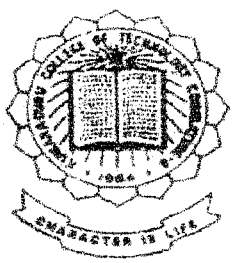
P-1062

Lead Management System

PROJECT REPORT

Submitted in partial fulfilment of the requirements for the award of Degreee M.Sc. (Applied Science) Software Engineering



Submitted by

ARUL KUMAR. M
0037S0079

UNDER THE GUIDANCE OF

External Guide

Mr. Fernando
Project Manager

Landmark Infotech System
and Solutions Pvt. Ltd., Chennai.

Internal Guide

Mr. N.S.Ramalingam., MCA
Lecturer

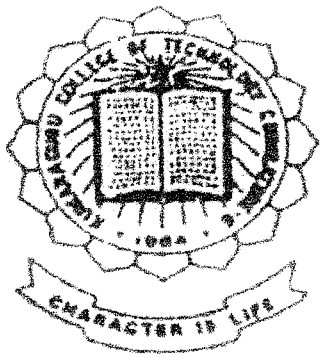
CSE Department

Department of Computer Science and Engineering
KUMARAGURU COLLEGE OF TECHNOLOGY
(Affliated to Bharathiar University)
Coimbatore - 641 006

Sep-03

CERTIFICATE

CERTIFICATE



Department of Computer Science and Engineering

Kumaraguru College of Technology

Coimbatore – 641 006

This is to certify that the project work entitled

" **Lead Management System** "

has been submitted by

Mr. M. Arul Kumar

In partial fulfillment of the award of the degree of

Master of Science in Applied Science – Software Engineering of

Bharathiar University, Coimbatore

During the academic year 2003-2004

25/4/2003

Guide

Head of the Department

Certified that the candidate was examined by us in the Project Work Viva Voce Examination held on 29/4/2003 and the University Register Number was 0037S0079.

29/4

Internal Examiner

29/4

External Examiner

Landmark Infotech
Systems and Solutions (P) Ltd.
Not just IT. Applied IT.

A Landmark Group Company
Bahrain, Cyprus, India(Lifestyle), Kuwait, Lebanon,
Oman, Portugal, Qatar, Saudi Arabia, UAE, UK.

Date:13-09-03

To WhomSoEver It May Concern

This is to certify that **Mr. M. ArulKumar** (Roll No. 2KSE01) M.Sc., Software Engineering 4th year Student of **Kumaraguru College of Technology**, Coimbatore, has successfully completed his project titled **LEAD MANAGEMENT SYSTEM** at our organisation from 20th June 2003 to 12th September 2003.

He underwent Application oriented training. During this period his performance was found to be good. We wish him success in all his future endeavours.

Regards,

LANDMARK INFOTECH SYSTEMS AND SOLUTIONS P. LTD. NATHELLA'S ARCADE, 3RD FLOOR, 37, SOUTH USMAN ROAD, T. NAGAR, CHENNAI-17.

Arvind Govindaraj,
Manager Operations.

Nathella's Arcade, 3rd Floor,
37, South Usman Road,
T. Nagar, Chennai 600 017.
Tel: 0091-44-24359453/54/55
Telefax: 0091-44-24329969 e-mail: lminfo@liftss.com

DECLARATION

DECLARATION

I hereby declare that the project entitled " ***LEAD MANAGEMENT SYSTEM*** " submitted to **Landmark InfoTech system & solutions (p) Ltd , Chennai** in partial fulfillment of the requirements for the award of the degree of Master of Science (Applied Science) Software Engineering, is a record of original work done by me, under the supervision and guidance of **Mr. Fernando., Project Manager, Landmark InfoTech system & solutions (p) Ltd , Chennai .**

Date : 25-sep-03

M. Arul Kumar

Signature of the Student

M. Arul Kumar

0037S0079

ACKNOWLEDGEMENT

ACKNOWLEDGEMENT

Collective effort knows no limitation in achieving any set target. This project is made possible on account of the opportunities given, efforts taken and guidance given to me. I am very much obliged to **Dr.K.K.Padmanaban, B.Sc.(Engg.), M.Tech.,Ph.D., Principal**, Kumaraguru College of Technology for giving me the opportunity to undertake the project work.

I express my deep sense of gratitude to **Dr.S.Thangasamy, Ph.D., Professor and Head of the Department**, Kumaraguru College of Technology, for giving me this golden opportunity to carry out my project work successfully.

My sincere thanks are offered to **Mr. N.S.Ramalingam M.CA** , for the encouragement and support bestowed on me as my Project Guide. I am very much indebted to his for the suggestions and guidance to complete the project successfully.

I thank all my faculties whose diligent efforts have led me to complete the project successfully.

I am duty bound to place on record my sincere thanks to **Mr. Fernando** , Project Manager and **Mr.Aravind Govindraj** ,Project Leader for the opportunity given to me to do the Project and for their valuable guidance and technical support.

Date:

Arul Kumar . M
(0037S0079)

SYNOPSIS

SYNOPSIS

The project "Lead Management System" aims at the computerization of the products . The project aims to provide a more reliable , accurate, and fast solutions for various activities. This system maintains the Employee details , Marketing details , Stock and the Administrator, Where Employee shall approach the leads after approaching the leads , he needs to maintain Lead details. Marketing user shall look after the Product maintenance. All the task done by Employee and Marketing user can look After by Administrator.

This project "Lead Management System " is developed under ASP which has got the most powerful security features which is required by most of the vendors of this package .This system reduces the man power and time .

This project is developed using Html as Front end and Asp as Sever side Technology and Oracle as Back end.

CONTENTS

CONTENTS

1. Introduction 3

1.1 About the Organization 3
1.2 Current Status of the Problem Taken up 5
1.3 Relevance and Importance 7

2. Software Requirements 13

2.1 Software Specification 13

2.1.1 Operating System 14
2.1.2 HTML 14
2.1.3 ASP 15
2.1.4 ORACLE 20
2.1.5 Script Language 21

2.2 Hardware Specification 23

3. Proposed Approach to the Product 25

4. Details of the Design 28

4.1 Module Description 28
4.2 Context Analysis Diagram 33
4.3 Data Flow Diagram 34
4.4 Table Structure 37

5. Implementation Details 43

5.1 Implementing Planning 43
5.2 System Conversion 43
5.3 User Training 44

6. Testing 46

6.1 Functional Testing 46
6.2 Stress Testing 46
6.3 Performance Testing 47
6.4 Structural Testing 47
6.5 White Box Testing 47
6.6 Data Testing 48
6.7 Loop Testing 48
6.8 Black Box Testing 48

7. Conclusion And Future Outlook 51

8. References 53

9. Appendices 55

INTRODUCTION

1. INTRODUCTION

1.1 ORGANISATION PROFILE

Landmark Info Tech Systems and Solutions (P) Ltd., is a part of the 25 years old Landmark Group, which operates large Marketing Management in various parts of the world .Landmark group give important to the Customers and non-customers

Landmark Group has been operating a large Financial companies in various parts of the world and predominantly in the Middle East. Landmark Group has ambitious global expansion plans and is gearing up to be one of the large Insurance groups in the world.

Landmark Group has been operating a large IT division for the last several years to cater to the in-house IT requirements of the group. The IT division has the active involvement and contribution from several senior operational and executive Heads of the Landmark Group, developed solutions to meet the ever-changing requirements of the industry.

The Landmark's IT division has been spinning off into a separate commercial venture with the concept of application oriented Information technology products and services to care to the requirements of the IT industry at large.

1.1 CURRENT STATUS OF THE PROBLEM TAKEN UP

Every day most of us find that computers have become part of our daily life. First the company may send their marketing employee to explain about the products, and they need to submit the lead details to the concern . In this process manually monitoring the lead records that is huge in size is difficult and it is also difficult to list out the leads. Beyond doubt this is a very tedious and time-consuming task. Without second thought to overcome the difficulty involved in this task, we have to computerize the system in automated manner. This helps the client to purchase various products and provides various options to the client.

Currently the existing system is basically a console interface system with no computational power and very less user friendliness. The features and requirements of the proposed system are arrived at after conducting a series of surveys, keeping and views the various problems faced by the employee, administrator and manager in the existing system.

Drawbacks of existing system

The following drawbacks are observed,

- Highly complex & time consuming
- Duplication of effort with same information
- Error due to manual work

Drawbacks which are present in the existing system are considered so as to make the new proposed system reach the user early.

1.2 RELEVENCE & IMPORTANCE

This " Lead Management" has several web pages and it is divided for two Users i.e. Registered/Existing Employee and a new Employee (or) non-registered Employee

New User

A new Employee has been register by administrator in the Employee list and then only the new employee register in the new staff list

A new Employee has to be register , then new Employee becomes a client of this company . if the new Employee becomes a registered user, he will be provided a unique employee id

The employee id will be automatically generated. While registering he has to give his personal information and Username, password. For a new user, before registering into the company, this website facilitates

the new employee to know the Leads information and news from the administrator

In Administration username and password is given by the company. This user name and password is used only by the administrator In the administrator login Administrator maintain the details of employees and the reports of the other department and give news to the employees and marketing manager

In Marketing Management Username and Password also given by the company,This user name and password is used only by the Marketing Manager. In the marketing management login manager maintain the details of Category or product details

OVERVIEW OF PROPOSED SYSTEM

- Employee
- Marketing
- Administrator
- Stock
- Reports

Employee

Registered/Existing employee

In this module for each and every registered employee has a User Id and password. with the help of this Employee Id a Registered User can move into the following web pages /screens and keep contacts with the leads.

