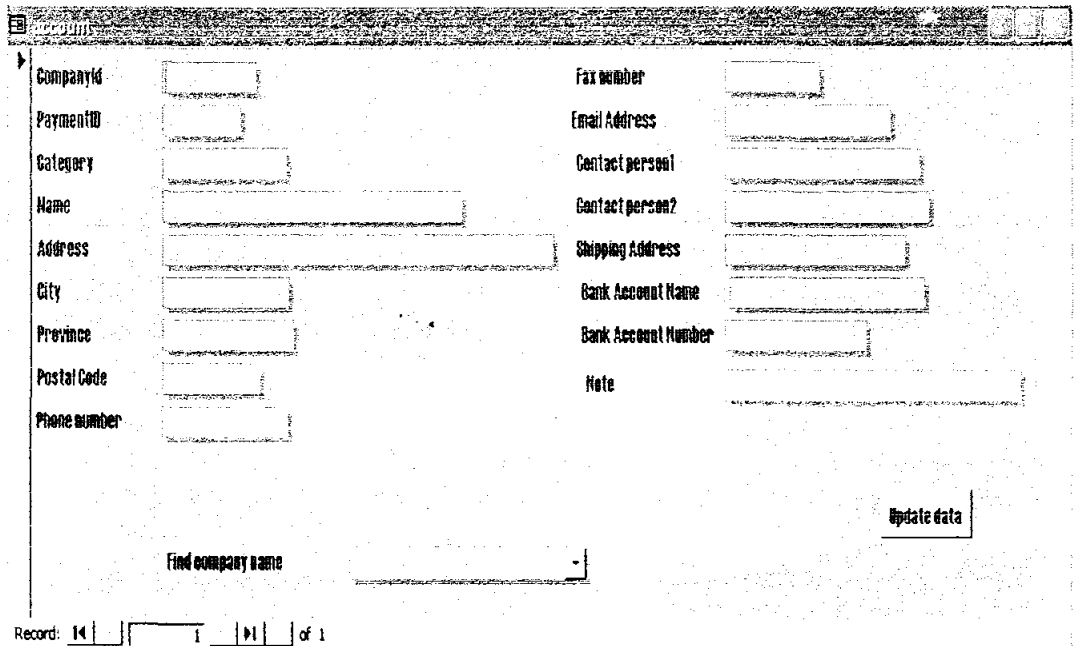


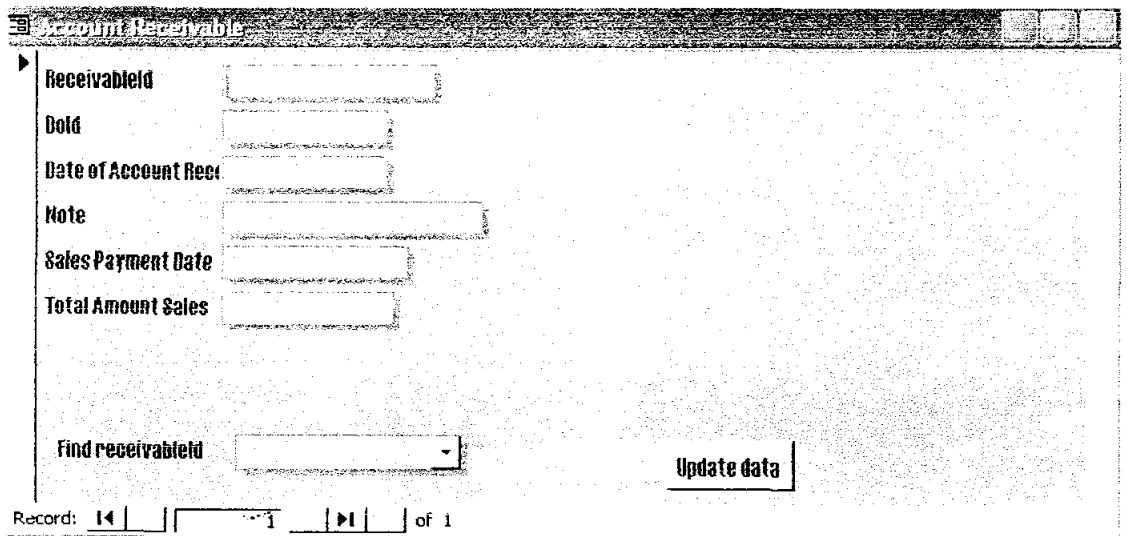
Appendix A

Prototype of input and output form



The image shows a software window titled "Account". It contains two columns of input fields. The left column includes: CompanyId, PaymentID, Category, Name, Address, City, Province, Postal Code, and Phone number. The right column includes: Fax number, Email Address, Contact person1, Contact person2, Shipping Address, Bank Account Name, Bank Account Number, and Note. At the bottom left, there is a "Find company name" label and a text input field. At the bottom right, there is an "Update data" button. Below the form fields, a record navigation bar shows "Record: 14" followed by navigation icons and "1 of 1".

Figure A.1 Prototype of account input form



The image shows a software window titled "Account Receivable". It contains a single column of input fields: ReceivableId, Dold, Date of Account Recd, Note, Sales Payment Date, and Total Amount Sales. At the bottom left, there is a "Find receivableId" label and a text input field. At the bottom right, there is an "Update data" button. Below the form fields, a record navigation bar shows "Record: 14" followed by navigation icons and "1 of 1".

Figure A.2 Prototype of account receivable input form

Complain

Complainid

Sold

Date of complain

Date of service

Note

Find complainid

Update data

Record: 1 of 1

Figure A.3 Prototype of complain input form

Sales order

Sold

Companyid

Mktid

Date of So

Delivery time

Payment term

Type of order

Total Amount of Sales Order:

