling. It is the Microsoft Intermediate Language (MSIL) which makes applications language independent.

Applications may be created by programmers in any language of their choice—ASP.NET in a machine on which the .NET framework has been installed. The compiler then, gives an output in the Microsoft Intermediate language. This language can be defined as a kind of assembly language at a higher level of abstraction.

When a compiler produces Microsoft Intermediate Language (MSIL), it also produces Metadata. The Microsoft Intermediate Language (MSIL) and Metadata are contained in a portable executable (PE) file. Microsoft Intermediate Language (MSIL) includes instructions for loading, storing, initializing, and calling methods on objects, as well as instructions for arithmetic and logical operations, control flow, direct memory access, exception handling, and other operations

The compilation and Execution process is shown in the figure below:



The language is designed in a manner that makes it possible to convert it into any kind of native machine code with ease. The CLR detects the Intermediate language and invokes the Just-in-time compiler to convert the language into machine code.

Microsoft visual basic .NET supports all features of an object oriented language. In addition, the entire Microsoft Windows .NET framework, which includes the development support for the Microsoft windows application, web application, web services, and graphics and data access, is designed according to the object oriented principles. Visual Basic .NET is designed to be the easiest and most productive tool for creating .NET application, web services and web applications.

The Common Language Runtime (CLR) is the runtime environment of the .Net Framework that executes and manages all running code like a Virtual Machine. The .Net Framework Class Library (FCL) is a huge collection of language-independent and type-safe reusable classes. The .Net Framework Class Libraries (FCL) is arranged into a logical grouping according to their functionality and

usability is called Namespaces. Net Framework manages the code in compile time and run time.

## **Microsoft SQL Server 2012**

Microsoft SQL Server is an application used to create computer databases for the Microsoft Windows family of server operating systems. It provides an environment used to generate databases that can be accessed from workstations, the web, or other media such as a personal digital assistant (PDA). A database is primarily a group of computer files that each has a name and a location. Just as there are different ways to connect to a server, in the same way, there are different ways to create a database. When originally creating a database, you may or may not know how many lists, files, or objects the project would have. Still, as a user of computer memory, the database must use a certain portion, at least in the beginning.

The amount of space that a database is using is referred to as its size. If you use the New Database dialog box, after specifying the name of the database and clicking OK, the interpreter automatically specifies that the database would primarily use 2MB. This is enough for a starting database.

Of course, you can either change this default later on or you can increase it when necessary.

An operation is an action performed on one or more values either to modify the value held by one or both of the variables or to produce a new value by combining values. Therefore, an operation is performed by using at least one symbol and one value. The symbol used in an operation is called an operator. A value involved in an operation is called an operand.

While developing any computerized system it is necessary to examine whether the developed computerized system is feasible in the point of view operational, technical and financial.

In the most commercial software development there are also some activities performed before the requirement analysis take place. These can be combined into a feasibility analysis and a business proposal is put forth. With a very general plan for the project and some cost estimates. For feasibility analysis, some understanding of the major requirements of the system is essential. Once the business



proposal is accepted or the contract is awarded, the development begins with the requirement analysis phase:

The cases are categorized as follows:

1. Operational Feasibility
2. Technical Feasibility
3. Economic Feasibility

### **Technical Feasibility**

Technical feasibility is the study of cost benefit analysis of the system and study of the hardware and software requirements i.e. technical requirements of the system in order to inform management and user for particular system designing this much technical sources are required, in order to know user and management view, regarding the technical resources. By studying the technical study the actual cost of the system designing is known. To know the total system cost, it is essential for any management to know the actual expense of the system and what are the output of the system.

The organization has IBM server with 64 MB RAM. D-Link hubs are used. The Operators have Pentium with minimum 32 MB RAM. Network has star topology and UDP cabling is used. So for technical feasibility, organization can provide what is minimum required.

### **Economic feasibility**

Economic feasibility study is the actual cost and benefit of the system. Actual cost of the system is calculated in the economic study so as to inform the user and management that this much cost will be required to develop the system. Because system cost is the first cost before starting system designing.

So calculation of actual cost of the system is important before starting the design of the system. After, for how many years proposed system will prove beneficial for the organization is studied in economical study. The design system will provide tangible as well as intangible benefits.

The organization is already equipped with all the latest software and is also has self-sufficient hardware setup. System is designed so as to fit in the current software present in the organization.

## **Operational Feasibility**

Training program will be required to the user. A group of user will be trained during the training period. It focuses on the willingness and the ability of the user. A proposed system requires special efforts to educate the staff on new way on conducting ways.

# **CHAPTER 2: PROPOSED SYSTEM**

## 2.1 Proposed System

- Improve lead quality and conversion.
- Enhance lead distribution with automated lead routing based on defined business rules.
- Achieve timely follow-up with immediate alerts when a new lead is waiting, and automatic reassignment when a lead is not acted upon in a timely fashion.
- Get valuable feedback with real-time visibility into the distribution of leads, and follow-up on lead quality.
- Deliver actionable knowledge with immediate feedback on lead status as well as reasons for rejection—including what messaging, offers, and channels are most effective at each stage in the sales process.

Like all LMS marketing management software components, LMS is based on an open architecture that makes implementation easy and allows you to leverage your existing IT infrastructure and data.

## **2.2 Objective of System**

1. It helps to create visit plan and campaign for employee.
2. It helps to keep track on prospect and lead.
3. Maintain the list of product.
4. Keep track on Demo.
5. Helps to generate and store Quotation
6. It store employee details who are working in organization.
7. This system is web based so user can access from anywhere.
8. It helps to develop a user friendly system.
9. It allows computerizing the different activities of the Employee.
10. It helps to keep a check on the data processed to avoid errors.
11. It helps to ease the process of editing and updating.

12. It helps to provide data security.
13. It helps to generate all the required reports accurately and promptly.
14. It reduces the paper work.
15. It helps to increase speed, accuracy and efficiency of processing the records.
16. It helps to reduce redundancy of data.

## **2.3 User Requirements**

### **Sales Tracking**

The user wants to manages opportunities, allowing for the marketing and sales team to collaborate more effectively, maintain better contact management, easier quote/proposal production/management and more.

### **Customer Database**

The user wants that he should be able to move contacts through specific record stages, e.g. Lead, Contact, Customer, etc. These stages should come out of the box but also be deeply customizable. Master data management of customer database should be of highest priority of CRM platform, making sure data integrity is continually optimized.

### **Activity Management**

The user wants the solution which enables easy management of all appointments with prospects, leads, colleagues, vendors and other contacts. Here again your integration with marketing automation also comes into play by having all the website and campaign activities of leads and contacts available within CRM.



## **Schedule Management**

The user wants to solution for scheduling the visit plan and time to time reminder of the task which is scheduled with client.

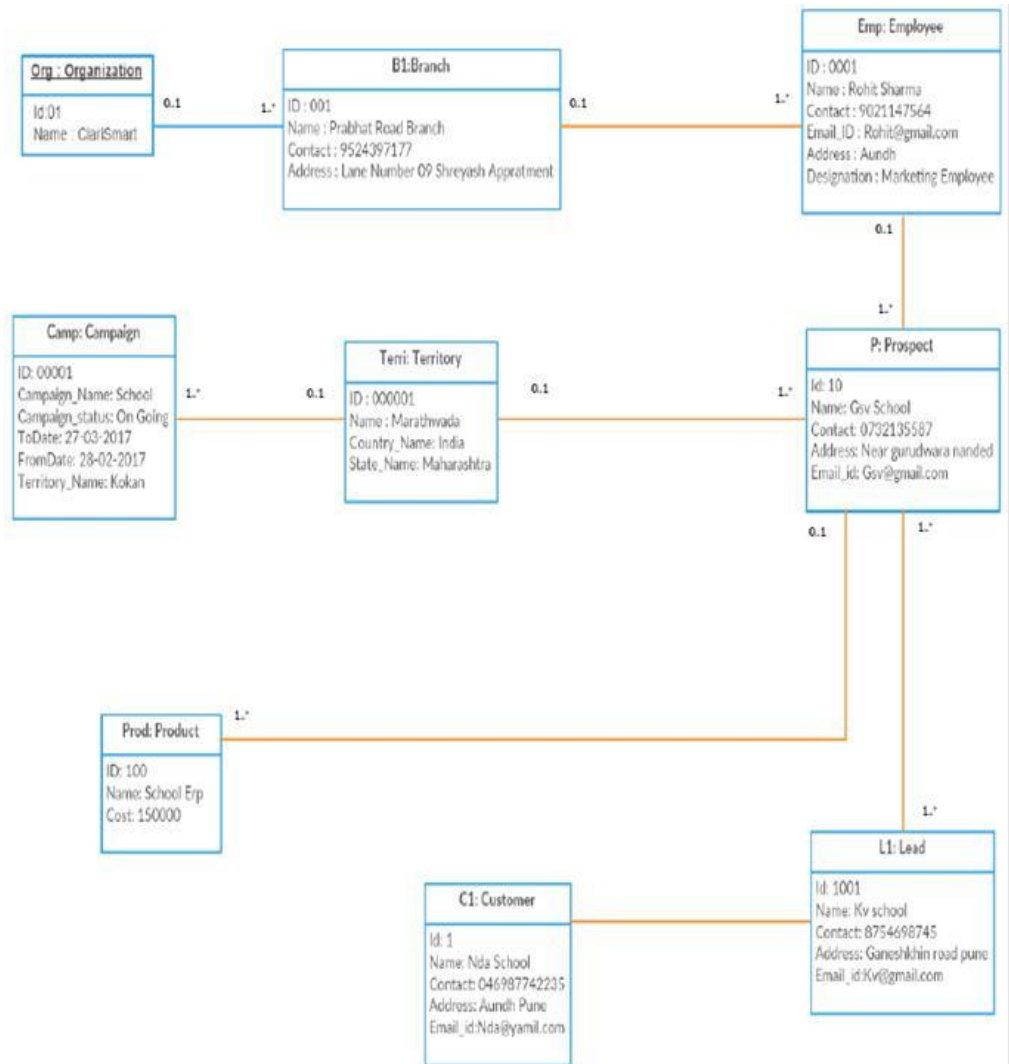
## **Deployment Environment**

User wants a web-based or —SaaS platforms (Software as a Service) and this is more often a standard requirement when shopping for a CRM platform. [Salesforce CRM](#) is a popular web-based CRM or SaaS CRM. Otherwise user wants an On-Premise solution that is installed on their own managed servers and maintained by an internal team. .