- View Lead details
- Update Lead details
- Delete Employee details
- Add Lead details
- View Category details
- View News from the administrator

Administrating User

In this module administrator look after the information about the employee, customer, marketing user. All the changes can be made by administrator alone. Administrator can move into the following screens

- View employee details
- Update employee details
- Delete employee details
- Add new Employee
- Report of the Leads
- Report of the category
- Report of the Deleted Leads
- Report of the Day Wise report
- Report of the News Report

Marketing User

- View the category details
- Add new category details
- Update category details
- Delete Category details
- View the Leads details

- **Pages Present in our Web Site**

- Homepage
- About Us
- Login
- Register page
- Contact Us

SOFTWARE REQUIREMENTS

2. SOFTWARE REQUIRMENTS

The "LEAD MANAGEMENT SYSTEM" is developed for the internal use of Landmark InfoTech Limited. This project is developed using Asp3.0 as Server side Technology and Html as Front end tool and Oracle as Back end tool.

2.1 SOFTWARE SPECIFICATION

OPERATING SYSTEM	:	Microsoft Windows NT
CLIENT SIDE	:	HTML, Visual InterDev
SERVER SIDE	:	ASP, VB Scripting
BACKEND	:	Oracle 8.0
WEB SERVER	:	IIS. 5

2.1.1. OPERATING SYSTEM

An Operating System is a set of programs that manage and control the operations of the system. It acts as an interface between the user applications and computer hardware. Windows' NT is a networking operating system that was developed by Microsoft corporation. Windows' NT helps its users to share commonly used resources like files, printers etc., IIS supports Windows NT Operating system.

2.1.2. HYPER TEXT MARKUP LANGUAGE

FRONT END

HTML (Hyper Text Markup Language)

The simplest component of the web is HTML (Hyper Text Markup Language). The HTML is a simple language for formatting documents that are displayed in a web browser. The primary task of the browser is to render documents according to the HTML tags they contain and display them on the monitor.

Using the HTML editors you can publish information in form suitable for viewing with the browser, on or off the Internet. There's no reason that a company couldn't publish its internal documents in HTML format and make them available on the local area network. The benefits of this approach are many, and office 97 supports HTML publishing. Any document you can create with an office 97 applications can be converted to HTML format and published on a web server, either on the Internet or on a corporate intranet. People can locate the information they seek by following hyperlinks, a process they are already accustomed to information to up-to-date, at least as much as person(s) in charge can make it.

2.1.3. SERVER SIDE TECHNOLOGY

ASP (Active Server Pages)

Active Server Pages (ASP) provides a great new way of creating dynamic web pages, Instead of using the browser to locate the page. ASP uses another machine the web server before returning the results to the user of HTML.

ASP isn't the first technology to do this, but it's undoubtedly one of the easiest and fastest. It's different form many Microsoft technologies in the following respect. you can actually view Active Server Pages from any computer and with any browser. It has enabled developers to enhance their pages to a huge degree, and pages generated by ASP are fast becoming as common as those generated by HTML.

ASP was officially announced o the world by Microsoft on July 16th, 1996, codenamed "Denali". It was released to beta in November 1996, and shipped on December 12 1996. It gained much wider recognition when it was bundled with version 3 of Microsoft's Internet Information Server suite in March 1997, and has gaining
popularity steadily since then. In the long run, it could prove to be one of the finest innovations to emerge on the web, for Internet and intranet users alike.

Active Server Pages was considerable enhanced with the release of Internet Information Server 4.0 and personal web server 4.0 and now offers an enriched model for managing communications between a browser and your web server. Active Server Pages allow you to create dynamic forms

which can return feedback to the user, it allows you to access databases and return the sorted results on your website.

It allows you to update content on a web site without changing one job of HTML; and it allows customization on a per-user basis, making sites more useful for each individual.

Response Object

Active Server Pages Response Object Corresponds to an HTTP response. The methods and properties of this object control how information is sent from your web server to a web browser.

Server Object

Server Objects lets you to control and Query IIS programmatically ,giving you access to Web Services that you would need to code for every application.

Request Object

Request object is your link to receive the content from the browser. Request object consists of several collections that encapsulate the information sent by

the browser for each Request. Request object contains the information that the Browser sends to the Server.

Application Object

When you create a single Active Server Page, You're creating something like a procedure or subroutine. When you create a group of related Active Server Pages , you're creating an application. How ever an application is something more than a group of pages sitting on a hard drive. When Active Server Pages are joined together in an application, they have certain properties that they would otherwise lack.

Sessions Object

A Session is something that starts the moment a user requests a page form your web site and ends soon after the user leaves, Each Visitor to your web site is given an individual session can be used to store a visitor's preferences. Session can also be used to create virtual shopping carts. Session can be used to keep track of the habits of your visitors.

Internet Information Server (IIS)

IIS is the larger of the two web servers available form, Microsoft, and in order to use it you need to be running a large machine with NT Server. IIS

3.0 was the first version of the web server to actually be bundled with ASP 1.0. The latest release of IIS 5.0.

It provides the ability to provide web services, not only for web pages, but also for ftp site, nntp services and video and audio services. It is also designed to integrate seamlessly with many of Microsoft's other products. It integrates with the database facilities of SQL server, the management facilities of site server, and the E-mailing and messaging abilities of exchange.

However , IIS 5.0 needs to run on NT server 4.0 which in turn needs to be run on a large machine.

2.1.4. BACK END (ORACLE)

Creating a Database

Every business enterprise maintains large volumes of data for its operations. With more and more people accessing this data for their work the need to maintain its integrity and relevance increases.

Oracle 8i is an object oriented database management system (ORDBMS). It offers capabilities of both relational and object-oriented database systems. In general, object can be defined as reusable software codes which are location independent and perform a specific task on any application environment with little or no change to the code.

Oracle products are based on a concept known as the 'Client-Server Technology'. This concept involves segregating the processing of an application between two systems. One Performs all activities related to the database (server) and the other performs activities that help the user to interact with the application (Client)

A client or front end database application also interacts with the database by requesting and receiving information from the database server.

It acts as an interface between user and the database. Further, it also checks for validation against the data entered by the user.

The database server or back end is used to manage the database tables optimally among multiple clients who concurrently request the server for the same data. It also enforces data integrity across all client applications and controls database access and other security requirements.

2.1.5. Script Languages

It has only one variable type- the Variant Variable. A Variant is a relatively large (16-byte) variable that can hold any type of value- Integer, Long, String, Array, Object – any type. Variants are large because they need to be able to contain all other variables, as well as a value describing the type of value they contain. You used the VarType function to determine the type of value held in session variables. Session variables are Variants. The VarType function returns the Variant type value byte.

While scripting languages are easier to use than compiled languages, they also have a large overhead. Because of the extra load on the server required to parse and compile scripting languages, code you write in ASP

will not scale as well as code you write in compiled languages. Also, ASP scripts must run on the server. In contrast, compiled code can run on other servers and return the values to an ASP script. Use script to format responses and make calls to compiled code for efficiency. Use compiled components for database connectivity and to process business logic.

- VBScript

It is a subset of the Visual Basic for Applications (VBA) language used in the Microsoft Office suite and in many other commercially available applications, which in turn is a subset of Microsoft's Visual Basic language. All of these languages share an (almost) identical set of keywords, properties, and functions. The biggest difference between them, besides the lack of a few methods in VBScript, is that you can compile VB, but you can't compile VBScript. VBScript is the default ASP scripting language.

2.2 HARDWARE SPECIFICATION

The hardware specification listed is on minimum basis for optimum performance

Processor	: Intel Pentium Processor
Keyboard	: 101 keyboard
Monitor	: SVGA Monitor
Hard Disk Drive	: 4.3 GB Hard Disk
Mouse	: Logitech Mouse
Floppy Disk Drive	: 1.44 Floppy Disk Drive
Ram	: 64 MB RAM

PROPOSED APPROACH TO THE PRODUCT

3. PROPOSED APPROACH TO THE PRODUCT

So we have to go for computerization of the above existing system in order to over come the difficulties in existing system the following features make the proposed system efficient.

- ❖ Reducing the transactions is made easy because of the reduction of manual work.
- ❖ Reduces the consumption in the recording of each transaction.
- ❖ Reduces the time consumption in the preparation of various reports.
- ❖ Typical situation can be easily visualized with the help of attractive reports that helps the admin department to take decisions quickly and meaningfully.
- ❖ Enables quick references of necessary details.
- ❖ The screen layouts are user friendly with online messages.
- ❖ The company can receive up-to-date information's.

Features of Proposed System

Lead Management is a web-based application in which all the Employee, Category, Lead details are maintained through net.

Lead Management is a software deals with the following:

- Maintenance of Lead details
- Maintenance of Employee details.
- Maintenance of Category details.
- Maintenance of Customer details.
- Maintenance of stock details.
- Recording all day-to-day transaction, which includes updating of new arrival of Leads and product ,Employee etc.

DETAILS OF THE DESIGN

4. DETAILS OF THE DESIGN

4.1. MODULE DESCRIPTION

The Lead management system consists of the following major modules as

- Employee
  - View Lead details
  - Update Lead details
  - Delete Employee details
  - Add Lead details
  - View Category details
  - View News from the administrator

- Marketing User
  - View the category details
  - Add new category details

- Update category details
- Delete Category details
- View the Lead details

- Administrating user

  - View employee details
  - Update employee details
  - Delete employee details
  - Add new Employee
  - Report of the Leads
  - Report of the category
  - Report of the Deleted Leads
  - Report of the Day Wise report
  - Report of the News Report

- Stock

  - Purchasing
  - Sales

- Reports
  - Lead Report
  - Category Report
  - Day report
  - News report
  - Delete Reports
  - Sales Report
  - Purchase Report

◆ Employee Module

In this module all the Lead Menu are maintained by the Employee. Employee shall explains about the product to the Lead , if the Lead satisfies about the product he may purchase the product. After purchasing the product from us they became a customer/client for us. Employee can get into category Menu & lead Menu alone. In Category Menu Employee can look up the stock status , where in lead menu they can Add/Delete lead details,

Modify Lead details. Any news from the Administrator can be viewed from the Lead Desk. Lead report is generated according to the details of the Lead.

