

Automatic Quotation Generating System

Saifan Ahamed Khan¹, Gunesh Patil², Shina Shrivastava³, Pradnya Khalap⁴, Snehal Bhogan⁵,
Basil Jose⁶

^{1,2,3,4}Department of Computer Engineering Agnel Institute of Technology and Design Assagao, Goa

⁵Head of Department, Department of Computer Engineering Agnel Institute of Technology and Design, Assagao, Goa

⁶Assistant Professor, Department of Computer Engineering Agnel Institute of Technology and Design Assagao, Goa

Abstract - This project's primary goal is to design and develop a platform for a non-technical salesperson to price various parts for any generator set, as well as to create an interactive and user-friendly web interface to support pricing generation and management.

The client managed the pricing calculations by maintaining spreadsheets since there was no central repository of the data which made searching a cumbersome job. The final pricing was generated manually. There was a significant delay in summing prices of each component manually.

Our management tool helps the user to search various components and add them to form the required genset. It has a user-friendly interface. This will aid in the seamless generation of quotations for the client, allowing the company to cater to a larger number of clients in a shorter period of time, which will benefit the company as a whole.

Key Words: Management, Summating, Quotation, Web Interface,

1. INTRODUCTION

We are on the verge of a technological revolution that will fundamentally change how we live, work, and interact with one another.

The transformation will be unlike anything humankind has ever seen in terms of scale, scope, and complexity. We don't know how it will play out, but one thing is certain: the response must be integrated and comprehensive, involving all global polity stakeholders, from the public and private sectors to academia and civil society. Currently, the company's Salesperson has to manually generate pricing for a customized generator set ordered by a variety of clients. To generate final pricing, the salesperson must go through large amounts of data in excel files based on client requirements, calculate the prices for various parts of the generator set, as well as the final price including taxes and convenience fees. Analysing this data and providing a final quote manually takes time, which affects on the performance of sales, and due to that there may be a chance of losing clients and human error might occur while doing it manually.

2. LITERATURE SURVEY

We have used the case study of Jerzy Letkowski "Doing database design with MySQL", article 2015. A Review Paper "Introduction to HTML (Hyper Text Markup Language) by Aakansha Sharma (Federation University Australia. "jQuery- An interactive web designing tool in web domain" By Varsha Desai.

From the case study by Jerzy Letkowski, we are using the techniques to design a database for the gensets, using Mysql, as there are quite a number of tables required. Other than that for the front end, using the language HTML, from the review paper. As it is the building block of the web, and is supported by all browsers as well as can integrate easily with other languages. From the article of Varsha Desai we are going to use Jquery, as it is a lightweight, "write less, do more" javascript library. The purpose of jquery is to make it much easier to use javascript on our website. Jquery wraps many common tasks that require many lines of javascript code into methods that you can call with a single line of code.

3. PROPOSED WORK

3.1 Problem Definition

Currently, the company's Salesperson has to manually generate new pricing for a customized generator set ordered by a variety of clients. To generate a new pricing, the salesperson must go through large amounts of data in excel files based on client requirements, calculate the prices for various parts of the generator set, as well as the final price including taxes and convenience fees. Analysing this data and providing a final quote manually takes time, which affects on the performance of sales, and due to that there may be a chance of losing clients and human error might occur while doing it manually.

3.2 Existing System

Currently, the salesperson manually gathers the data and transmits it to a third-party application, which computes and provides the company with a complete quotation. There is no such provision with the business that

automates the procedure of data collecting based on the customer's decision and creates a quote that includes the goods chosen and the pricing.

3.3 Proposed System

We proposed to design a system named "AQGS" (Automatic Quotation Generating System). Where salesperson can easily select the needed customisation according to his/her choice and generate the pricing directly. There will be no need of manually searching for the pricing of the components as the application made will be capable to compute and display the components and the final pricing at the end.

We believe that the application will be able to generate pricings for the customers with minimum effort and less time, and will surely increase the productivity of the company.

4. OVERVIEW

The proposed portal works in the following manner

- The authorised personnel have to first register itself on the application, either as a member of purchase team or salesperson.
- Once logged in/registered the user will be taken to the app home page.
- The admin can update the pricings, manage members using the portal, create quotes, view customer and quote details.
- The Purchase team member will be only be able to access the data of components and edit the data of components including pricing accordingly. This member will not be able to create any quotes.
- The salesperson has the access to creating new pricings as well as viewing customer details. This user will not have access to viewing the individual price of the components.
- The home page will have different options based on the which user is using the system (refer fig).
- The Admin and Salesperson will have to select the components that are required and submit to get the quote.