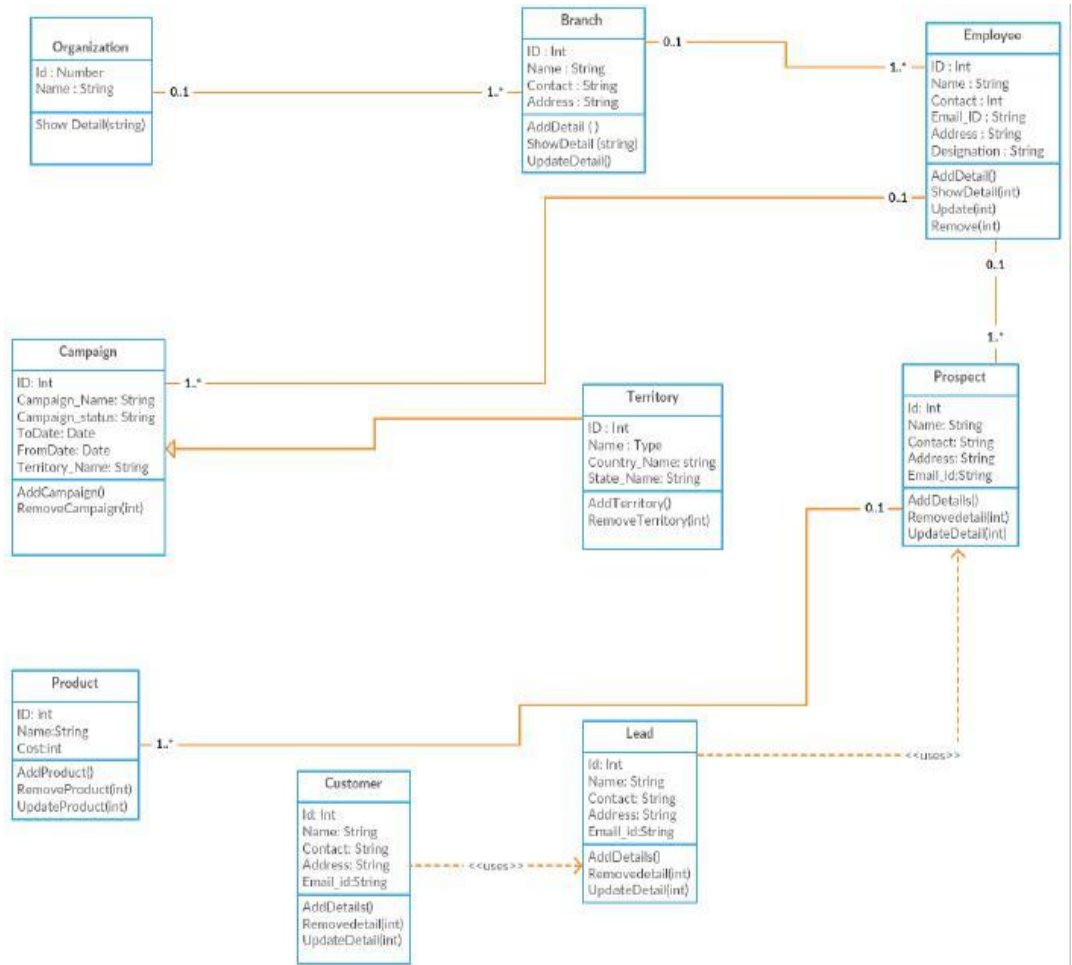
# **CHAPTER 3:**

## **Analysis & Design**

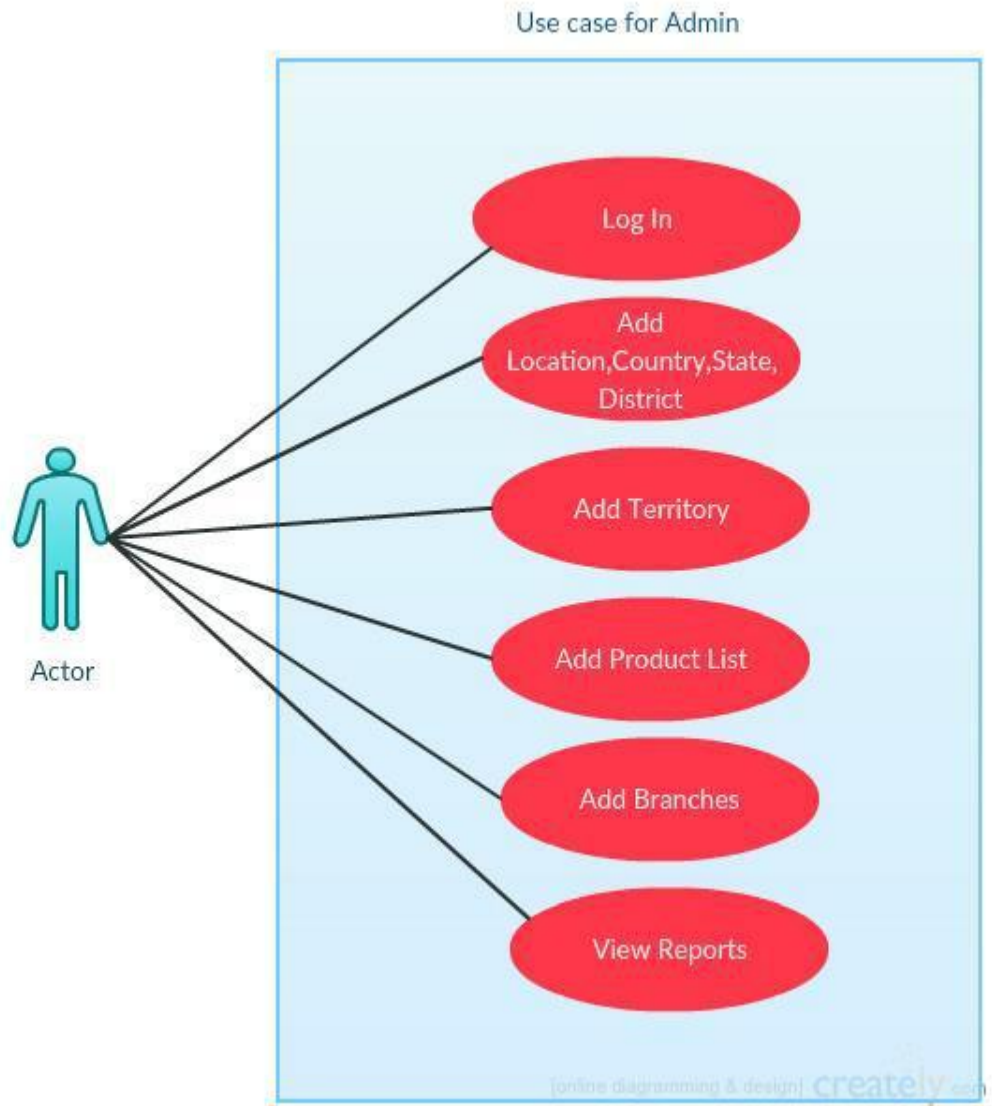
### 3.1 Object Diagram



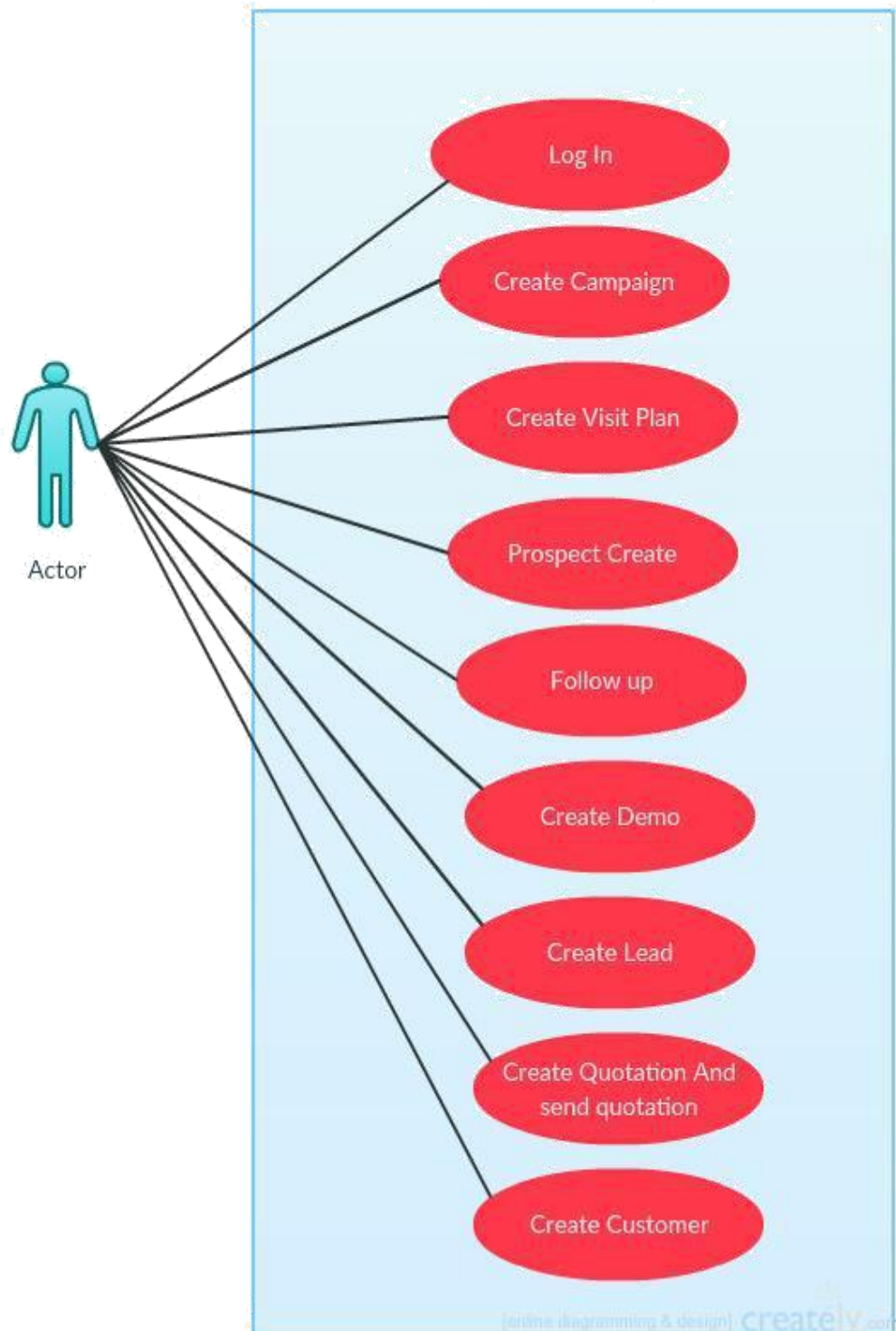
### 3.2 Class Diagram



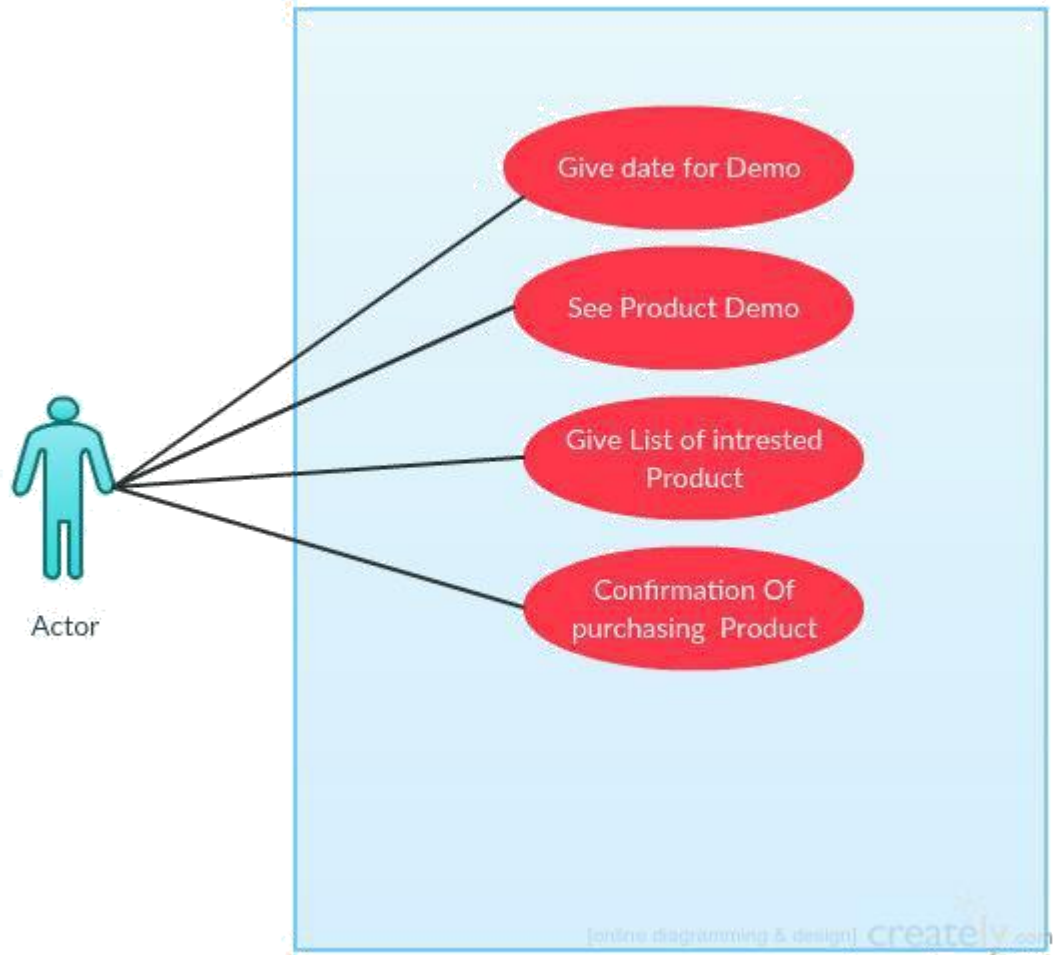
### 3.3 Use Case Diagram



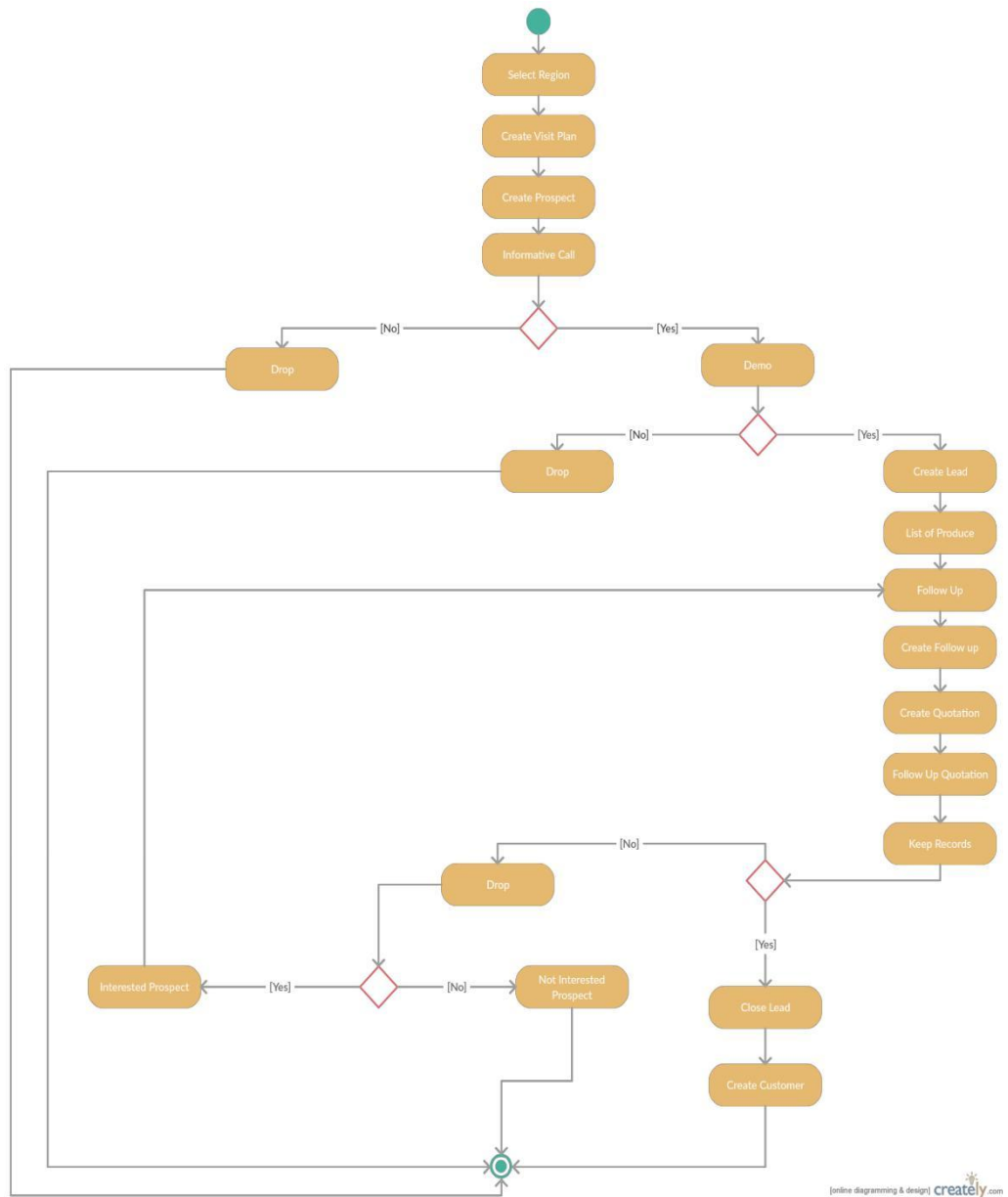
### Use case for Employee



Use case for Prospect

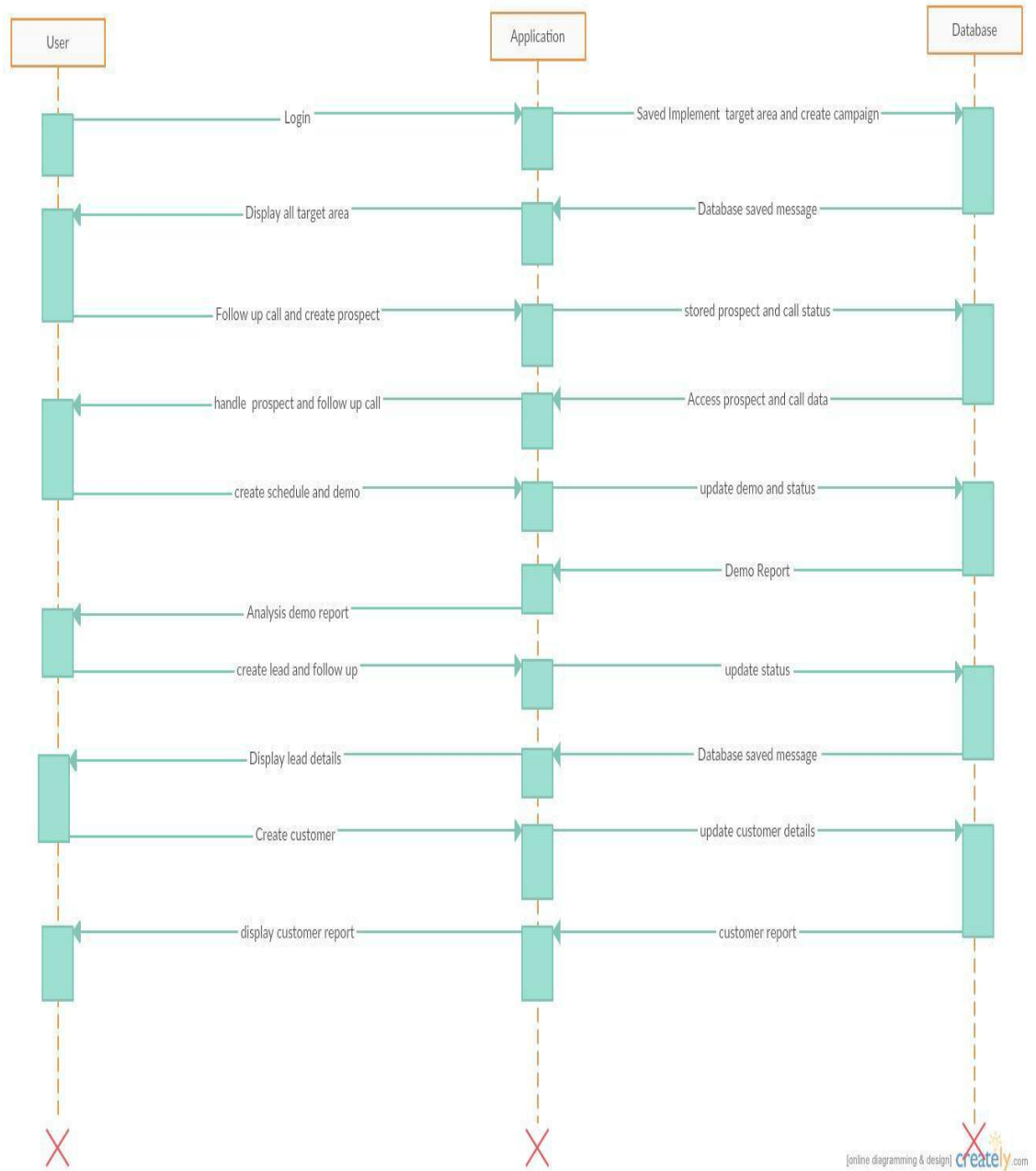


### 3.4 Activity Diagram

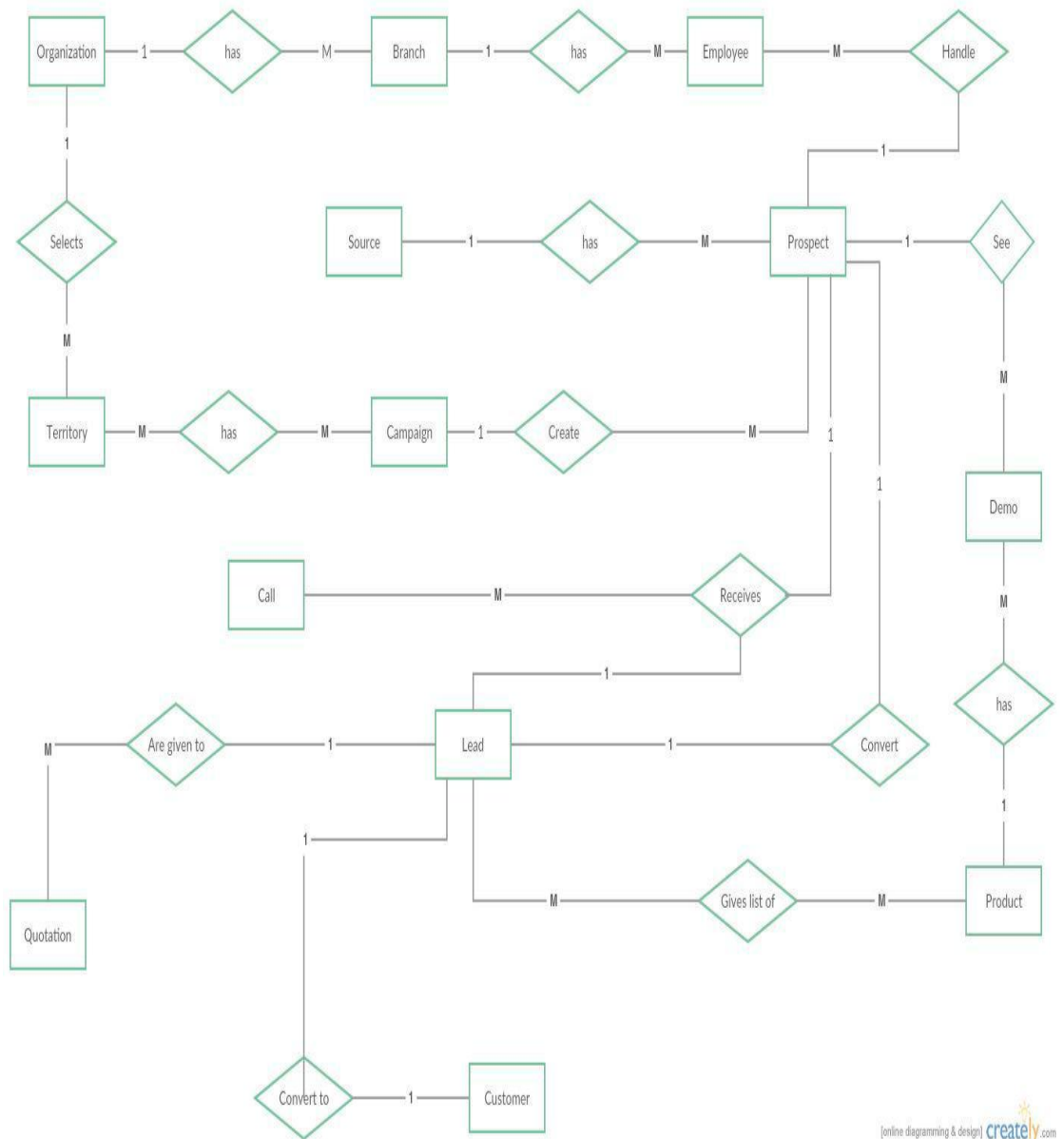




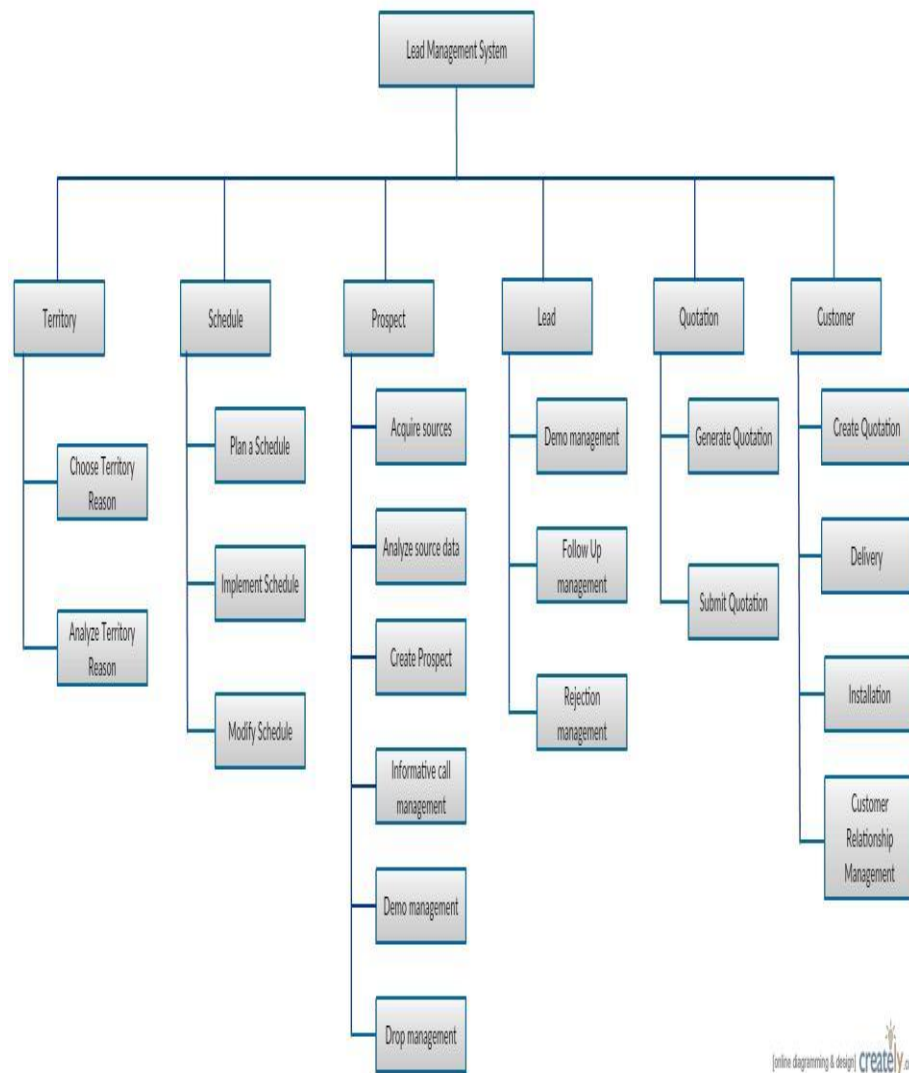
### 3.5 Sequence Diagram



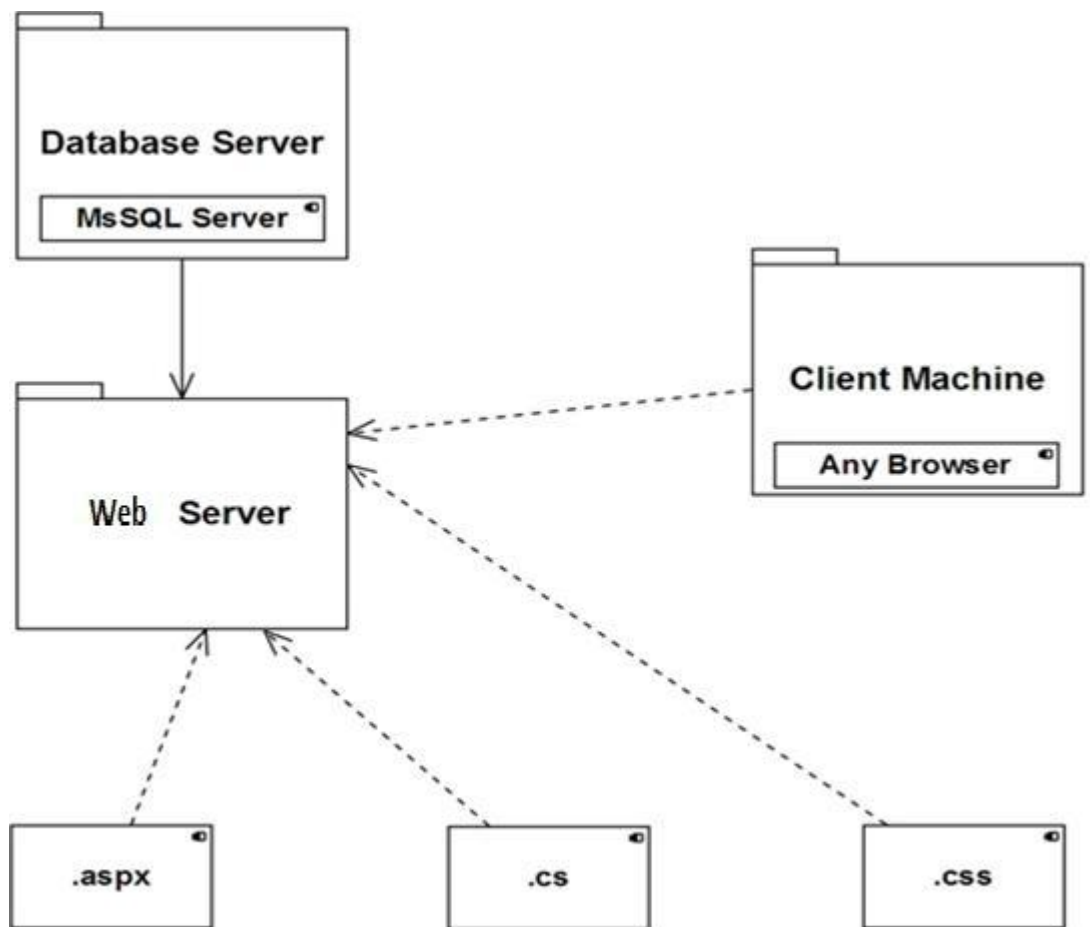
### 3.6 Entity Relationship Diagram



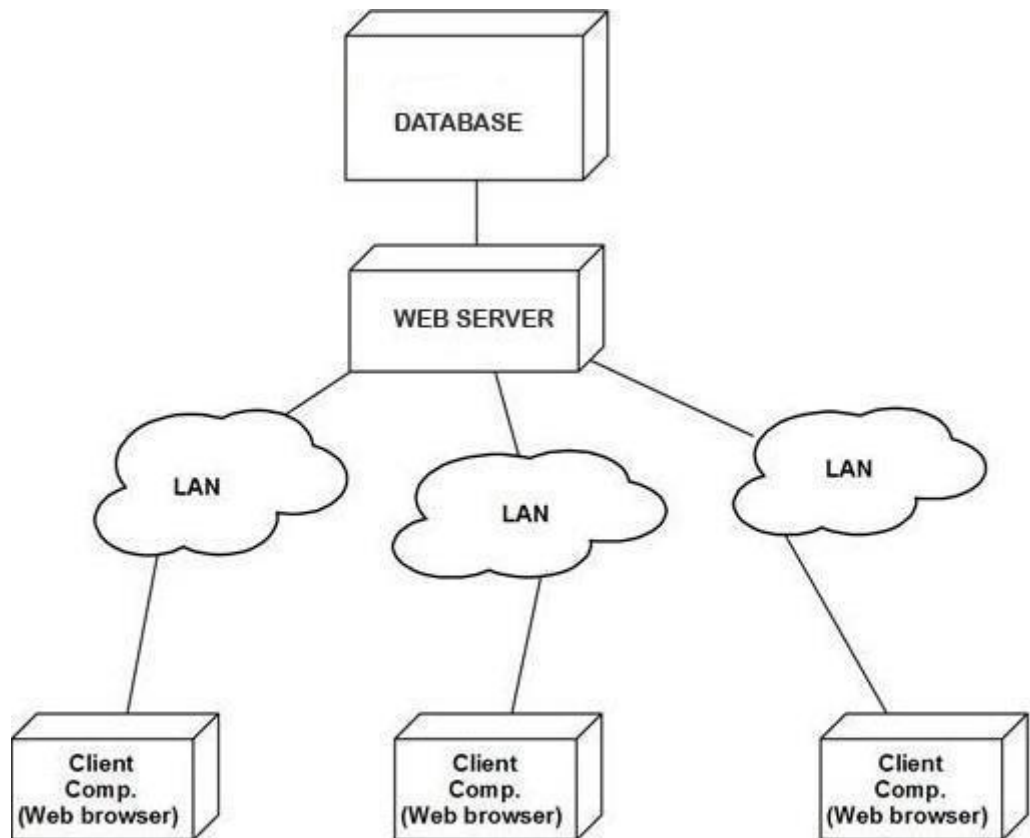