- **Marketing user**

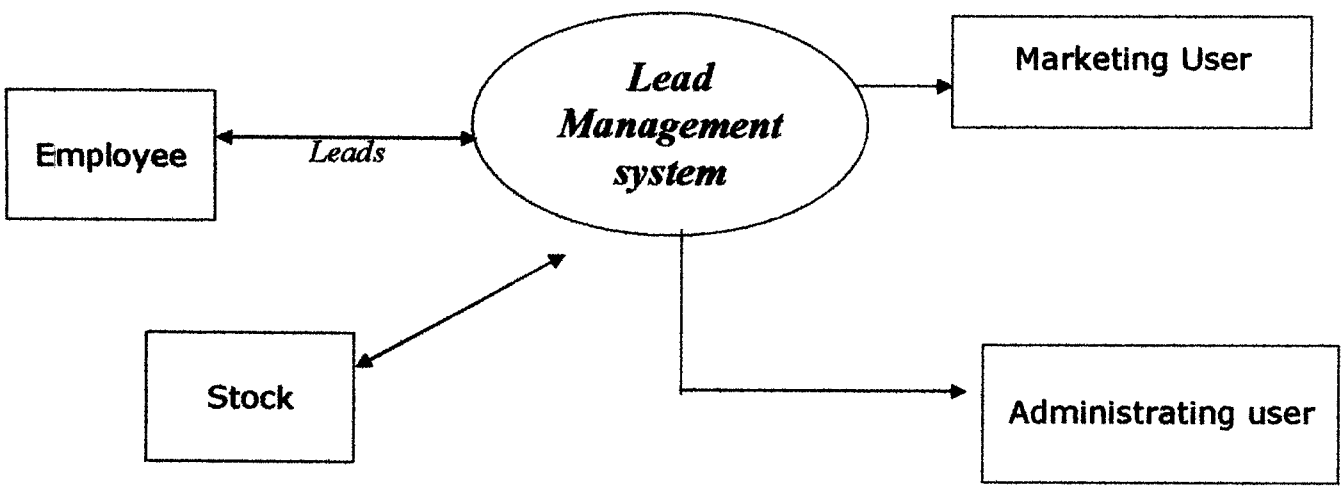
In this module all the Product Details are maintained by the Marketing User. Marketing user can view the Category product ,Update, Delete the Category Details. Marketing user can see the lead details. If they need to buy any products the stock will be maintained in the tables. For selling any product also stock level is maintained a .All the Products are maintained by this Marketing user alone. Finally Category report is generated in this module, this report shows the category of Products Available. Purchase Report, Sales Report is generated after a product is purchased , or selled . For each and every product separate code is given to identify the User , User friendly.

- **Administrating user**

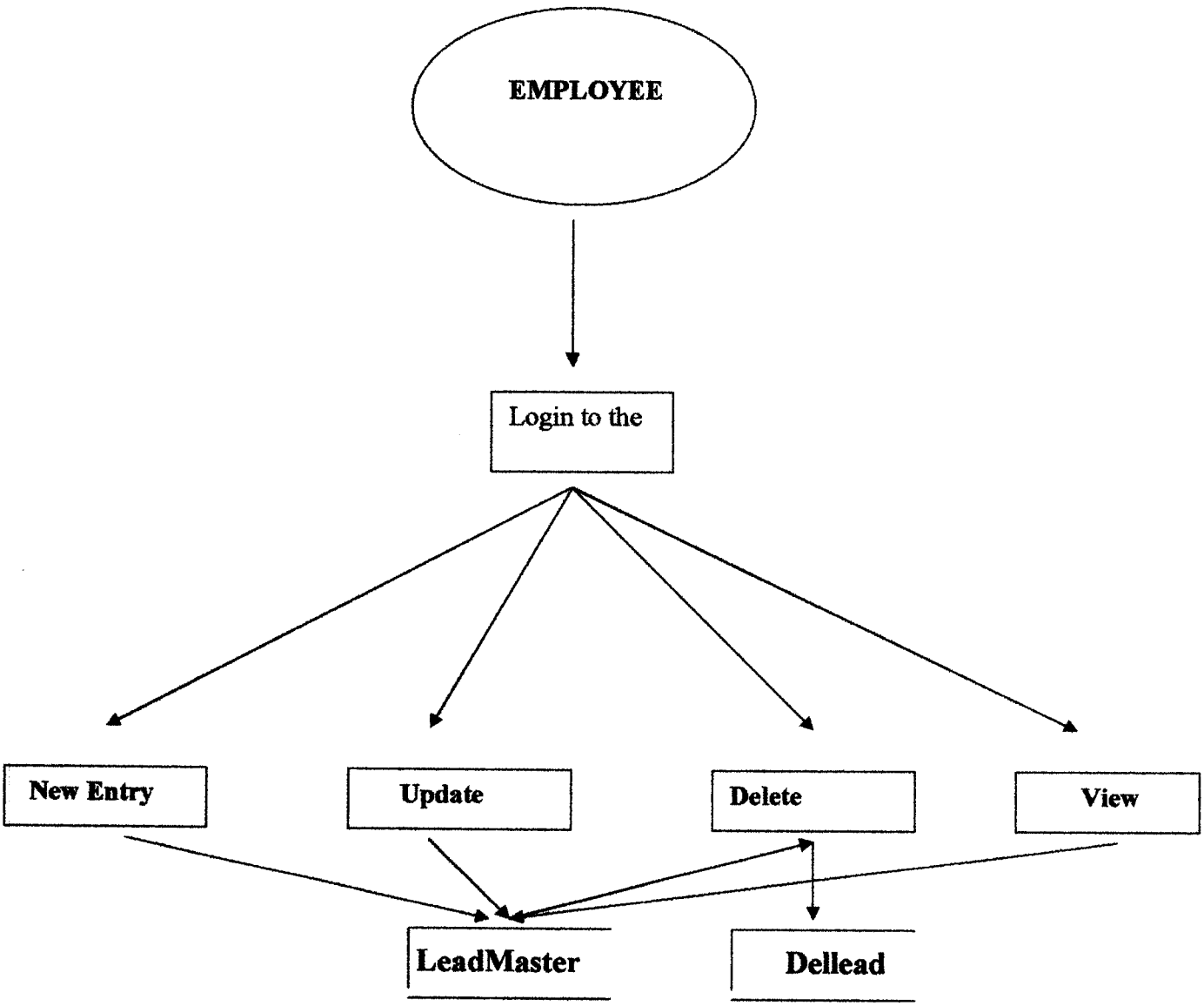
In this Administrating module they have a separate Login screen where all the Employee, Lead details, category details are maintained viewed in this screen. In this module they have a separate link , where if Administrator need 2 send any messages , they can send it too Employee nor

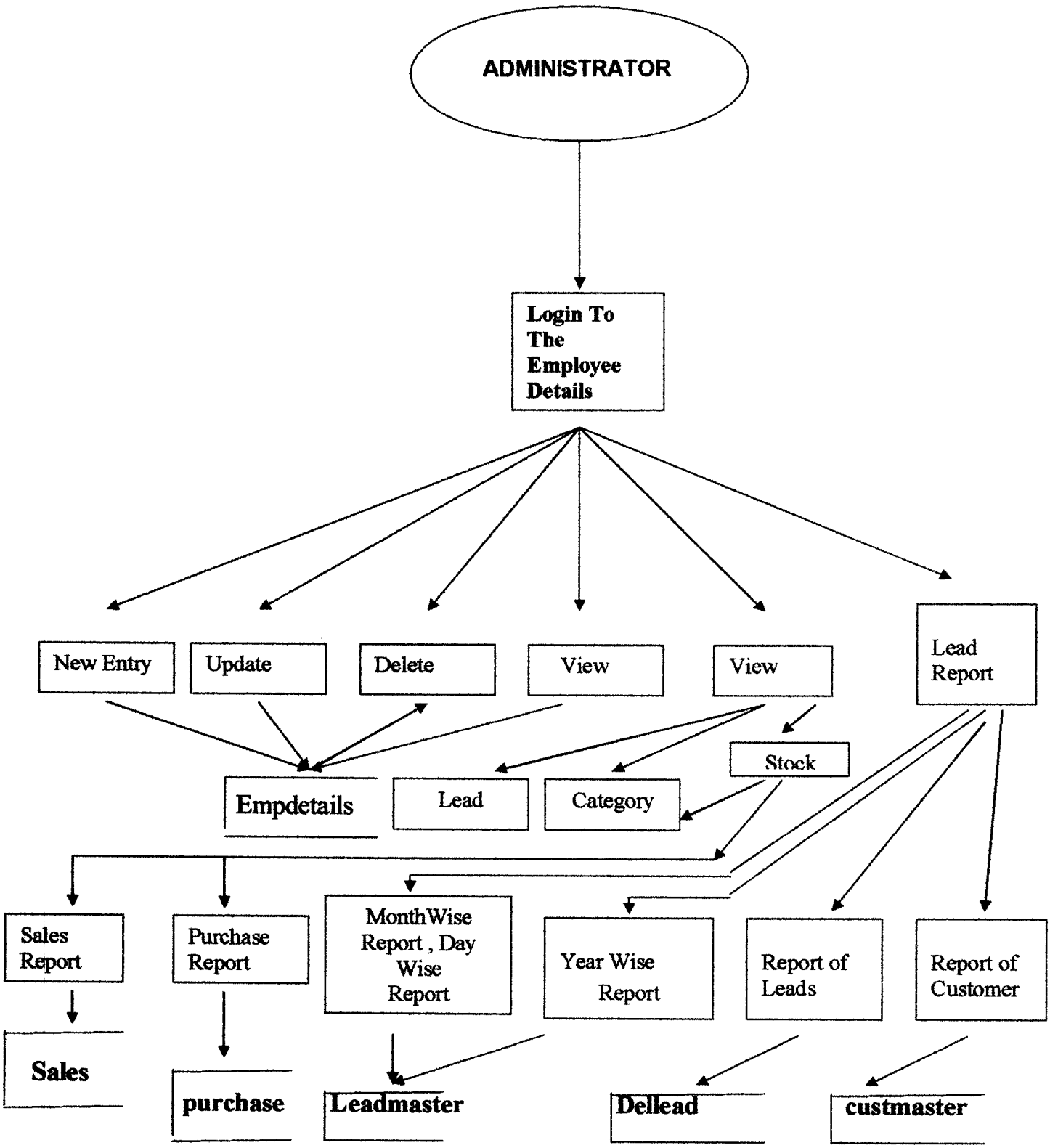
Marketing user. Administrator can look after all the process done by Employee & Marketing user. All the Employee details are maintained by the Administrator alone. By viewing the Employee menu , Administrator can easily view up the reports , or else Employee must submit the details to the Administrator table. So it is much User friendly. All the Reports can be viewed through this module , so it is much easier to Administrate and to have all Updated Details in this Module.