Update Data

Find Sold and Companyid

Count Sum of Amount Sales Order

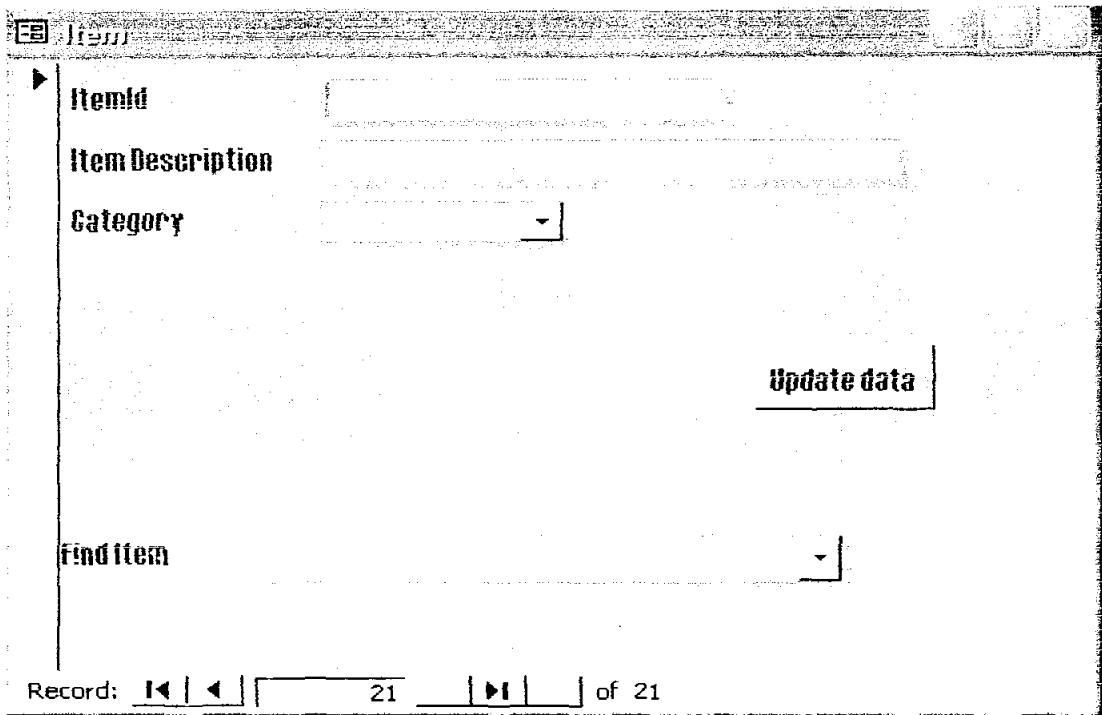
Order Order

Itemid	Quantity	Sales Price (\$)	Note

Record: 1 of 1

Record: 9 of 9

Figure A.4 Prototype of sales order input form



Item

ItemId

Item Description

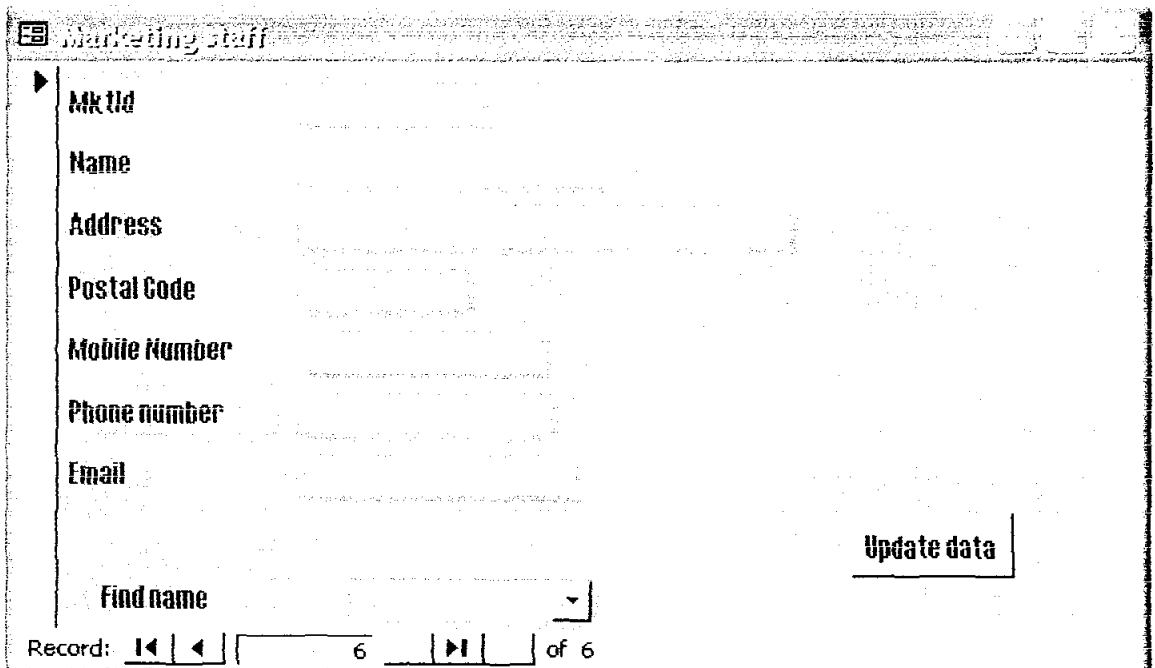
Category

Update data

Find Item

Record: 1 21 of 21

Figure A.5 Prototype of item input form



Marketing staff

MktId

Name

Address

Postal Code

Mobile Number

Phone number

Email

Update data

Find name

Record: 1 6 of 6

Figure A.6 Prototype of marketing staff input form

Opportunity management

OpportunityID	Website
Company name	Contact person1
Company address	Contact person2
Type of business	Number of computer
Postal code	Number of IT user
city	Type and brand of networking
Province	Internet Service Provider
Phone number	Software
Fax number	Note

Find company name

Record: of 1

Figure A.7 Prototype of opportunity management input form

Payment term

PaymentId

Description of Payment

Find PaymentId

Record: of 3

Figure A.8 Prototype of payment term input form

Marketing Performance "XYZ" Company

<i>MktId</i>	<i>Name</i>	<i>Sales Revenue (\$)</i>	<i>Sold</i>	<i>Date of So</i>	<i>Total Amount of Sales</i>
<i>M-001</i>	<i>Aldi</i>	<i>7000</i>			
			SO-0002	06/10/20	\$7000
<i>M-002</i>	<i>Billy</i>	<i>6000</i>			
			SO-0003	08/10/20	\$800
			SO-0001	04/10/20	\$5200
<i>M-003</i>	<i>Charlie</i>	<i>3500</i>			
			SO-0006	15/10/20	\$750
			SO-0005	13/10/20	\$2000
			SO-0004	11/10/20	\$750
<i>M-004</i>	<i>David</i>	<i>5500</i>			
			SO-0007	13/10/20	\$5500
<i>M-005</i>	<i>Evy</i>	<i>1000</i>			
			SO-0008	15/10/20	\$1000