### 3.7 Module Hierarchy Diagram



### 3.8 Component Diagram



### 3.9 Deployment Diagram



## **3.10 Module Specification**

Modules Present in the System:

### **Module 1: - Administrator**

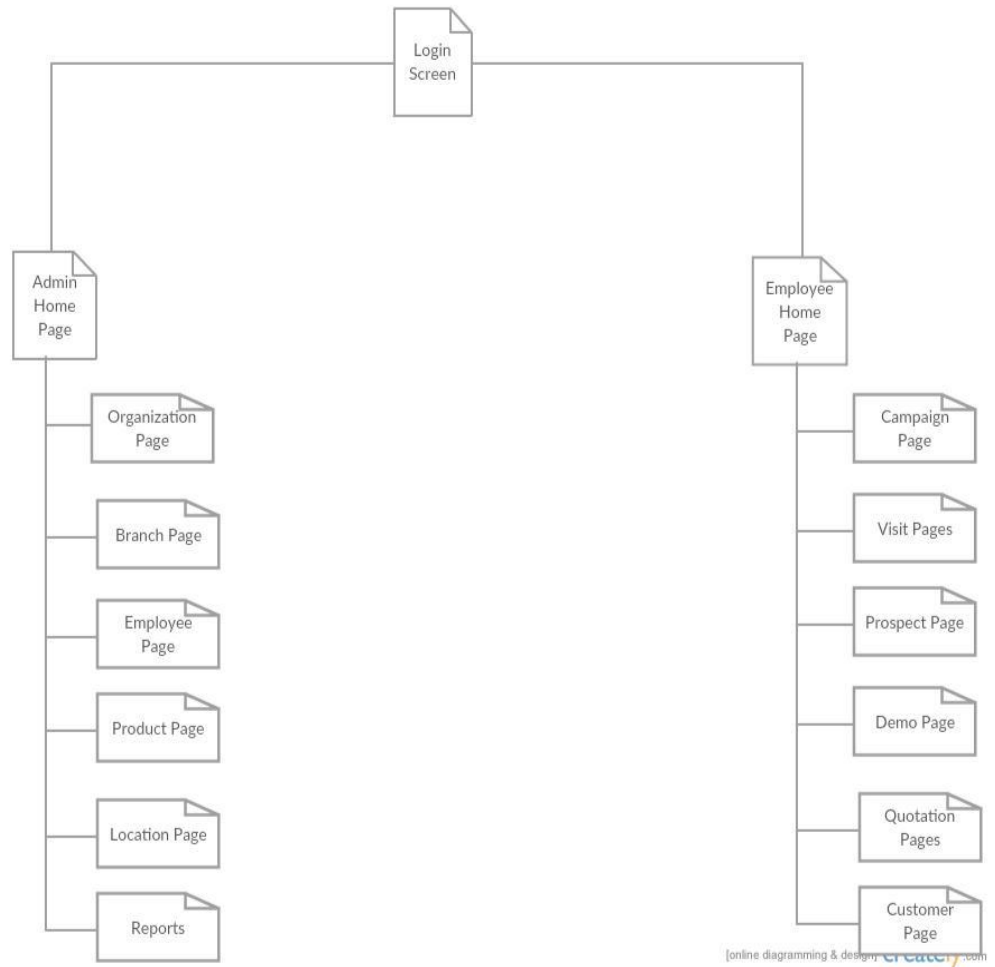
- Login.
- All Master files view.
- View transaction files.
- View all reports
- Manage User
- Delete records in Master files.
- Delete records in transaction files.

### **Module 2:- User**

- Login
- Manages visit plan
- Manages Campaign
- Manages follow up call
- Manages quotation details
- Manages demo details

- Manages prospect ,lead details
- Manages customer details

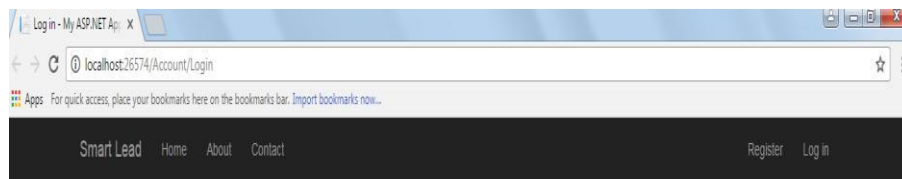