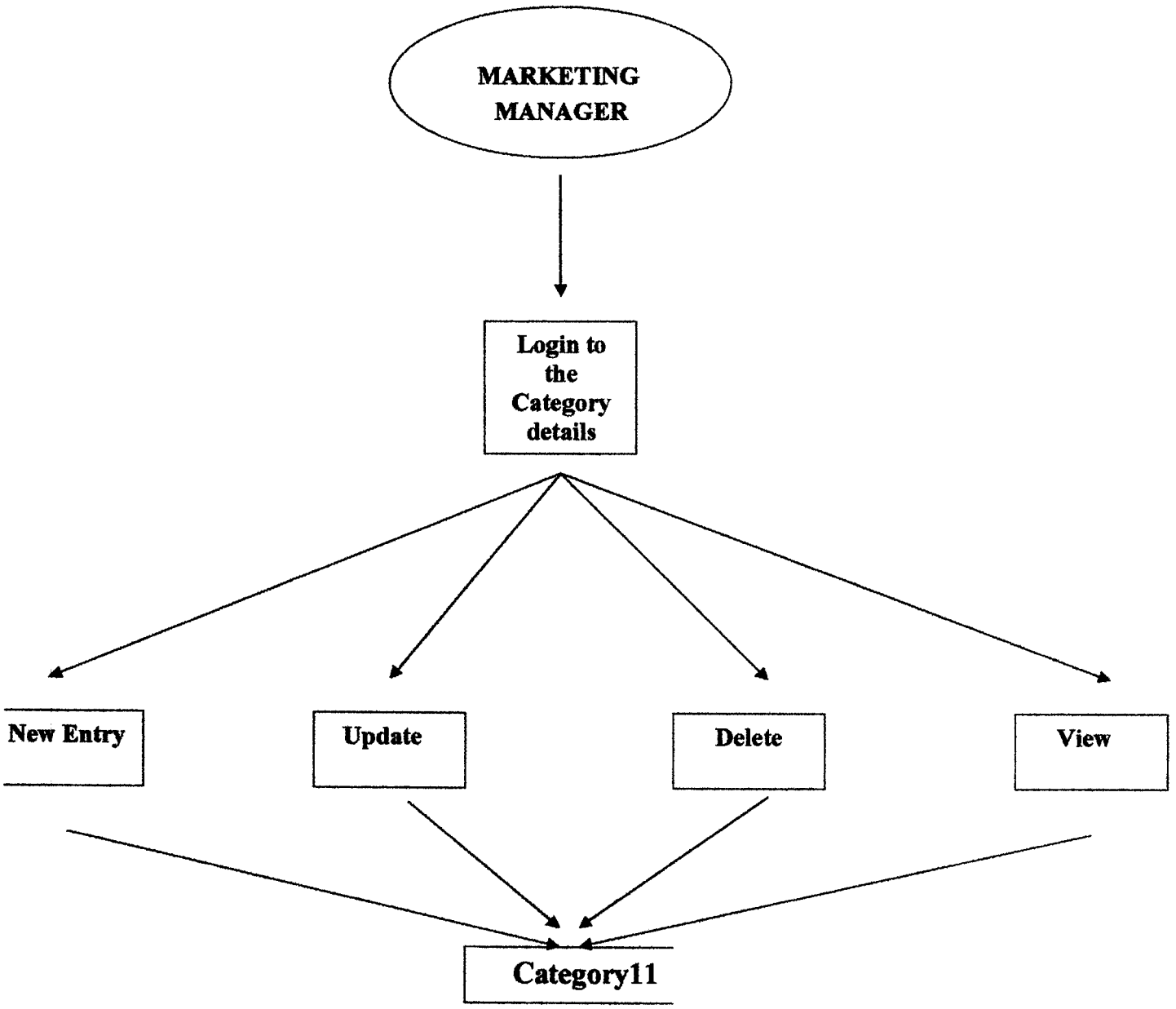
4.2. CONTEXT ANALYSIS DIAGRAM



4.3. DATA FLOW DIAGRAM




ADMINISTRATOR
Login To The Employee Details
New Entry
Update
Delete
View
View
Lead Report
Stock
Empdetails
Lead
Category
Sales Report
Purchase Report
MonthWise Report , Day Wise Report
Year Wise Report
Report of Leads
Report of Customer
Sales
purchase
Leadmaster
Dellead
custmaster


MARKETING MANAGER
Login to the Category details
New Entry
Update
Delete
View
Category11

4.4. TABLE STRUCTURE

LEADMASTER

FIELDS	DESCRIPTION	TYPE
NA	LEAD NAME	VARCHAR2(20)
DOC	DATE OF CONTACT	DATE
COPERSON	CONTACT PERSON	VARCHAR2(20)
PHONE	PHONE	NUMBER(10)
EMAIL	E-MAIL ID	VARCHAR2(30)
FAX	FAX NUMBER	VARCHAR2(15)
MOBILE	MOBILE NUMBER	NUMBER(10)
AREA	AREA	VARCHAR2(15)
CITY	CITY	VARCHAR2(15)
TOWN	TOWN	VARCHAR2(15)
STATE	STATE	VARCHAR2(10)
COUNTRY	COUNTRY	VARCHAR2(10)
EID	EMPLOYEE ID	VARCHAR2(10)
COST	ITEM COST	NUMBER(5)
RDATE	REVIEW DATE	DATE

EMPDETAILS

FIELDS	DESCRIPTION	TYPE
EID	EMPLOYEE ID	NUMBER(6)
ENAME	EMPLOYEE NAME	VARCHAR2(20)
DOB	DOTE OF BIRTH	DATE
ADDRESS	ADDRESS	VARCHAR2(40)
PHONE	PHONE NUMBER	NUMBER(13)
EMAIL	E-MAIL ID	VARCHAR2(40)
MS	MARITAL STATUS	VARCHAR2(8)
GENDER	GENDER	VARCHAR2(6)
QUAL	QUALIFICATION	VARCHAR2(10)
EXP	EXPERIENCE	NUMBER(3)

DELLEAD

FIELDS	DESCRIPTION	TYPE
CNA	CONTACT NAME	VARCHAR2(20)
EMPID	EMPLOYEE ID	VARCHAR2(10)
CDATE	CONTACT DATE	DATE
REASON	REASON	VARCHAR2(300)
MOBILE	MOBILE NUMBER	NUMBER(10)
FAX	FAX NUMBER	NUMBER(15)
EMAIL	E-MAIL ID	VARCHAR2(30)

NEWUSER11

FIELDS	DESCRIPTION	TYPE
ENAM	EMPLOYEE NAME	VARCHAR2(15)
BR	BRANCH	VARCHAR2(15)
PWD	PASSWORD	VARCHAR2(10)
EMAIL	E-MAIL ID	VARCHAR2(20)
QUE	PASSWORD QUESTION	VARCHAR2(30)
ANS	PASSWORD ANSWER	VARCHAR2(20)
EMPID	EMPLOYEE ID	VARCHAR2(10)

ADMIN11

FIELDS	DESCRIPTION	TYPE
ADID	ADMINISTRATOR ID	VARCHAR2(20)
PASS	PASSWORD	VARCHAR2(10)

MARKET11

FIELDS	DESC RIPTION	TYPE
MAID	MARKETING USER ID	VARCHAR2(20)
PASS	PASSWORD	VARCHAR2(10)

ADD STOCK

FIELDS	DESCRIPTION	TYPE
CID	CATEGORY ID	VARCHAR2(15)
CNAME SC	CATEGORY NAME SUB CATEGORY	VARCHAR2(15) VARCHAR2(15)
DOP	DATE OF PURCHASE	DATE
NOI	NO OF ITEMS	NUMBER(5)
POP	PRICE	NUMBER(5)
MRP	MRP	NUMBER(5)
PRODESC	PRODUCT DESCRIPTION	VARCHAR2(15)

SALES

FIELDS	DESCRIPTION	TYPE
CNAME	CATEGORY NAME	VARCHAR2(20)
CID	CATEGORY ID	VARCHAR2(20)
SC	SUB CATEGORY	VARCHAR2(20)
EMPID	EMPLOYEE ID	VARCHAR2(20)
ITEM	NO OF ITEMS	NUMBER(5)
DOS	DATE OF SALE	DATE
PMODE	PAYMENT MODE	VARCHAR2(10)
MRP	MRP	NUMBER(10)

5. IMPLEMENTATION DETAILS

Implementation is the stage of the project when the theoretical design is turned in to a system. This is the crucial phase in the system life cycle. Implementation means putting a new system design into operation. Following steps are considered in the implementation stage:

- Implementation Planning
- System Conversion
- User Training

5.1. Implementation Planning

This planning is a logical starting point to manage different activities that must be covered. A pre-implementation meeting with the personals from all departments is arranged.

5.2. System Conversion

Conversion is a process of changing from old system to the new one. The system implementation is done using the following conversion methods

- Direct Conversion
- Parallel Conversion

5.3. User Training:

Hands-on training to user is essential to make them comfortable with the system. Accordingly, two or three day demonstration and practical training with the past data are to be given to the users of the system.

TESTING

6. TESTING

Testing is a vital process to the success of any system. At first, the system is tested to see whether it produces correct outputs. Then, the system is tested for volume of transactions, stress and recovery from failure and usability.

6.1. Functional Testing

Functional testing is performed to specify the operating conditions, input values and expected results. All the functions in the system are tested with required parameters.