5. RESULTS

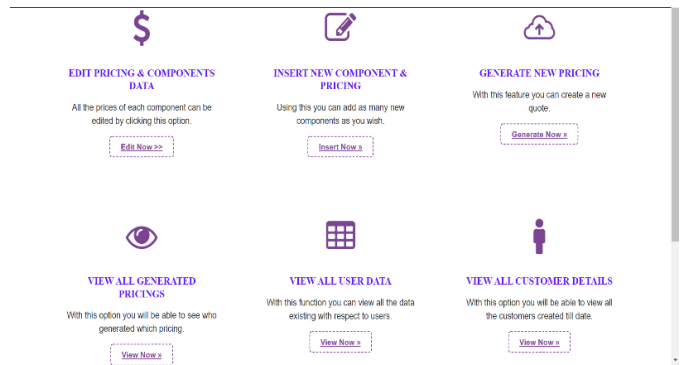


Fig -1: Admin Dashboard

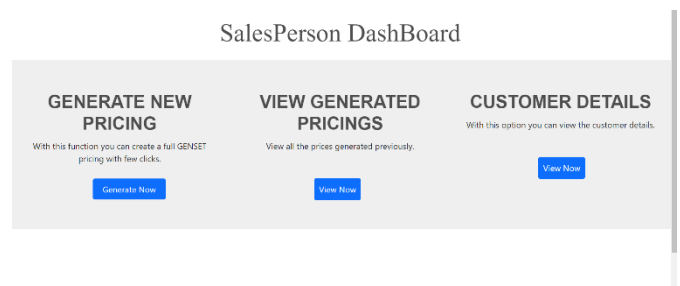


Fig -2: Salesperson Dashboard

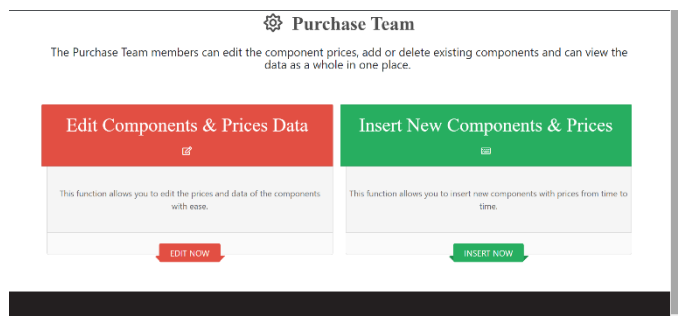


Fig 3: Purchase Team dashboard

6. CONCLUSION

The primary goal of this project is to provide a special site for easily maintaining and creating prices without the inconvenience of manual effort. They will even be able to access the prior prices of the generators and can go to the lowest one, which is one of the key characteristics of this platform. In essence, the salesperson won't have to waste their valuable time looking for the parts. This will speed up the process of creating quotes for clients, enabling the business to serve more customers in less time, which is good for the business as a whole.

ACKNOWLEDGEMENT

I'd like to express my heartfelt gratitude to the many people and organisations who helped me during my semester of study.

First and foremost, I want to thank my supervisor, Professor Snehal Bhogan, and co-guide, Professor Basil Jose, for their enthusiasm, patience, insightful comments, helpful information, practical advice, and never-ending ideas, which have greatly aided me throughout my research. This project research was completed successfully thanks to their extensive knowledge, extensive experience, and professional expertise.

This project would not have been a success without their assistance and guidance. They are exceptional supervisors who deserve a lot of credit.

I'd also like to thank Agnel Institute of Technology and Design in Assagao, Goa, for accepting me into the graduate programme.

This project has provided us with opportunities to learn and apply our theoretical knowledge in the real world.

We would like to take this opportunity to thank all of our lecturers who have contributed directly or indirectly to our project. We are grateful to our parents, as well as all other family members and friends, for their support and encouragement throughout our careers. Finally, we want to thank our friends for their cooperation and support.

REFERENCES

- [1] Jerzy Letkowski "Doing database design with Mysql" [case study] 2015.
- [2] Review Paper "Introduction to HTML (Hyper Text Markup Language) BY: Aakansha Sharma (Federation University Australia).
- [3] "jQuery- An interactive web designing tool in web domain" By Varsha Desai. [ARTICLE].