### 3.11 Website Map Diagram





## 3.12 User Interface

### Login



### Log in.

Use a local account to log in.

Email

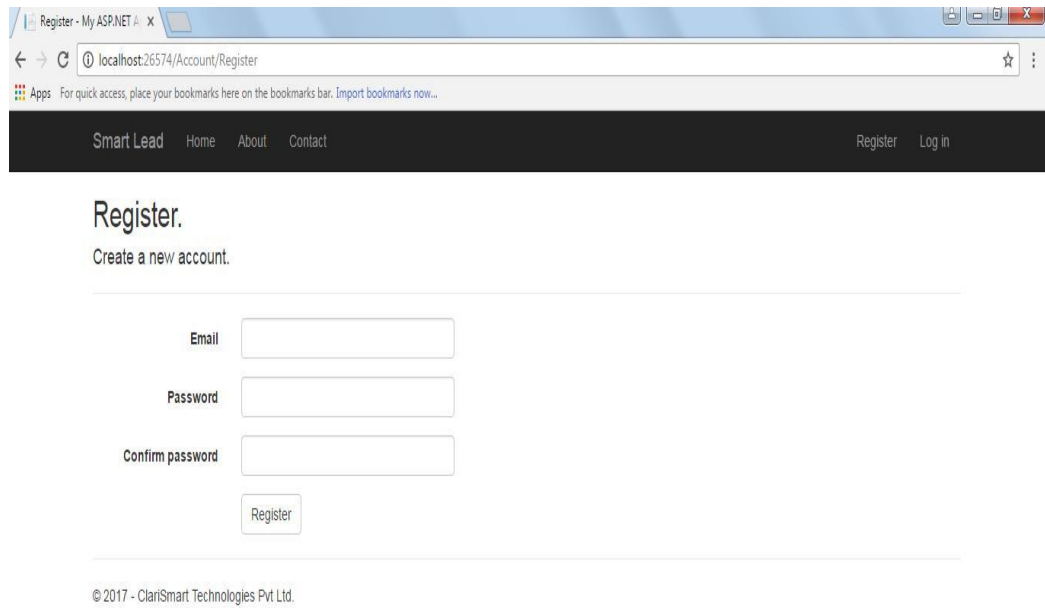
Password

Remember me?

[Register as a new user](#)

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## Register New User

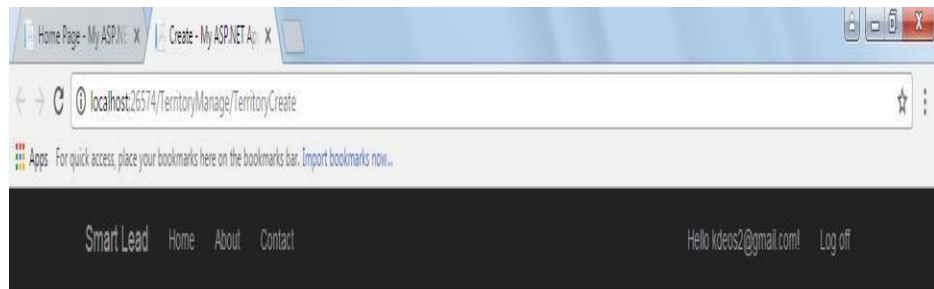


The screenshot shows a web browser window with the title "Register - My ASP.NET A" and the address bar containing "localhost:26574/Account/Register". The browser's address bar also shows navigation icons and a star icon for bookmarks. Below the address bar is a navigation bar with links for "Smart Lead", "Home", "About", "Contact", "Register", and "Log in".