6.2. Stress Testing

The purpose of stress testing is to determine the limitation of the system. In this system, stress testing is performed to identify whether the package is able to handle all the abnormal situation.

6.3. Performance Testing

Performance testing is done with this system to verify the response time, execution time, throughput, primary and secondary memory utilization and traffic rate on data channel and communication links.

6.4. Structural Testing

Structural testing s performed to examine the internal processing logic of the system in each and every phase.

6.5. White Box testing

White box testing is done with the system, which derives test cases that do the following:

- Guarantee that all the independent paths within a module have been exercised at least once in the package.
- Exercise all logical decisions on their true and false sides.
- Execute all loops at their boundaries and within their operation bounds.
- Exercise internal data structures to ensure their validity.

One of the test case tools of white box testing is control structure testing.

Control Structure Testing

This test case design exercises the logical conditions contained in a programmed module of the package.

6.6. Data Flow Testing

The data flow testing method selects test paths of programmed according to the locations of definitions and uses of variables in the package.

6.7. Loop Testing

Loops are cornerstones for the vast majority of all algorithms implemented in software. Loop testing is done with the system that focuses exclusively on the validity of loop constructions.

6.8. Black box Testing

Black box testing method focuses on the functional requirements of the software. Using the black box testing method, the following errors are identified and rectified in the package.

- Incorrect or missing functions
- Interface errors
- Errors in data structures or external databases access
- Performance errors
- Initialization and termination errors.

Using the above testing procedures, the "*e* Audit" has been validated and the outcome of the test was in accordance with the requirements of the Management.

CONCLUSION AND FUTURE OUTLOOK

7. CONCLUSION AND FUTURE OUTLOOK

A good amount of user-friendly features have been incorporated in the system and it is possible for any user to exploit these features to get the maximum benefit.

Taking full advantage of the developments in the areas of Information Technology, the entire corporate world is now shifting itself to the Internet and intranet era for making available information any time and anywhere in the world for furtherance of its business.

Lead Management System has been achieved successfully. The implementation has been done in step-by-step process. Each module has been developed and tested. The system has been designed and run to satisfy the requirements of the organizations. The burden of the Administrator is very much reduced and the time of monitoring all the clients at a time in the network is optimized.

REFERENCES

BOOKS

- Eric A. Smith , **ASP 3 Programming Bible - II nd Edition** , Addison – Wesley pub. co , year 1994
- A. Russell Jones , **Mastering Active Server Pages 3** , BPB Publications , Year 2000
- Homer Alex , **Active Server Pages 3.0** , Shroff Publishers & Distributors , Year 1999
- Richard Anderson , **VB Script Programmer's Reference – Version -5** , Shroff Publishers & Distributors Pvt. Ltd , Year 1996
- Carol McCullough- Dieter , **Oracle 8 Bible–II nd Edition** , Comdex Computer Publishing , Year 1995

