# Cloud Based Sales Analysis System

Jayathri Madhushani Kumari Kaluarachchi
149217F

Faculty of Information Technology.
University of Moratuwa
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Jayathri Madhushani Kumari Kaluarachchi
149217F

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# Declaration

I declare that this thesis is my own work and has not been submitted in any form for another degree or diploma at any university or other institution of tertiary education. Information derived from the published or unpublished work of others has been acknowledged in the text and a list of references is given.

J.M.K.Kaluarachchi ……

Name of the Student

Signature of the Student

Date: 24/06/2017

Supervised by

Mr. Saminda Premaratne ……

Name of the Supervisor

Signature of the Supervisor

Date:

# Dedication

I would dedicate this thesis to my beloved parents, Mr. D.B.Kaluarachchi and Mrs. D.P.Senadheera who have never failed to give me a tremendous support, for giving all not only throughout my project but also throughout my life. As well they teach me that even the largest task can be accomplished if it is done one step at a time.

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# Abstract

OREL group was established in 1991. At the started they were deeply into home electrical and providing lighting solutions for companies. After years of experience OREL Corporation enhances to 12 businesses. Now, Orange Electric has become a formidable force in the electrical industry in Asia and it is also the flagship brand of THE OREL CORPORATION.

Using POS relief data (POS) manufacturer can realize the demand for products and improve demand analysis. Sales analysis is the way of estimating future sales. The sales analysis period can be annually, monthly, weekly, daily, area wise, dealer wise, district wise, product wise, and occasional wise. With accurate sales analysis, companies can make informed business decisions and predict short-term and long-term performance. Companies can make predictions based on historical sales data, industry-wide comparisons, and economic trends. It is easy for existing companies to predict future sales based on past business data over the past few years. Newly established companies need to make predictions based on unverified information such as market research to predict future business and competitive information. This research introduced a web base and stand-alone application solution for analysis day to day sales activities, analysis and sales process such as create Good received notes (GRN), accepts purchase orders, Invoicing, Return and Payment management, obtain analyzing reports. Analyzing and POS solution developed JAVA/SE, PHP and MySQL used for database. Develop this Solution research used Waterfall model. Currently this research design a sales analyzing solution. Revenue analyze provide insight as to how companies should manage employees, cash flows, and resources. In addition to enabling companies to effectively allocate internal capital, predictive sales data is important for companies seeking to acquire investment capital. With sales analyze, companies can predict achievable sales revenue, efficient allocation of resources & plan for future sales.

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