The main content area features a heading "Register." followed by the instruction "Create a new account." Below this is a registration form with three input fields: "Email", "Password", and "Confirm password". A "Register" button is positioned below the "Confirm password" field.

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## Create Territory



### Territory Manager

#### Create Territory

---

Territory Name :

Country :

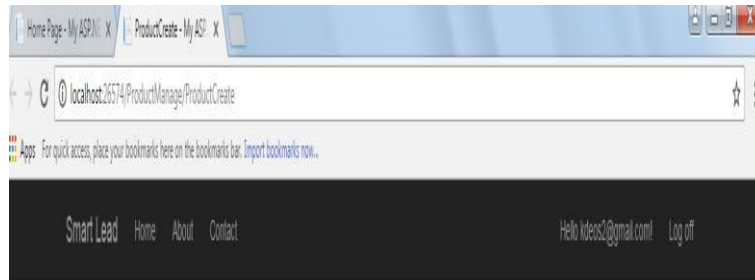
State :

[Back to List](#)

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## Create Product



### Product Manager

#### Create Product

Product Name :

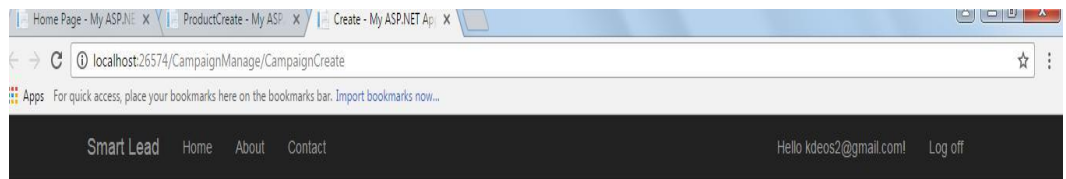
Product Price :

Product Description :

[Back to List](#)

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# Create Campaign



## Campaign Manager

### Create Campaign

Campaign Name :

Territory Name :

Address :

From Date :

To Date :

Campaign Status :

[Back to List](#)

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## Create Employee

Smart Lead Home About Contact Hello kdeos2@gmail.com Log off

### Employee Manager

Create Employee

Employee Name :

Contact No :

Email ID :

Address :

Designation :

Country : --Select Country-- ▾

State : --Select State-- ▾

District : --Select District-- ▾

City :

Branch Name : --Select Branch-- ▾

[Back to List](#)

Search right here 10:55 AM 03-Apr-17

## Create Branch

Smart Lead Home About Contact Hello kdeos2@gmail.com! Log off

### Create Branch

Branch Name :

Organization Name : Clarismart ▼

Contact No. :

Email ID :

Address :

Country : --Select Country-- ▼

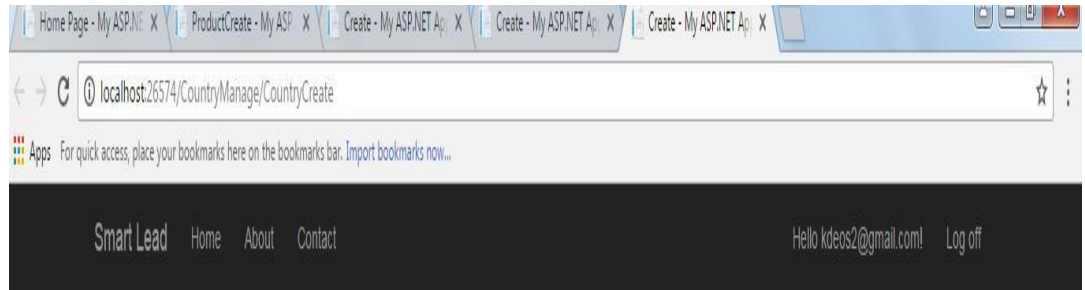
State : --Select State-- ▼

District : --Select District-- ▼

City :

[Back to List](#)

## Create Country



## Country Manager

### Create Country

Country Name :

Create

[Back to List](#)

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## Create Organization

Home Page - My ASP.NET x Product Create - My ASP.NET x Create - My ASP.NET A: x Create - My ASP.NET A: x Create - My ASP.NET A: x Create - My ASP.NET A: x

localhost:26574/tbl/Organizations/Create

Smart Lead Home About Contact Hello kidevs2@gmail.com! Log off

### Create Organization

---

Organization

Address

Contact

Country

State

City

Email ID

[Back to List](#)

## Create Quotation



### Create

tblQuotation

---

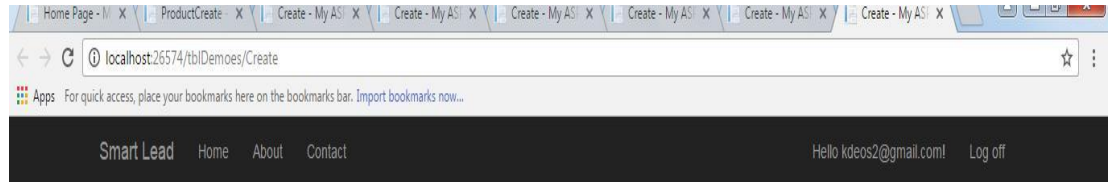
Prospect	<input type="text"/>
Budget	<input type="text"/>
Product	<input type="text" value="Smart Housing"/>
Tax	<input type="text"/>
	<input type="button" value="Create"/>

[Back to List](#)

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# Create Demo



## Create

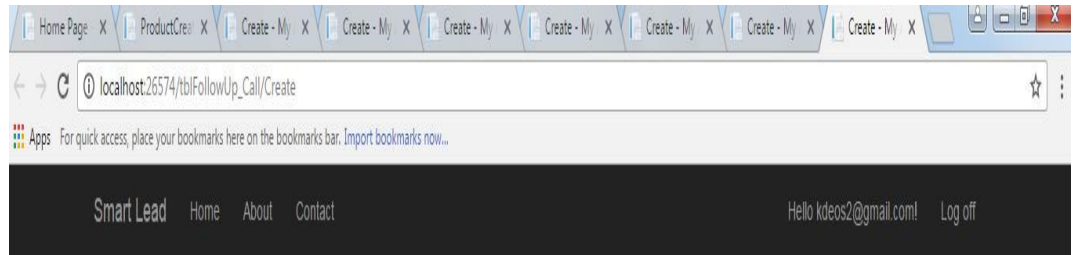
tblDemo

Demo Status	<input type="text"/>
Prospect Id	<input type="text"/>
Schedule Date	<input type="text"/>
Actual Date	<input type="text"/>
Remarks	<input type="text"/>
	<input type="button" value="Create"/>

[Back to List](#)

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## Create Follow up



### Create

#### FollowUp

FollowUp Date

Status

Prospect

Next FollowUp Date

[Back to List](#)

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## Create Prospect

Smart Lead Home About Contact Hello kdeos2@gmail.com Log off

### Prospect Manager

Create Prospect

Prospect Name :

Contact :

Address :

Email ID :

Campaign Name : E smart ▼

Source : Telephonic ▼

Status : Dropped ▼

Lead Status : Cold ▼

Employee Name : Kartik Deo ▼

[Back to List](#)

### 3.13 Data Dictionary

Field Name	Data Type	Constraints
Actual_date	date	Not Null
Address	varchar(50)	Not Null
Branch_Address	varchar(50)	Not Null
Branch_Contact	varchar(50)	Not Null
Branch_ID	int	Primary Key
Branch_Name	varchar(50)	Not Null
Budget	int	Not Null
Call_Date	date	Not Null
Call_Id	int	Primary Key
Campaign_Id	int	Primary Key
Contact_Number	varchar(15)	Not Null
Customer_Address	varchar(50)	Not Null
Customer_Contact	varchar(50)	Not Null
Customer_Email_Id	varchar(50)	Not Null
Customer_Id	int	Primary Key
Customer_Name	varchar(50)	Not Null
Date	date	Not Null
Demo_Id	int	Primary Key
Demo_status	varchar(50)	Not Null
Email_id	varchar(50)	Not Null
Employee_Address	varchar(50)	Not Null

Employee_Contact	varchar(50)	Not Null
Employee_Designation	varchar(50)	Not Null
Employee_Email_Id	varchar(50)	Not Null
Employee_Id	int	Primary Key
Employee_Name	varchar(50)	Not Null
Lead_status_id	int	Foreign Key
Next_Call_Date	date	Not Null
Organization_Address	varchar(50)	Not Null
Organization_Contact	int	Not Null
Organization_EmailID	varchar(50)	Not Null
Organization_ID	int	Primary Key
Organization_Name	varchar(50)	Not Null
Product_Description	varchar(50)	Not Null
Product_Id	int	Primary Key
Product_Name	varchar(50)	Not Null
Product_Price	float	Not Null
Prospect_ID	int	Primary Key
Prospect_Name	varchar(50)	Not Null
Quotation_Id	int	Primary Key
Schedule_date	Date	Not Null
Source_Id	int	Foreign Key
Source_Type	varchar(50)	Not Null
Source_Type_Id	int	Foreign Key
Status	varchar(50)	Not Null

### 3.14 Table Specification

#### Table Name: - Territory

Field Name	Data Type	Key	Null
Territory_id	Int	Primary key	Not Null
Territory_name	Varchar(50)		

#### Table Name: -Campaign

Field Name	Data Type	Key	Null
Campaign_Id	Int	Primary key	Not Null
Date	Date		Not Null
Status	varchar(50)		Not Null

#### Table Name: -Campaign\_Territory

Field Name	Data Type	Key	Null
Campaign_Territory_Id	int	Primary key	Not Null
Campaign_Id	int	Foreign key	Not Null
Territory_Id	int	Foreign key	Not Null



**Table Name: -Prospect**

Field Name	Data Type	Key	Null
Prospect_ID	Int	Primary key	Not Null
Prospect_Name	varchar(50)		Not Null
Contact_Number	varchar(15)		Not Null
Address	varchar(50)		Not Null
Email_id	varchar(50)		Not Null
Campaign_Id	Int	Foreign key	Not Null
Source_Id	Int	Foreign key	Not Null
Lead_status_id	Int	Foreign key	Not Null

**Table Name: - Source\_Type**

Field Name	Data Type	Key	Null
Source_Type_Id	Int	Primary Key	Not Null
Source_Type	varchar(50)		Not Null

**Table Name: - Demo**

Field Name	Data Type	Key	Null
Demo_Id	Int	Primary Key	Not Null
Demo_status	varchar(50)		Not Null
Prospect_Id	Int	Foreign	
Schedule_date	Date		
Actual_date	Date		

**Table Name: - Quotation**

Field Name	Data Type	Key	Null
Quotation_Id	Int	Primary Key	Not Null
Budget	Int		
Prospect_Id	Int	Foreign Key	
Tax	Float		

**Table Name: - Product**

Field Name	Data Type	Key	Null
Product_Id	Int	Primary Key	Not Null
Product_Name	Varchar(50)		
Product_Price	Float		
Product_Description	Varchar(50)		

**Table Name: - Quotation\_Product**

Field Name	Data Type	Key	Null
Quotation_Product_Id	Int	Primary Key	Not Null
Quotation_Id	Int	Foreign Key	
Product_Id	int	Foreign Key	

**Table Name:-Call**

Field Name	Data Type	Key	Null
Call_Id	Int	Primary Key	Not Null
Call_Date	date		
Status	Varchar(50)		
Next_Call_Date	date		

**Table Name:-Organization**

Field Name	Data Type	Key	Null
Organization_ID	Int	Primary Key	Not Null
Organization_Name	varchar(50)		
Organization_Address	varchar(50)		
Organization_Contact	Int		
Organization_EmailID	varchar(50)		

**Table Name:-Branch**

Field Name	Data Type	Key	Null
Branch_ID	Int	Primary Key	Not Null
Branch_Name	varchar(50)		
Branch_Contact	varchar(50)		
Branch_Address	varchar(50)		
Organization_ID	Int	Foreign Key	

**Table Name:-Employee**

Field Name	Data Type	Key	Null
Employee_Id	int	Primary Key	Not Null
Employee_Name	varchar(50)		
Employee_Contact	varchar(50)		
Employee_Email_Id	varchar(50)		
Employee_Address	varchar(50)		
Employee_Designation	varchar(50)		
Branch_ID	int	Foreign Key	

**Table Name:-Customer**

Field Name	Data Type	Key	Null
Customer_Id	Int	Primary Key	
Customer_Name	varchar(50)		
Customer_Contact	varchar(50)		
Customer_Address	varchar(50)		
Customer_Email_Id	varchar(50)		
Prospect_Id	Int	Foreign Key	

### 3.15 Test Procedures and Implementation

Test Id	Test Name	Objective	Pre-condition	Steps to be followed	Test Data	Expected Result	Actual Result	Status
Tc-01.1	Login	To check Login Functionality with valid username and valid password	login page must available	Enter valid user name and password .	Email:Demo@gmail.com Password : 123!@#Kk	Login should successful	login successfully done	pass.
Tc-01.2		To check Login Functionality with invalid username and	login page must available	Enter Invalid user name and password .	Email :Demo@gmail.com Password : 123!@#Kk	Login should unsuccessful	login unsuccessful	pass.