WEBSITES

www.asp.org

www.oracle.com

www.w3schools.com

WEBSITES

www.asp.org

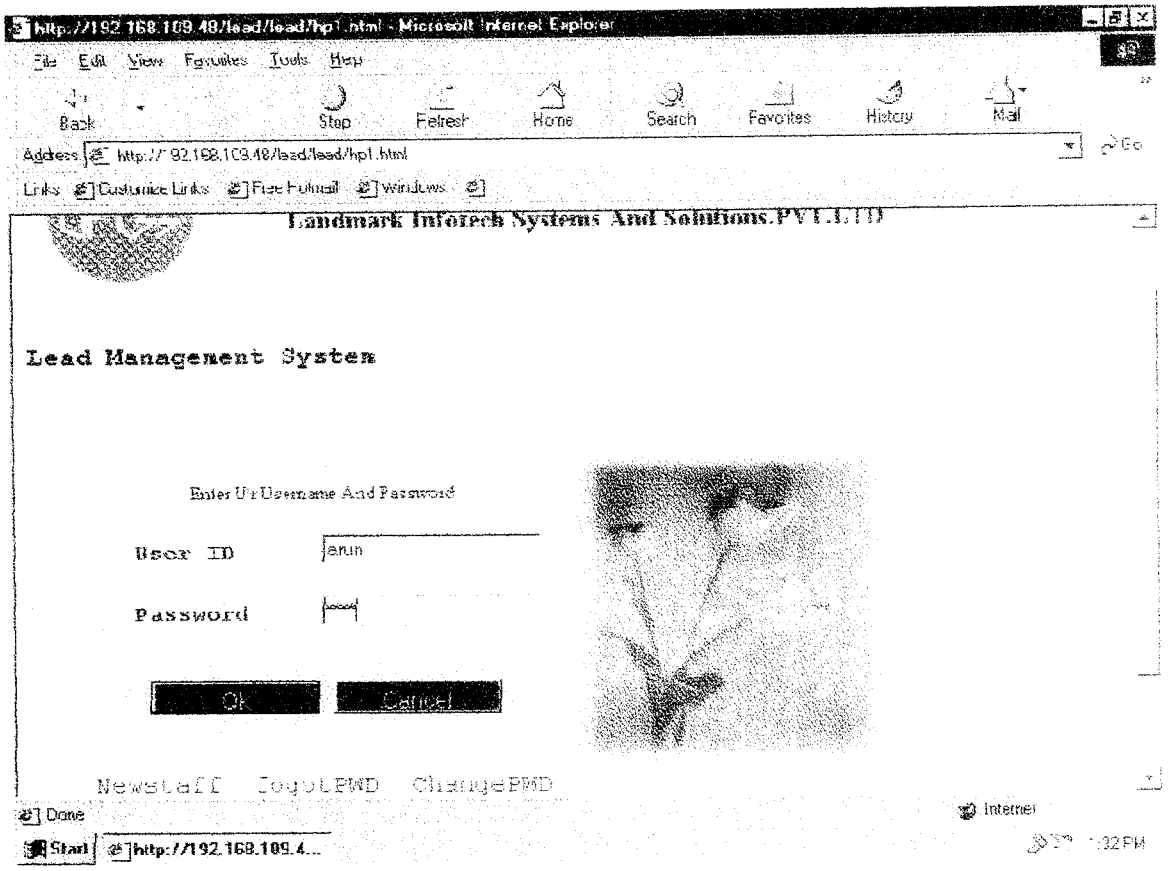
www.oracle.com

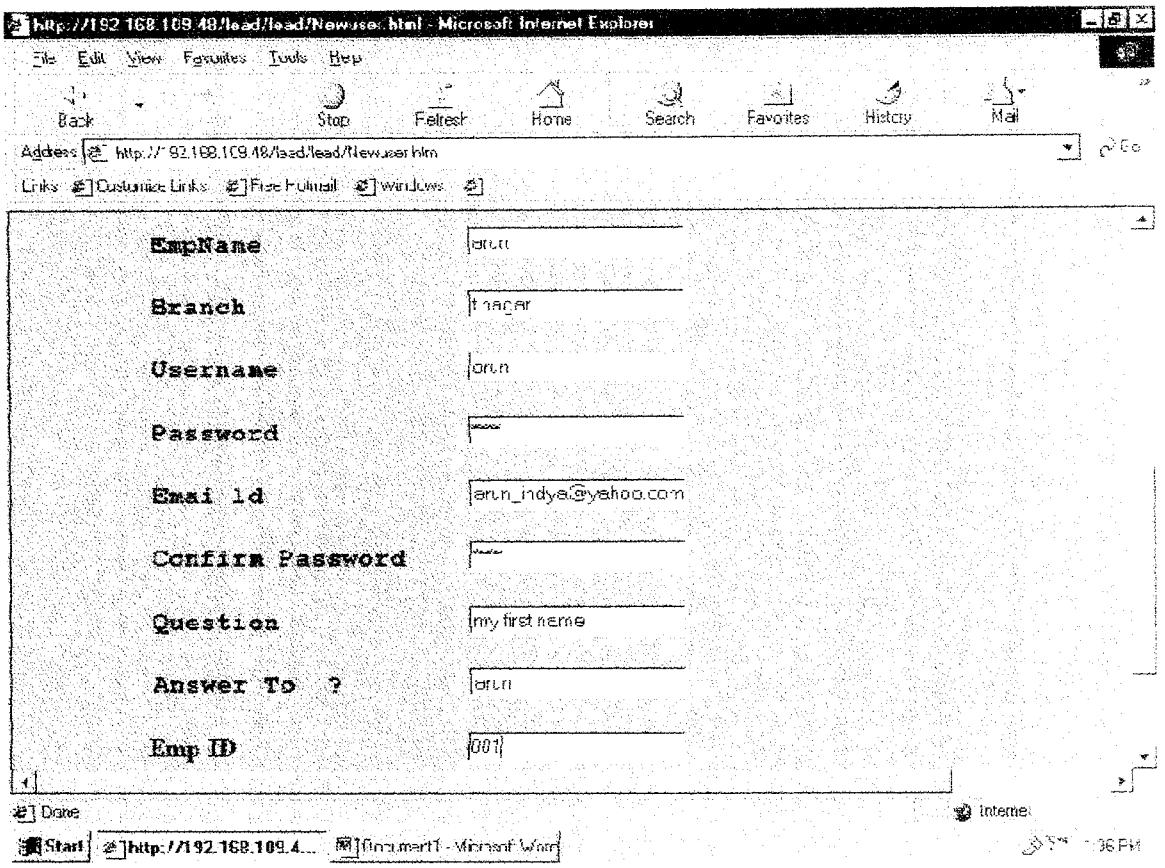
www.w3schools.com

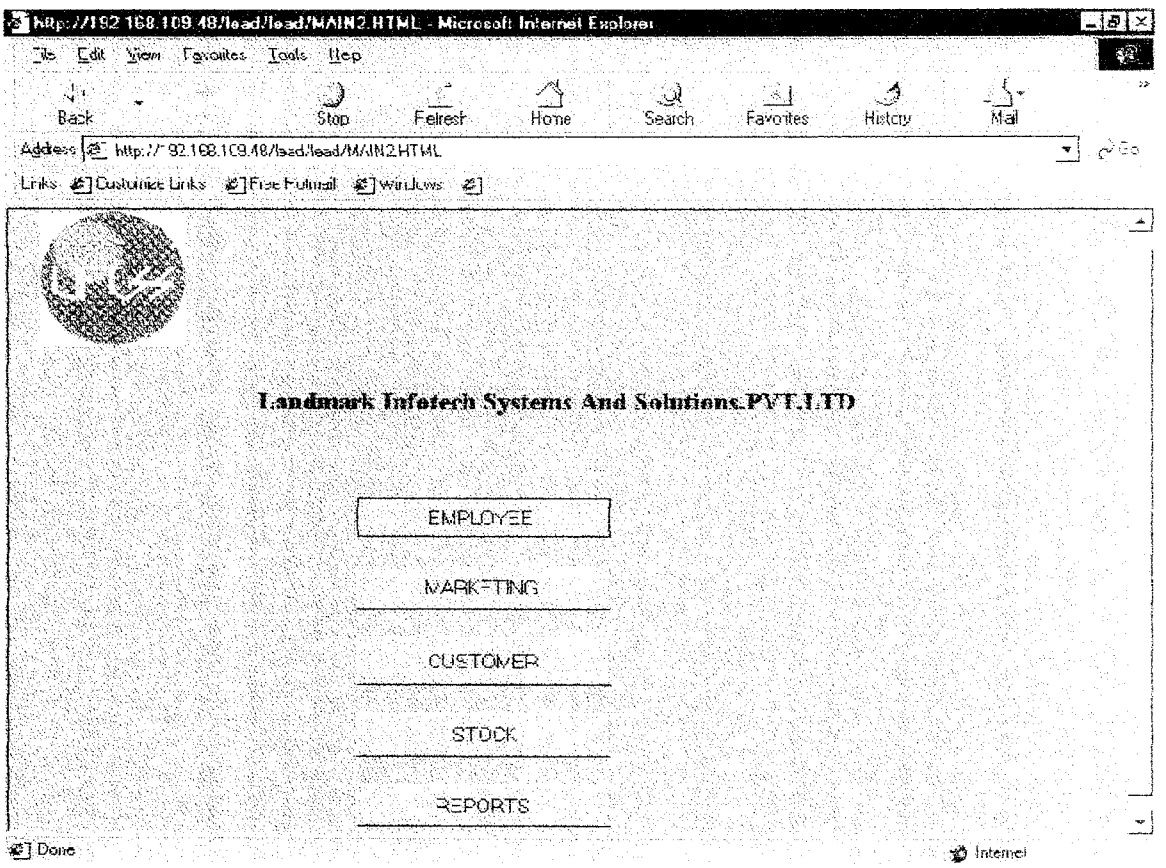
BOOKS

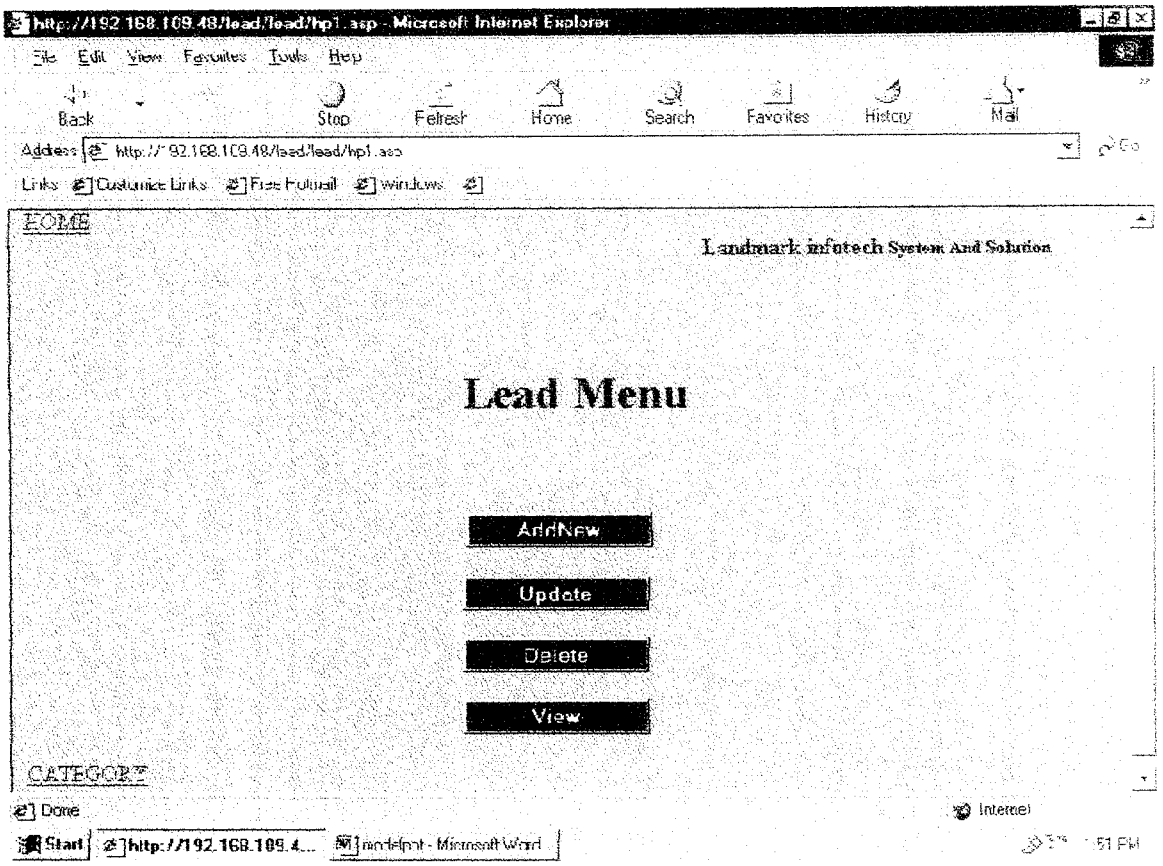
1. ASP Bible
2. ASP complete reference
3. Understanding the web servers., person education , Inc 2002
4. Alan Simpson "HTML publishing Bible" Computer Publications
5. Complete Reference of Oracle
6. Scoot Hawkins "Apache: Web Server Administration" Addision- Wesley pub. co