Figure A.9 Prototype of Output Form

Appendix B

Appendix B

Data Dictionary

Data Structure Dictionary Entry	
Structure Name	Table Account
Description	Record detailed information about vendors and customers
Data Element	AccountId
	PaymentId
	Category
	Company name
	Company address
	City
	Province
	Postal code
	Phone number
	Fax number
	Email address
	Contact Person 1
	Contact Person 2
	Shipping address
	Bank account name
	Bank account number
	Note

Data Element Dictionary Entry	
Data Element Name	AccountId record
Description	Primary key
Type	Text
Length	8
Note	

Data Element Dictionary Entry	
Data Element Name	Company name record
Description	The name of company

Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Company address record
Description	The address of company
Type	Text
Length	40
Note	

Data Element Dictionary Entry	
Data Element Name	PaymentId record
Description	Type of payment term
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Category record
Description	Customers or vendors
Type	Text
Length	15
Note	

Data Element Dictionary Entry	
Data Element Name	Postal code record
Description	Postal code area
Type	Text
Length	6
Note	

Data Element Dictionary Entry	
Data Element Name	City record
Description	The name of city
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Province record
Description	The name of province
Type	Text
Length	15
Note	

Data Element Dictionary Entry	
Data Element Name	Phone number record
Description	Call number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Fax number record
Description	Fax number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Email address record
Description	Company website
Type	Text

Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Contact person 1 record
Description	The name of person
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Contact person 2 record
Description	The name of person
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Shipping address record
Description	The address of shipped item
Type	Text
Length	40
Note	

Data Element Dictionary Entry	
Data Element Name	Bank account name record
Description	The name of banking transfer
Type	Text
Length	25
Note	

Data Element Dictionary Entry	
Data Element Name	Bank account number record
Description	The number of banking transfer
Type	Text
Length	15
Note	

Data Structure Dictionary Entry	
Structure Name	Table Account Receivable
Description	Record detailed information about payment from customers
Data Element	ReceivableId
	DoId
	Date of account receivable
	Payment term
	Sales payment date
	Total amount payment
	Note

Data Element Dictionary Entry	
Data Element Name	ReceivableId record
Description	Primary key
Type	Text
Length	7
Note	

Data Element Dictionary Entry	
Data Element Name	DoId record
Description	Primary key
Type	Text
Length	7
Note	

Data Element Dictionary Entry	
Data Element Name	Date of account receivable record
Description	Date of making customer invoice form
Type	Date
Length	
Note	

Data Element Dictionary Entry	
Data Element Name	Sales payment date record
Description	Date of payment from customer
Type	Date
Length	
Note	

Data Element Dictionary Entry	
Data Element Name	Total amount payment record
Description	Payment from customer
Type	Text
Length	15
Note	

Data Structure Dictionary Entry	
Structure Name	Table Complain
Description	Record any feedbacks from customers
Data Element	ComplainId
	Date of complain
	Date of service
	Type of service
	Servicing cost
	Note

Data Structure Dictionary Entry	
Structure Name	Table Detail Order
Description	Record detailed information about sales order
Data Element	SOLD
	ItemId
	Quantity
	Sales price
	Amount

Data Element Dictionary Entry	
Data Element Name	Quantity record
Description	quantity of ordered items
Type	Text
Length	3
Note	

Data Element Dictionary Entry	
Data Element Name	Sales price record
Description	Price of items
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Amount record
Description	Calculation amount of money
Type	Text
Length	10
Note	

Data Structure Dictionary Entry	
Structure Name	Table item
Description	Record description of items product (software,

	hardware, and networking appliances)
Data Element	ItemId
	Item Description
	Category