		pass word.						
Tc-01.3		To check Login Functionality with valid username and invalid password	login page must available	Enter valid username and Invalid password .	Email:Demo@gmail.com Password : 123!@#Pp	Login should unsuccessful	login unsuccessful	pass.
Tc-02.1	Register New User.	To check the functionality of Register New User. User accept only unique	Register New User Form available on login page	Enter unique username and password	Email: <a href="mailto:Demo@gmail.com">Demo@gmail.com</a> Password : 123!@#Kk  Confirm Password: 123!@#Kk	New User Register Successfully.	Register new user	Pass.

		user name and email id.						
Tc-02.2		To check the functionality of Register New User. Already Exist s user name and email id.	Register New User Form available on login page	Enter Already Exist s name and password	Observation	Register New User fail.	New User Register process fail	Pass.
Tc-02.3		To check the functionality of Register New User Password	Register New User Form available on login page	Enter password and Confirm Password .	Email: <a href="mailto:Demo@gmail.com">Demo@gmail.com</a> Password : 123!@#Kk Confirm Password: 123!@#T	New User Register Successfully.	Register new user	Pass.

		and Confirm Password are same			T			
Tc-03.1	Territory manager	To check the functionality of Territory add	Territory available	Create a territory Plan	Territory Name : Kokan Country : India State: Maharashtra	Territory Plan : Add To Territory plan list.	Create Territory successful	Pass.
Tc-03.2		To check the functionality of Territory Update	Territory available	Select Territory Plan to Edit	Territory Name : Marathwada Country : India State: Maharashtra	Should Updating Territory details.	Territory Update successful	Pass.
Tc-03.3		To check the functionality of Territory	Territory available	Select Territory plan to delete	Territory Name : Kokan Country : India State: Maharashtra	Territory Plan : Delete From Territory	Delete Territory successful	Pass.



		ory Delet e		e	ra	ory plan list.		
T c- 0 3. 4		To chec k the funct ionali ty of Territ ory Repo rt.	Territ ory Repo rt Avail able on Territ ory mana geme nt.	Click on Terri tory Repo rt.	Observatio n.	Territ ory Repo rt shoul d be Displ ay in Prop er form at.	Territ ory Repo rt Displ ay in prop er form at	Pa ss.
T c- 0 4. 1	Pro duct man ager	To chec k the funct ionali ty of Prod uct add	Produ ct availa ble	Selec t Creat e Prod uct Detai ls	Product Name : Smarthous ing Price : 10000 Product Discriptio n : Helping fot large Society manageme nt data.	Add New Prod uct : To prod uct List.	Add New Prod uct succe ssful	Pa ss.
T c- 0 4.		To chec k the funct	Territ ory availa ble	Selec t Prod uct	Product Name : Smarthous ing	Shou ld Upda tion	Prod uct Upda te	Pa ss.

2		ionality of Territory Update		edit details.	Price 20000 Product Discription : Helping fot large Society managemene nt data	Product Details.	successfully.	
Tc-04.3		To check the functionality of Territory Delete	Delete Product available	Select Product delete Details	Observation	Product Details Should be deleted From the Product List	Delete Product successfully	Pass.
Tc-04.4		To check the functionality of Product Report.	Product Report Available on Territory managemene nt.	Click on Product Report.	Observation.	Product Report should be Display in Proper format.	Product Report Display in proper format	Pass.

Tc-05.1	Campaign manager	To check the functionality of add New Campaign .	Create Campaign available	Select Create Campaign	Campaign Name: SOP To Date: 27/03/2017 From Date:25/03/2017 Address: Nanded Campaign Status : On. Territory: Maharashtra.	Add New Campaign To Campaign List.	Add New Campaign successful	Pass.
Tc-05.2		To check the functionality of Campaign Update	Update Campaign available	Select edit Campaign.	Campaign Name: SOP To Date: 27/03/2017 From Date:25/03/2017 Address: Mumbai. Campaign Status : On. Territory: Maharashtra	Should Update Campaign Details.	Campaign Update successfully.	Pass.

Tc-05.3	To check the functionality of Campaign Delete	Delete Campaign available	Select delete Campaign	Observation	Campaign Details Should be deleted From the Campaign List	Delete Campaign successfully	Pass.
Tc-05.4	To check the functionality of Campaign Report.	Campaign Report Available on Campaign manager	Click on Campaign Report.	Observation.	Campaign Report should be Display in Proper format.	Campaign Report Display in proper format	Pass.
Tc-06	To check the functionality of Branch Report	Branch Report Available on Branch mana	Click on Branch Report.	Observation.	Branch Report should be Display in Prop	Branch Report Display in proper form	Pass.

		rt.	ger			er form at.	at	
T c- 0 7		To chec k the funct ionali ty of Orga nizati on Repo rt.	Orga nizati on Repo rt Avail able on Orga nizati on mana ger	Click on Orga nizati on Repo rt.	Observatio n.	Orga nizati on Repo rt shoul d be Displ ay in Prop er form at.	Orga nizati on Repo rt Displ ay in prop er form at	Pa ss.

# **CHAPTER 4:- USER MANUAL**

## **4.1 User Manual**

### **Login Page:**

The Login page is for all the users where the user will login by entering a valid username and password.

The User will enter the name with characters only.

The password will of minimum 8 characters which will at least include one capital letter, one small letter, one number and one special character(!,@,#,\$,%,&,\*).

Login process:

- Enter valid username
- Enter password according to password policy
- Click login button

### **Registration Page:**

The registration page is for staff registration. All the staff members of admin, employee will register through this Staff Registration page.

The registration page will contain the details to be filled by the user which should be valid and known by him.

### Registration Process:

- Enter valid email id
- Enter Password
- The password will of minimum 8 characters which will at least include one capital letter, one small letter, one number and one special
- Enter password again to confirm.

If registration is successful then the user will be taken to login page for login.

If registration is unsuccessful then user need to check the entered data is valid or not.

### **Admin Home Page**

#### **Location Page:**

In this page the admin can add country, district, and city for visit plan

This helps employee to set the exact location of territory.



**Territory Page:**

In this page admin manages the territory name which helps employee to schedule visit plan in particular territory.

**Branches Page:**

This page helps to manage various branch details of organization.

Like Branch Address, contact number, email id etc.

**Reports:**

In reports section all reports of employee, Prospect, Lead, Product, customer are viewed by the admin of the organization.

**Product Page:**

Admin can add new product in the database for selling purpose. In this page admin add product description and price of product.

## **Employee Home page**

### **Visit Plan Page:**

In visit plan page the schedule for searching of prospect is planned in it the starting date of visit plan and ending date of visit plan is mentioned.

### **Prospect Page:**

In this page you can manages all the prospect related data and giving the status of meeting in it.

### **Demo Page:**

You can manage the details of demo which you will give on the client site.

**Follow-Up Page:**

In follow up page you can maintain the data of each and every call of with prospect or lead or customer.

**Quotation Page:**

You can create quotation of each and every product in which lead is interested. In it selling price of product is calculate which include tax.

**Customer Page:**

You can manage all customer data in this form.

## 4.2 Menu Explanation

Homepage:

On the homepage users can see three options for login:

- Admin
- Employee

Admin:

On the Admin page, admin can see three options:

- Organization Manage
- Branch Manage
- Employee Manage
- Product Manage
- Location Manage
- Reports

In Organization manage page the detail of organization is stored and the data will manage in this menu. When user click on organization manage in it there sub menu will open like in Create, index, edit, detail, delete.

When user click on Branch manage in it there sub menu will open like in Create, index, edit, detail, delete. In Branch Manage page the detail of Branch is stored and the data will manage in this menu.

In Employee Manage page the detail of Employee is stored and the data will manages in this menu when user click on Employee manage in it there sub menu will open like in Create, index, edit, detail, delete.

Product Manage page the detail of Product is stored and the data will manages in this menu when user click on Product manage in it there sub menu will open like in Create, index, edit, detail, delete. These products are already developed by company or it may be in under developed.

Location Manage page the detail of Location is stored and the data will manages in this menu when user click on Location manage in it there sub menu will

open like in Create, index, edit, detail, delete. These Locations are used for creating visit plan or campaign.

In Reports section all the reports of employee, prospect, lead, product are displayed to the only to the admin department which shows the progress of the organization.

Employee:

The employee will have to login first the user name and password will be given by the admin department.

Upon login will be able to see below topics

- Visit Plan Manage
- Prospect Manage
- Demo Manage
- Follow up manage
- Quotation Manage
- Customer Manage

In visit plan page the schedule for searching of prospect is planned in it the starting date of visit plan and ending date of visit plan is mentioned.

In this page you can manages all the prospect related data and giving the status of meeting in it.

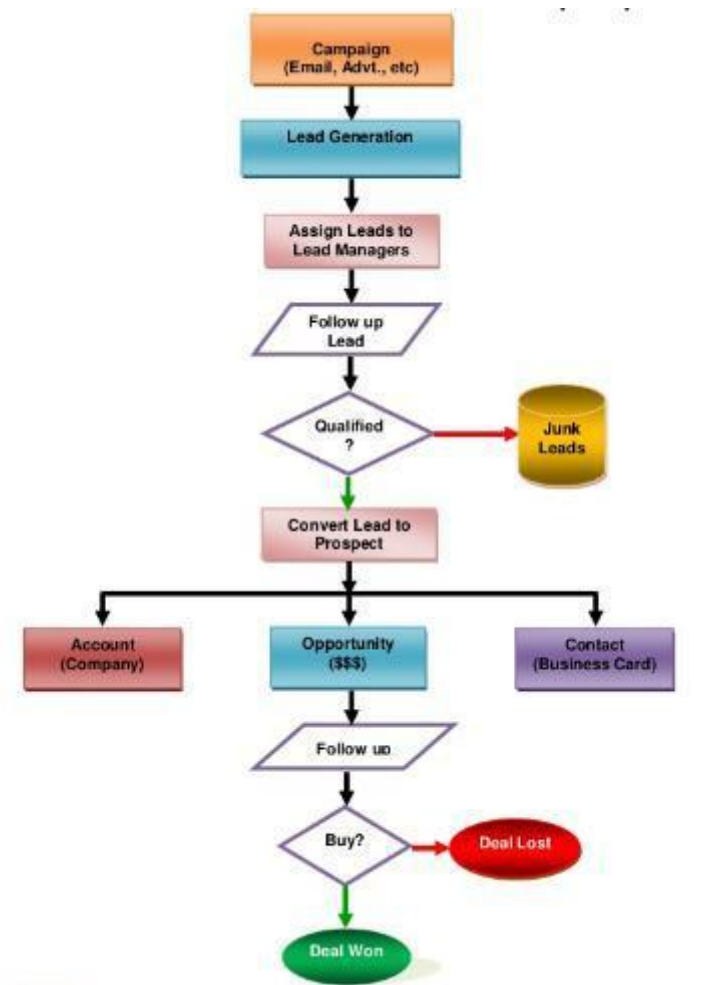
You can manage the details of demo which you will give on the client site.

In follow up page you can maintain the data of each and every call of with prospect or lead or customer.

You can create quotation of each and every product in which lead is interested. In it selling price of product is calculate which include tax.

You can manage all customer data in this form which are ready to purchase the product.

### 4.3 Flow Chart





## **Drawbacks and Limitations**

Although system is a great success considering its computing and logical functioning it has some unconsidered drawbacks.

**Following are some major drawbacks.**

- **Time Consuming**

This project required the person who are fill the all record about customer, lead, prospect, visit plan it become very time consuming process.

- **About Complaints**

In this project I am not maintain the any record about the Customer Complaints.

- **Date-Stock**

In this project I am not maintained Date-wise sales of product.

- **Sales Record**

In this project no sale record of product is maintained

- **Payment Record**

In this project no financial transaction is recorded.

# Proposed Enhancements

I believe in the one liner —There is always an inch more to build. This means, the software can be enhanced, and will be enhanced further more. I was bound by certain criteria such as time, money, syllabus permission like professional talent and work experience.

But positively, without these bounding criteria, I would like to enhance this software project and empower it with many more functionalities. Some functionality our future enhancement includes.

- **Establishing two way communications between both the prospect and employee.**
- **Alarm option for visit plan and campaign when the date is come.**
- **Online Presentation of Demo of product Not given to prospect.**

# Conclusion

Any changes made in the system in future, will not affect the other functioning of the system.

Now the management needs not to go through their entire register to find the product records according to the customer's requirement.

Administrator will get all the information about the customer and about the products in one click.

# Bibliography

## Books Referenced

- ASP.net with C# (Black Book)
- Henry Korth for Database concept.