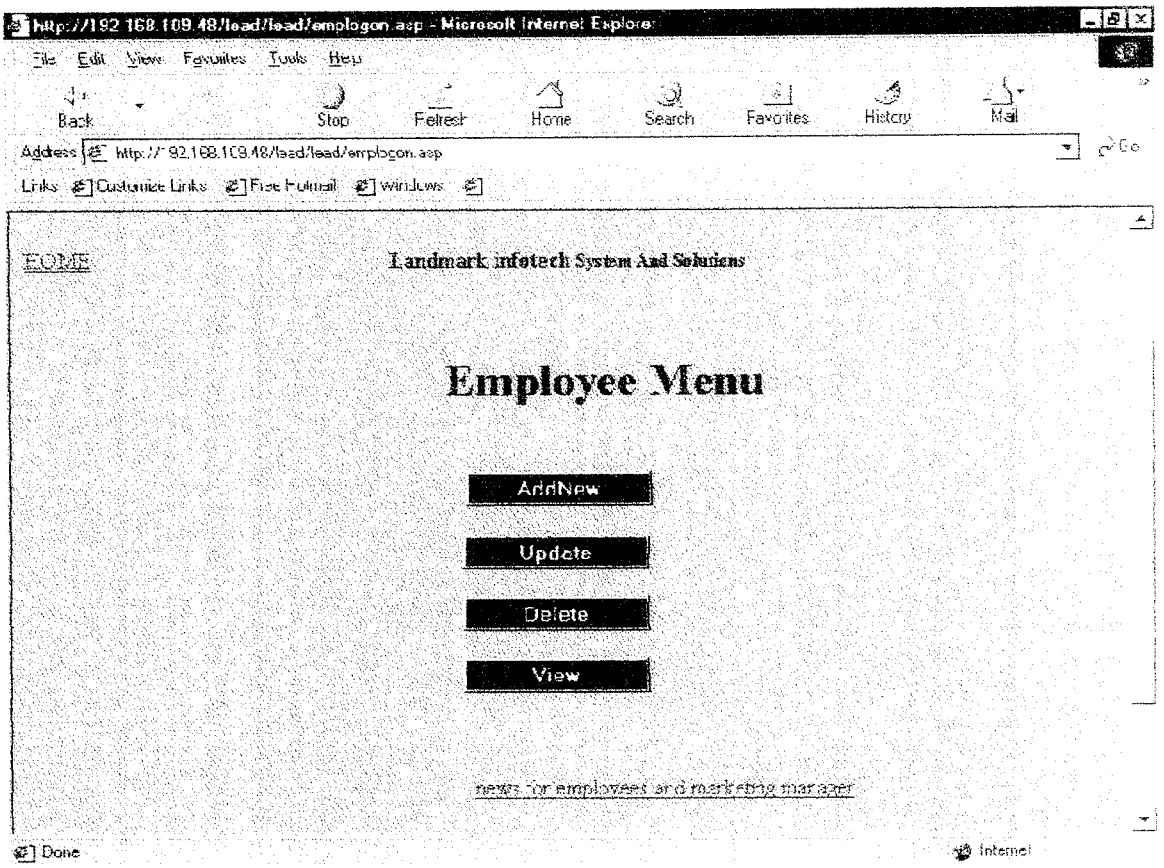
APPENDICES

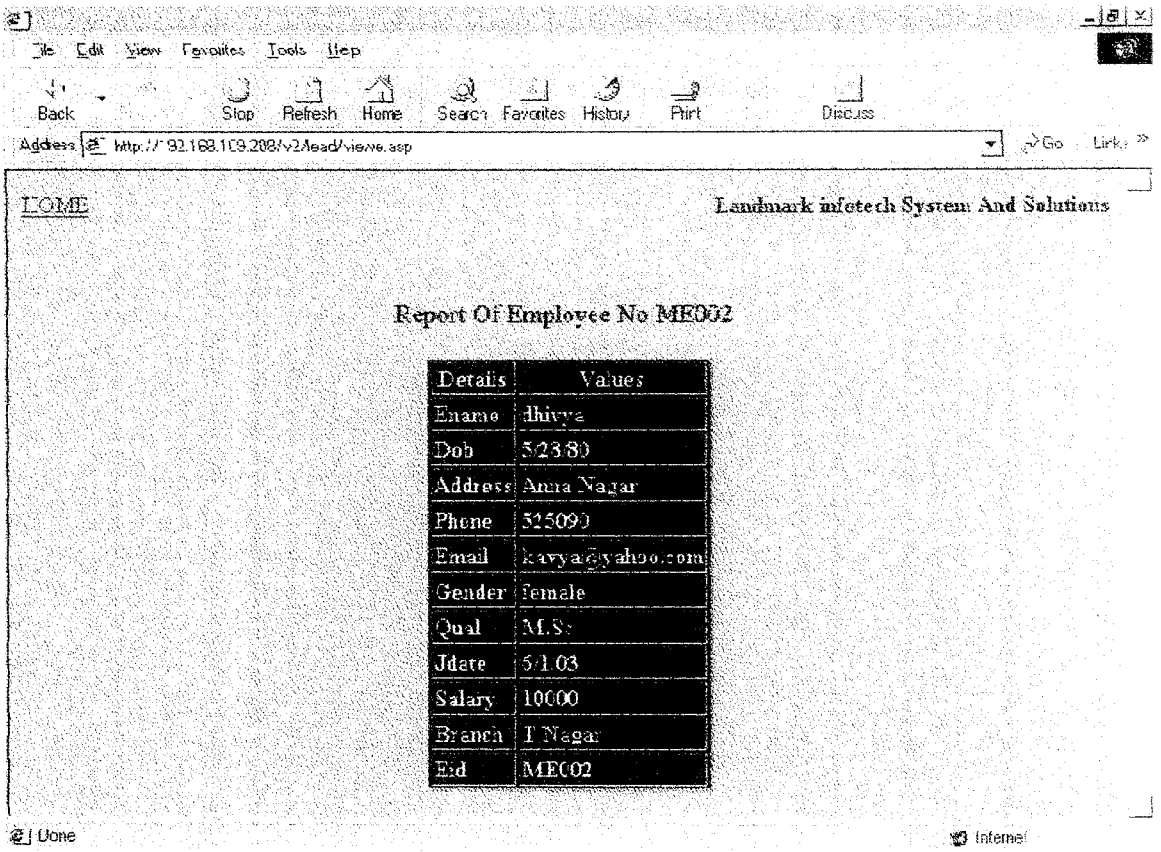

http://192.168.109.48/lead/lead/hp1.html - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/hp1.html
Links Customize Links Free Hotmail Windows
Landmark Infotech Systems And Solutions.PVT.LTD
Lead Management Systen
Enter Ur Username And Password
User ID
arun
Password
Ok
Cancel
NewStaff ForgotPWD ChangePWD
Done
Internet
Start
http://192.168.109.4...
1:32 PM

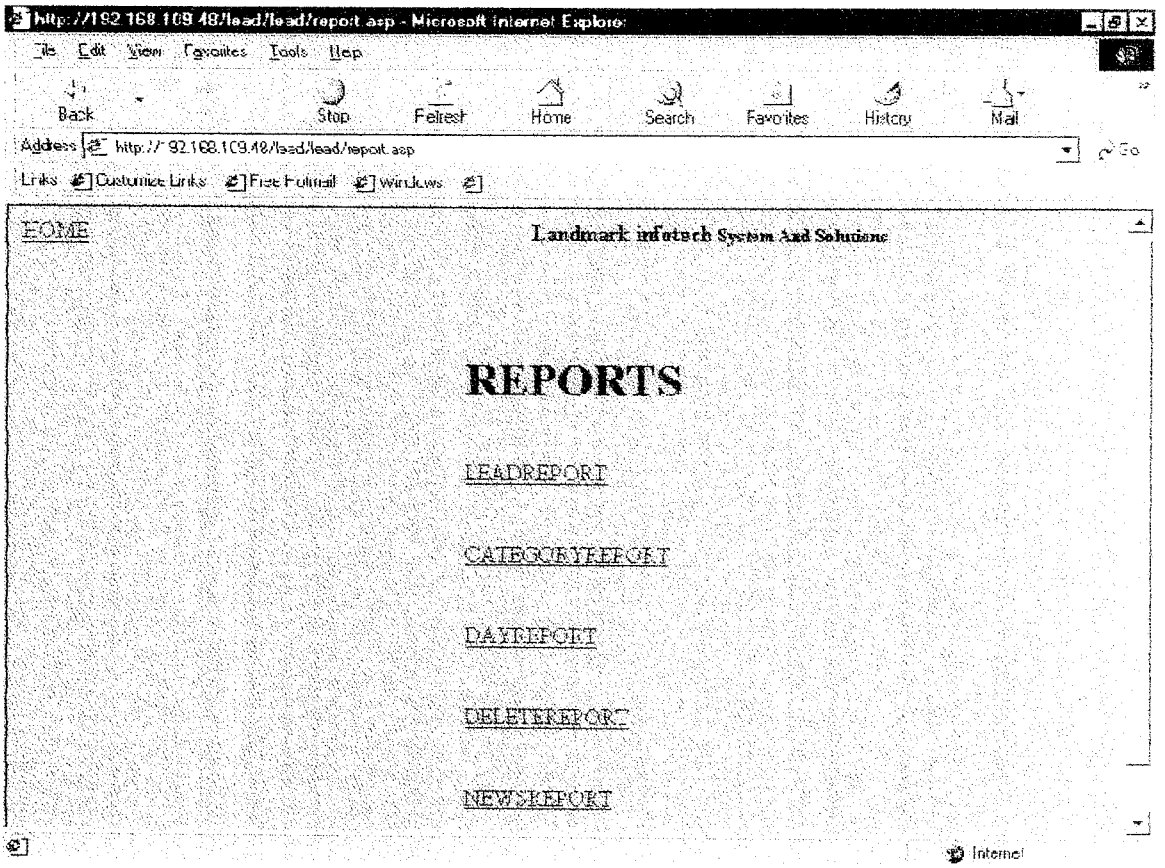

http://192.168.109.48/lead/lead/Newuser.html - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/Newuser.htm
Links Customize Links Free Hotmail Windows
EmpName arun
Branch
Username arun
Password
Emai ld arun_indya@yahoo.com
Confirm Password
Question my first name
Answer To ? arun
Emp ID 001
Done
Internet
Start
http://192.168.109.4...
Document1 - Microsoft Word

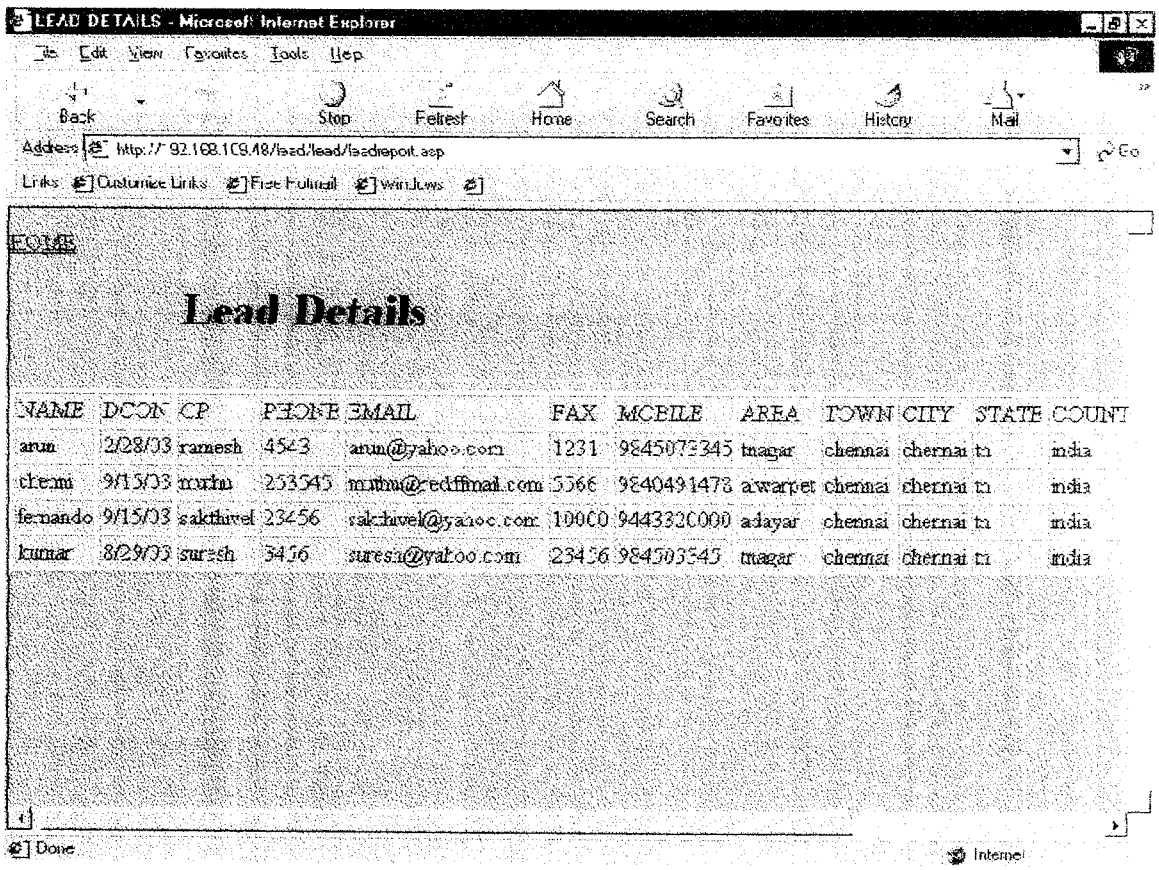

http://192.168.109.48/lead/lead/MAIN2.HTML - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/MAIN2.HTML
Links Customize Links Free Hotmail Windows
Landmark Infotech Systems And Solutions.PVT.LTD
EMPLOYEE
MARKETING
CUSTOMER
STOCK
REPORTS
Done
Internet