## Site referred

- [www.msdn.microsoft.com/](http://www.msdn.microsoft.com/)
- [www.asp.net.com/](http://www.asp.net.com/)
- [www.google.com/](http://www.google.com/)
- [www.stackoverflow.com](http://www.stackoverflow.com)
- [www.tutorialspoint.com](http://www.tutorialspoint.com)
- [www.c-sharpcorner.com](http://www.c-sharpcorner.com)
- <https://www.asp.net/mvc/books>

# **ANNEXURE**

# ANNEXURE 1: USER INTERFACE SCREENS

## Edit Organization Details

Smart Lead Home About Contact Hello kdeos2@gmail.com! Log off

### Edit

tblOrganization

Organization	<input type="text" value="Clarismart"/>
Address	<input type="text" value="Prabhat Road"/>
Contact	<input type="text" value="02025679840"/>
Country_ID	<input type="text" value="India"/>
State_ID	<input type="text" value="Maharashtra"/>
City	<input type="text" value="Pune"/>
Email ID	<input type="text" value="Clarismart@gmail.com"/>

[Back to List](#)

## Organization Details



### Details

tblOrganization

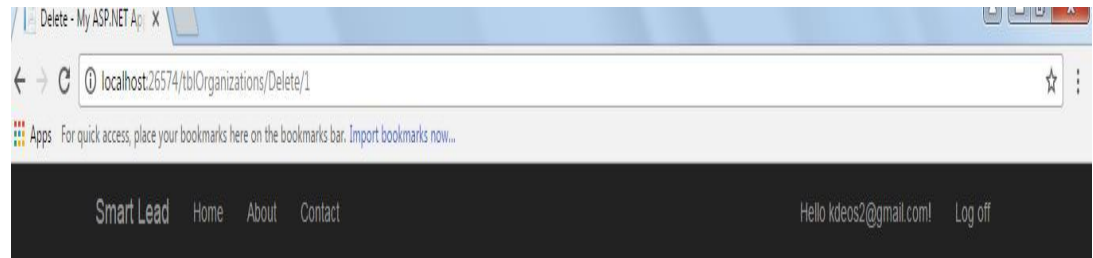
---

<b>Organization</b>	Clarismart
<b>Address</b>	Prabhat Road
<b>Contact</b>	02025679840
<b>City</b>	Pune
<b>Email ID</b>	Clarismart@gmail.com
<b>Country</b>	India

[Edit](#) | [Back to List](#)



## Delete Organization Details



### Delete

Are you sure you want to delete this?

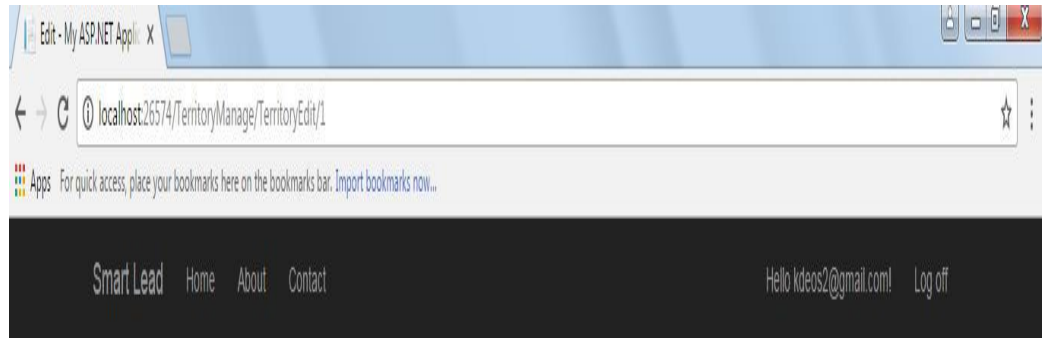
tblOrganization

---

**Organization** Clarismart  
**Address** Prabhat Road  
**Contact** 02026679840  
**City** Pune  
**Email ID** Clarismart@gmail.com  
**Country** India

[Back to List](#)

## Edit Territory Details



# Territory Manager

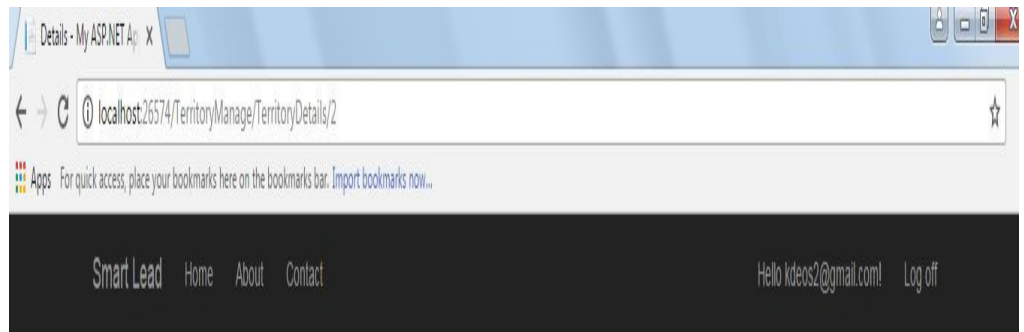
## Edit Territory

---

<b>Territory</b>	<input type="text" value="Kokan"/>
<b>Country :</b>	<input type="text" value="India"/>
<b>State :</b>	<input type="text" value="Maharashtra"/>
	<input type="button" value="Save"/>

[Back to List](#)

## Details of Territory



# Territory Manager

## Territory Details

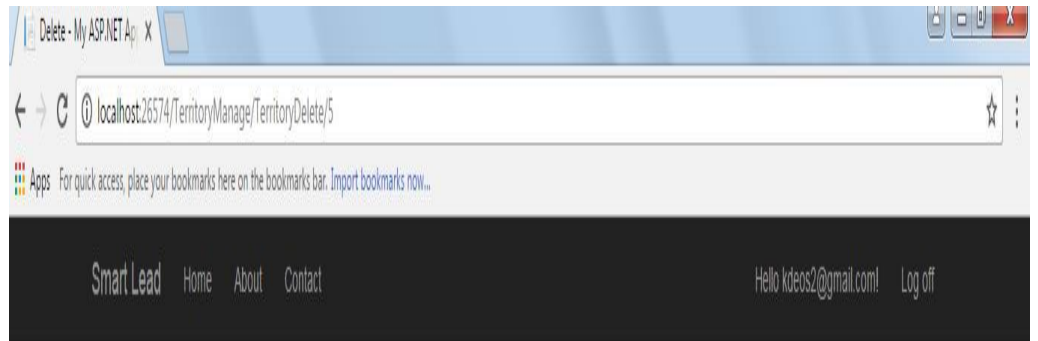
---

<b>Territory</b>	Marathwada
<b>Country</b>	India
<b>State Name</b>	Maharashtra

[Edit](#) | [Back to List](#)

---

## Delete Territory Details



### Territory Manager

Are you sure you want to delete this?

Delete Territory

---

<b>Territory</b>	Mumbai
<b>Country</b>	India
<b>State Name</b>	Maharashtra

Are you sure you want to delete this?

Delete | [Back to List](#)

## Employee Edit

Smart Lead Home About Contact Hello kdeos2@gmail.com Log off

### Employee Manager

Edit Employee

Employee Name :

Contact No. :

Email ID :

Address :

Designation :

Country :

State :

District :

City :

Branch Name :

[Back to List](#)

10:56 AM 03-Apr-17

## Employee Delete



### Employee Manager

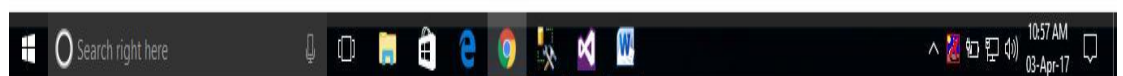
Are you sure you want to delete this?

Delete Employee

Employee Name Kartik Deo  
Contact No. 7589658748  
Email ID kartik@gmail.com  
Address Pune  
Designation Trainee  
City Pune  
Branch Name ClariSmart Prabhat Road  
Country India  
District Pune  
State Name Maharashtra

Delete | [Back to List](#)

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# Prospect Edit

The screenshot shows a web browser window with the following details:

- Browser Tab: Edit - My ASP.NET Appli... X
- Address Bar: localhost:26574/ProspectManage/Edit/1
- Navigation: Smart Lead Home About Contact
- User: Hello kdeos2@gmail.com! Log off

## Prospect Manager

Edit Prospect

---

Prospect Name :

Contact :

Address :

Email ID :

Campaign Name :

Source :

Status :

Lead Status :

Employee Name :

[Back to List](#)

The Windows taskbar at the bottom shows the time as 11:27 AM on 03-Apr-17, with various system icons and application icons.

## Prospect Delete:-



### Prospect Manager

Are you sure you want to delete this?

Delete Prospect

Prospect\_Name English School  
Prospect\_Contact pune  
Prospect\_Address Kothrud,Pune  
Prospect\_Email\_Id englishschool@gmail.com  
Campaign Name E School  
Employee Name Prashant Khandekar  
Lead\_Status Hot  
Source\_Name Email  
Status\_Type Prospect Active

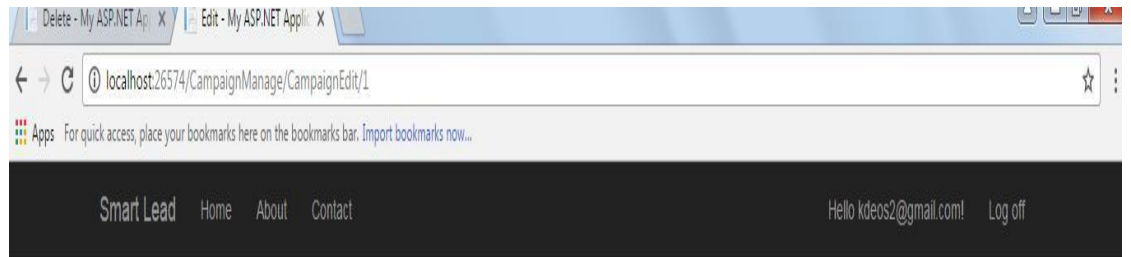
| [Back to List](#)

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# Edit Campaign



## Campaign Manager

### Edit Campaign

Campaign Name :

Territory Name :

Address :

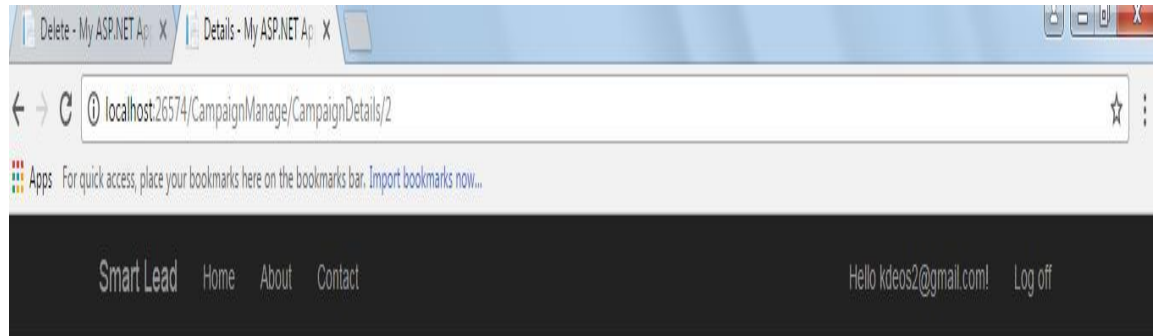
From Date :

To Date :

Campaign Status :

[Back to List](#)

## Campaign Details



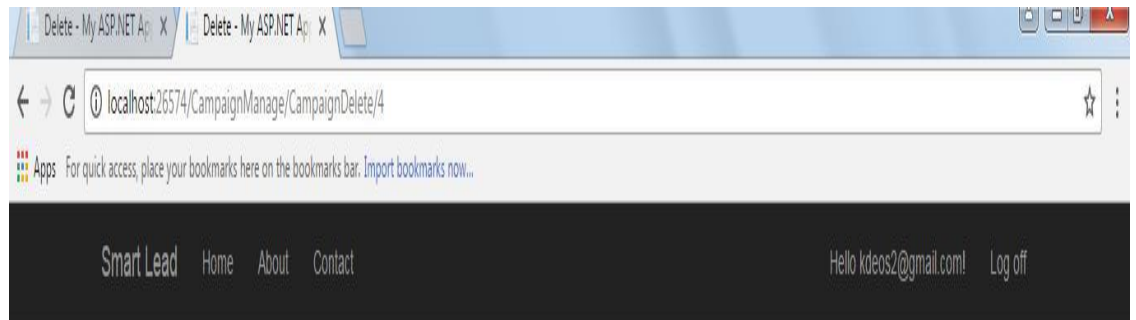
## Campaign Manager

### Campaign Details

**Campaign Name** Mop  
**To Date** 08-4-2017  
**From Date** 04-4-2017  
**Address** Mahavir chowk  
**Campaign\_Status** Schedule  
**Territory** Marathwada

[Edit](#) | [Back to List](#)

## Delete Campaign



### > Campaign Manager

#### Delete Campaign

**Campaign Name** hop  
**To Date** 07-4-2017  
**From Date** 02-4-2017  
**Address** Navi Mumbai  
**Campaign\_Status** Completed  
**Territory** Mumbai

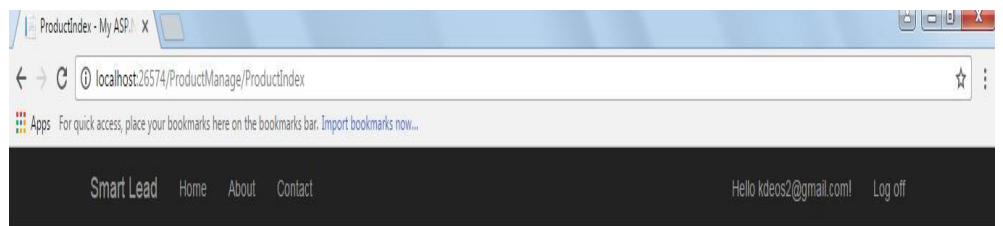
Are you sure you want to delete this?

| [Back to List](#)