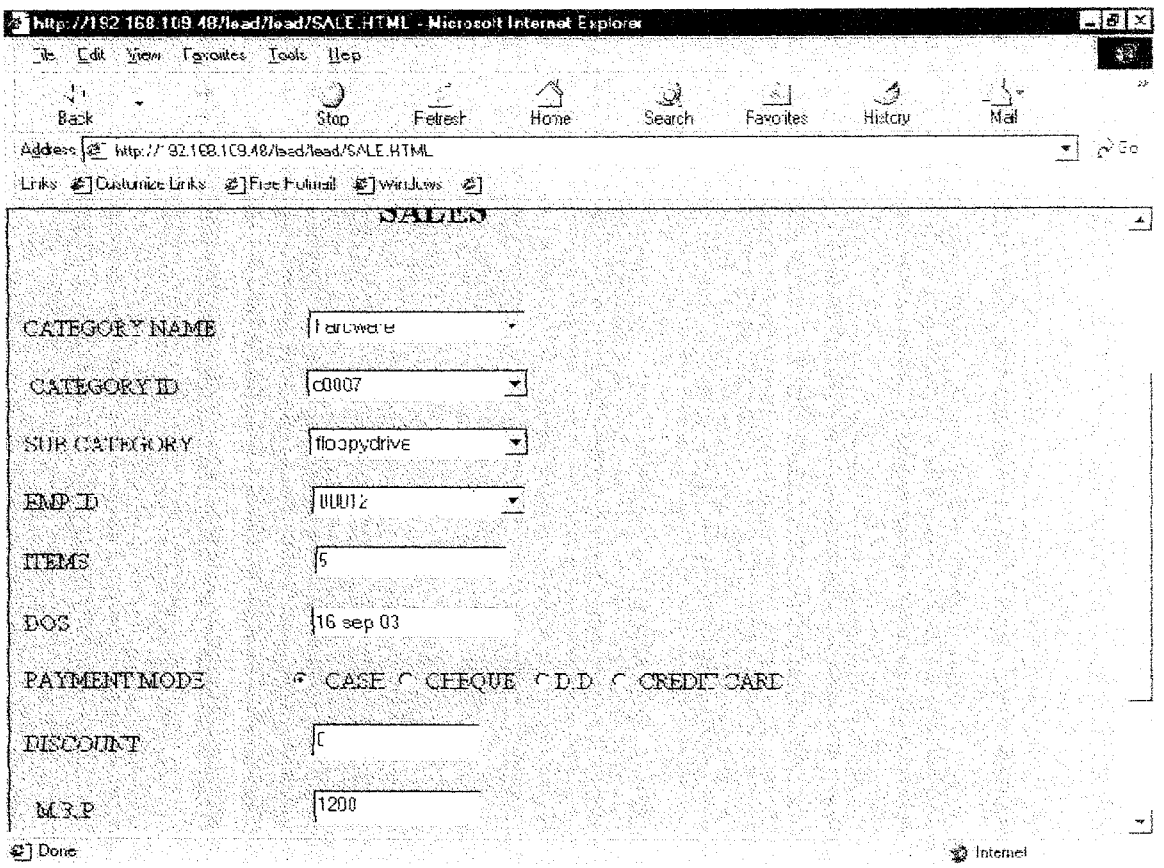

http://192.168.109.48/lead/lead/hp1.asp - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/hp1.asp
Links Customize Links Free Hotmail windows
HOME
Landmark infotech System And Solution
Lead Menu
AddNew
Update
Delete
View
CATEGORY
Done
Internet
Start
http://192.168.109.4...
modelpot - Microsoft Word

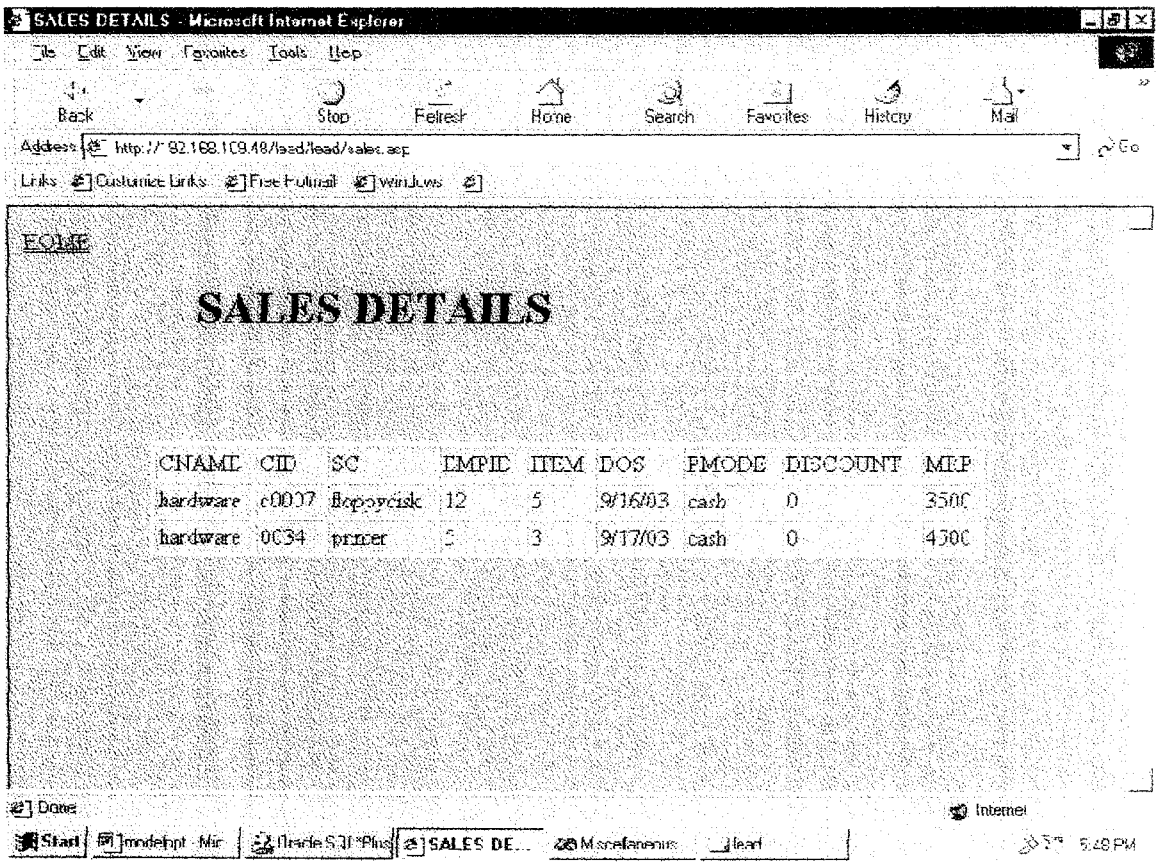

http://192.168.109.48/lead/lead/emplogon.asp - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/emplogon.asp
Links Customize Links Free Hotmail Windows
HOME
Landmark infotech System And Solutions
Employee Menu
AddNew
Update
Delete
View
news for employees and marketing manager
Done
Internet


File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Print Discuss
Address http://192.168.109.208/v2/Read/viewe.asp
Go Links
HOME
Landmark infotech System And Solutions
Report Of Employee No ME002
Details Values
Ename dhivya
Dob 5/23/80
Address Anna Nagar
Phone 525090
Email kavya@yahoo.com
Gender female
Qual M.S
Jdate 5/1/03
Salary 10000
Branch T Nagar
Eid ME002
Done
Internet


http://192.168.109.48/lead/lead/report.asp - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/report.asp
Links Customize Links Free Hotmail Windows
HOME
Landmark infotech System And Solutions
REPORTS
LEADREPORT
CATEGORYREPORT
DAYREPORT
DELETEREPORT
NEWSREPORT
Internet


LEAD DETAILS - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://92.168.109.48/lead/lead/leadreport.asp
Links Customize Links Free Hotmail Windows
HOME
Lead Details
NAME DCON CP PHONE EMAIL FAX MOBILE AREA TOWN CITY STATE COUNT
arun 2/28/03 ramesh 4543 arun@yahoo.com 1231 9845073345 tnagar chennai chennai tn india
chemu 9/15/03 muthu 253545 muthu@rediffmail.com 5566 9840491478 awarpet chennai chennai tn india
fernando 9/15/03 sakthivel 23456 sakthivel@yahoo.com 10000 9443320000 adayar chennai chennai tn india
kumar 8/29/03 suresh 3456 suresh@yahoo.com 23456 9845093545 tnagar chennai chennai tn india
Done
Internet


http://192.168.109.48/lead/lead/SALE.HTML - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://192.168.109.48/lead/lead/SALE.HTML
Links Customize Links Free Hotmail Windows
SALES
CATEGORY NAME Hardware
CATEGORY ID c0007
SUB CATEGORY floppydrive
EMP ID 00012
ITEMS 5
DOS 16 sep 03
PAYMENT MODE CASE CHEQUE D.D CREDIT CARD
DISCOUNT 0
M.R.P 1200
Done
Internet


SALES DETAILS - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Stop Refresh Home Search Favorites History Mail
Address http://92.168.109.48/lead/lead/sales.asp
Links Customize Links Free Hotmail Windows
EQUIP
SALES DETAILS
CNAME CID SC EMPID ITEM DOS PMODE DISCOUNT MRP
hardware c0007 floppydisk 12 5 9/16/03 cash 0 3500
hardware 0034 pricer 3 3 9/17/03 cash 0 4300
Done
Internet
Start
modelppt - Mic
Oracle SQL*Plus
SALES DE...
Miscellaneous
lead
5:48 PM