## ANNEXURE 2: OUTPUT REPORTS WITH DATA

### Reports

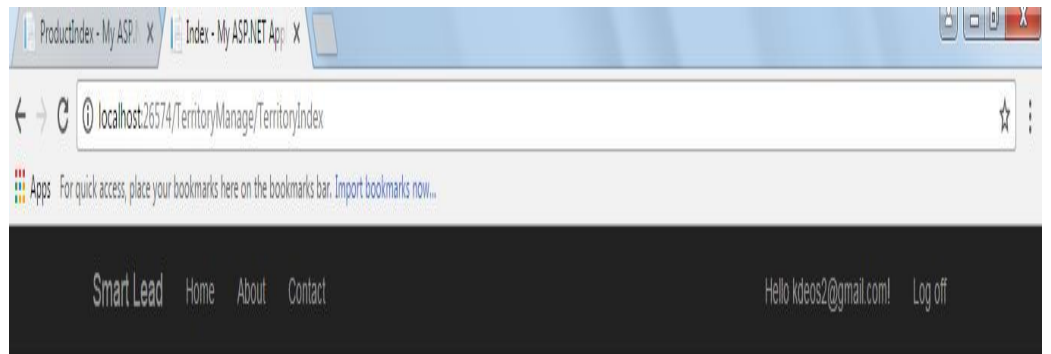
#### Product Reports



#### Product Manager

Product Name	Product Price	Product Description
Smart Housing	2000000	Product is ready and used by society
School Erp	500000	Product is in Testing Phase
Lead Management System	250000	Ready to use
Recruitment Management	300000	In development phase

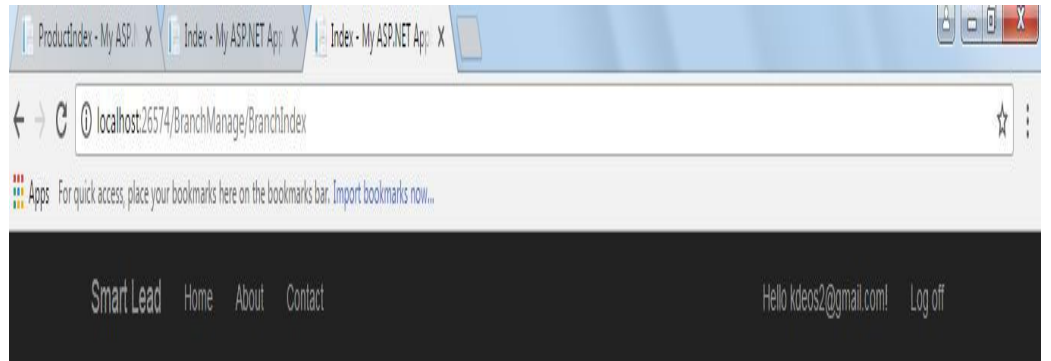
## Territory Reports



## Territory Manager

Territory	Country	State Name
Kokan	India	Maharashtra
Marathwada	India	Maharashtra
Vidharaba	India	Maharashtra
Mumbai	India	Maharashtra

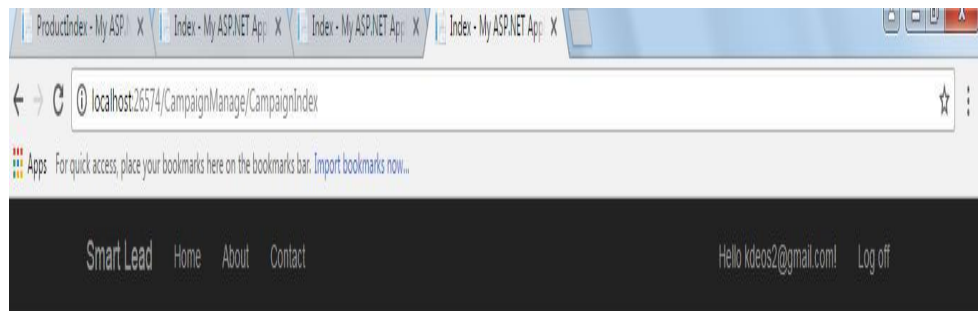
## Branch Report



## Branch Manager

Branch Name	Contact No.	Email Id	Address	City	Country	District	Organization	State Name
Prabhat Road	982657632	ClarismartPune@gmail.com	Lane No 9 Sherya Apartment	Pune	India	Pune	Clarismart	Maharashtra
Udaipur	07632243387	Clarismartudaipur@gmail.com	Lane No 4 Near maharaja Place	Udaipur	India	Udaipur	Clarismart	Rajasthan

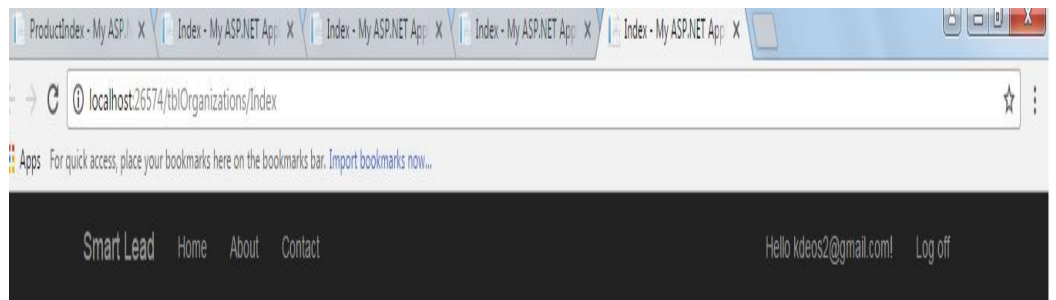
## Campaign Report



## Campaign Manager

Campaign Name	To Date	From Date	Address	Campaign_Status	Territory
Sop	27-3-2017	25-3-2017	Nanded	Ongoing	Marathwada
Mop	08-4-2017	04-4-2017	Mahavir chowk	Schedule	Marathwada
Lop	27-4-2017	20-4-2017	Ambedkar Chowk	Schedule	Vidharaba
hop	07-4-2017	02-4-2017	Navi Mumbai	Completed	Mumbai
Zop	04-4-2017	01-4-2017	East Mumbai	Completed	Mumbai

## Organization Report

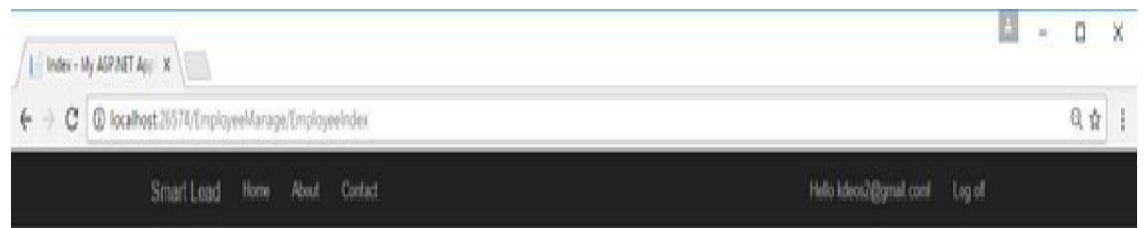


## Organization Report

Organization	Address	Contact	City	Email ID	Country
Clarismart	Prabhat Road	02025679840	Pune	Clarismart@gmail.com	India



## Employee Report



### Employee Manager

[Create New](#)

Employee Name	Contact No.	Email ID	Address	Designation	City	Branch Name	Country	District	State Name
Kartik Deo	758950740	kartik@gmail.com	Pune	Trainee	Pune	ClarSmart Prabhat Road	India	Pune	Maharashtra
Prashant Khandekar	7587458749	pk@gmail.com	Pune	Trainee	Pune	ClarSmart Prabhat Road	India	Sangli	Maharashtra
Prasad Ghansar	9658746874	prasad@gmail.com	Pune	Trainee	Pune	ClarSmart Prabhat Road	India	Pune	Maharashtra

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## Prospect Report



### Index

Prospect_Name	Prospect_Contact	Prospect_Address	Prospect_Email_Id	Campaign Name	Employee Name	Lead_Status	Source_Name	Status_Type
Adarsh School	98745674547	Baramati	adarsh@gmail.com	E smart		Cold	Telephonic	Prospect Active
NESD Shrinagar	962547896	Shrinagar	nesd@gmail.com	E smart	Pashant Khadkar	Warm	Telephonic	Prospect Active
English School	pune	Kothrud,Pune	englishschool@gmail.com	E School	Pashant Khadkar	Hot	Email	Prospect Active

### ANNEXURE 3: SAMPLE PROGRAM CODE

```
<%@ Page Language="C#"
AutoEventWireup="true"
CodeBehind="login.aspx.cs"
Inherits="defecttracking.login" %>
```

```
<!DOCTYPE html PUBLIC "-//W3C//DTD XHTML 1.0
Transitional//EN"
"http://www.w3.org/TR/xhtml1/DTD/xhtml1-
transitional.dtd">
```

```
<html xmlns="http://www.w3.org/1999/xhtml">
```

```
<head id="Head1" runat="server">
```

```
<style type="text/css">
```

```
.login
```

```
{
```

```
    background-image:url('wallpaper-  
100872.jpg ');
```

```
    width:30%;
```

```
    margin-left:350px;
```

```
}
```

```
</style>
```

```
<title>Login</title>
```

```
<script type="text/javascript"
```

```
language="javascript">
```

```
    function Validate() {
```

```
        var UName =
document.getElementById('txtuname');

        var Password =
document.getElementById('txtpwd');

        if ((UName.value == "") || (Password.value
== "")) {

            alert('UserName or Password should
not be blank');

            return false;
        }
        else {

            return true;
        }
    }

</script>

</head>

<body>

    <form id="form1" runat="server">
```

```
<div class="login" >  
  
  <div style="height: 500px; width: 264px;  
margin-left:60px; margin-right: 2px;">
```

```
<br />
```

```
<br />
```

```
<br />
```

```
<br />
```

```
<asp:Label ID="lbllog"  
  
runat="server" Font-Bold="True" Font-Names="Arial"  
style="margin-bottom"  
  
Font-Size="XX-Large"  
Text="LOGIN" ForeColor="White"></asp:Label>
```

```
<br />
```

```
<br />
```

```
<br />
```

```
<br />
```

```
<asp:Label ID="lblusername"
```

```
runat="server" Font-Bold="True" Font-Names="Arial"
```

```
Text="username"
```

```
ForeColor="White"></asp:Label>
```

```
<br />
```

```
<br />
```

```
&nbsp;
```

```
<asp:TextBox ID="txtuname" runat="server"
```

```
Height="31px" style="margin-top: 0px"
```

```
Width="201px"></asp:TextBox>
```

<br />

<br />

<asp:Label ID="lblpwd"  
runat="server" Font-Bold="True" Font-Names="Arial"  
Text="password"  
ForeColor="White"></asp:Label>

<br />

<br />

&nbsp;&nbsp;&nbsp;&nbsp;&nbsp;

<asp:TextBox ID="txtpwd"  
runat="server" Height="32px" Width="201px"  
TextMode="Password"></asp:TextBox>



```
<br />
```

```
<br />
```

```
<asp:Button ID="btnlog"
runat="server" BackColor="Black"
Height="34px"
style="margin-left: 0px"
Text="login" Width="95px" ForeColor="White"
onclick="btnlog_Click" />
```

```
<br />
```

```
</div>
```

```
</div>
```

```
</form>
```

```
</body>
```

```
</html>
```

```
using System;

using System.Collections.Generic; using
System.Linq; using System.Web;

using System.Web.UI;

using System.Web.UI.WebControls; using
System.Web.UI.WebControls;

using System.Web.UI.WebControls.WebParts; using
System.Xml.Linq;

using System.Data.SqlClient;

using System.Configuration;

using System.Data;

namespace defecttracking
{
    public partial class login :
System.Web.UI.Page
    {
```

```
        string strConnString =
ConfigurationManager.ConnectionStrings["Applic
ationServices"].ConnectionString;

        string str, UserName, Password;

        SqlCommand com;

        SqlDataAdapter sqlda;

        DataTable dt;

        int RowCount;

        protected void Page_Load(object sender,
EventArgs e)
        {

        }

        protected void btnlog_Click(object sender,
EventArgs e)
        {
```

```

        SqlConnection con = new
SqlConnection(strConnString);

        con.Open();

        str = "Select * from registration";

        com = new SqlCommand(str);

        sqlda = new
SqlDataAdapter(com.CommandText, con);

        dt = new DataTable();

        sqlda.Fill(dt);

        RowCount = dt.Rows.Count;

        for (int i = 0; i < RowCount;
i++)

        {

                UserName =
dt.Rows[i]["UserName"].ToString();

                Password =
dt.Rows[i]["Password"].ToString();

```

```
        if (UserName ==
txtuname.Text && Password == txtpwd.Text)
        {
            Session["UserName"] =
UserName;

            if
(dt.Rows[i]["Role"].ToString() == "Manager")

Response.Redirect("manager.aspx");

            else if
(dt.Rows[i]["Role"].ToString() == "Developer")

Response.Redirect("developer.aspx");

            else if
(dt.Rows[i]["Role"].ToString() == "Tester")

Response.Redirect("tester.aspx");
```

```
}
```

```
else
```

```
{
```

```
1. Label1.Text = "Invalid
```

```
User Name or Password! Please try again!";
```

```
}
```

```
}
```

```
}
```

```
}
```

```
}
```