Data Element Dictionary Entry	
Data Element Name	ItemId record
Description	Primary key
Type	Text
Length	8
Note	

Data Element Dictionary Entry	
Data Element Name	Item description record
Description	Brief description of item product
Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Category record
Description	Software, hardware, networking appliances
Type	Text
Length	15
Note	

Data Structure Dictionary Entry	
Structure Name	Table item
Description	Record description of items product (software, hardware, and networking appliances)
Data Element	ItemId
	Item Description
	Category

Data Element Dictionary Entry	
Data Element Name	ItemId record
Description	Primary key
Type	Text
Length	8
Note	

Data Element Dictionary Entry	
Data Element Name	Item description record
Description	Brief description of item product
Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Category record
Description	Software, hardware, networking appliances
Type	Text
Length	15
Note	

Data Structure Dictionary Entry	
Structure Name	Table Marketing Staff
Description	Record detailed information about marketing staff
Data Element	MktId
	Name
	Address
	Phone number
	Mobile number
	Postal code
	Email address

Data Element Dictionary Entry	
Data Element Name	Mktld record
Description	Primary key
Type	Text
Length	5
Note	

Data Element Dictionary Entry	
Data Element Name	Name record
Description	The name of marketing staff
Type	Text
Length	15
Note	

Data Element Dictionary Entry	
Data Element Name	Address record
Description	The address of marketing staff
Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Phone number record
Description	Call number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Mobile number record
Description	Mobile number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Postal code record
Description	Postal code area
Type	Text
Length	6
Note	

Data Element Dictionary Entry	
Data Element Name	Email address record
Description	The email address of marketing staff
Type	Text
Length	20
Note	

Data Structure Dictionary Entry	
Structure Name	Table Opportunity Management
Description	Record detailed information about the business prospectus
Data Element	OpportunityId
	Company name
	Company address
	Type of business
	Postal code
	City
	Province
	Phone number
	Fax number
	Website
	Contact Person 1
	Contact Person 2
	Number of computer
	Number of IT user
	Type and brand of networking
	Internet Service Provider
	Software

	Note
--	------

Data Element Dictionary Entry	
Data Element Name	OpportunityId record
Description	Primary key
Type	Text
Length	5
Note	

Data Element Dictionary Entry	
Data Element Name	Company name record
Description	The name of company
Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Company address record
Description	The address of company
Type	Text
Length	40
Note	

Data Element Dictionary Entry	
Data Element Name	Type of business record
Description	Service/ manufacture industry
Type	Text
Length	15
Note	

Data Element Dictionary Entry	
Data Element Name	Postal code record
Description	Postal code area

Type	Text
Length	6
Note	

Data Element Dictionary Entry	
Data Element Name	City record
Description	The name of city
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Province record
Description	The name of province
Type	Text
Length	15
Note	

Data Element Dictionary Entry	
Data Element Name	Phone number record
Description	Call number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Fax number record
Description	Fax number
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Website record
Description	Company website
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Contact person 1 record
Description	The name of person
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Contact person 2 record
Description	The name of person
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Number of computer record
Description	Unit number of computer
Type	Text
Length	3
Note	

Data Element Dictionary Entry	
Data Element Name	Number of IT user record
Description	Number of person
Type	Text

Length	3
Note	

Data Element Dictionary Entry	
Data Element Name	Type and brand of networking record
Description	Kind of networking
Type	Text
Length	30
Note	

Data Element Dictionary Entry	
Data Element Name	Internet Service Provider record
Description	Brand of ISP
Type	Text
Length	20
Note	

Data Element Dictionary Entry	
Data Element Name	Software record
Description	Kind of software
Type	Text
Length	40
Note	

Data Element Dictionary Entry	
Data Element Name	Note
Description	Annotation
Type	Text
Length	50
Note	

Data Structure Dictionary Entry	
Structure Name	Table Payment term

Description	Record description about payment term
Data Element	PaymentId
	Description of payment

Data Element Dictionary Entry	
Data Element Name	PaymentId record
Description	Primary key
Type	Text
Length	6
Note	

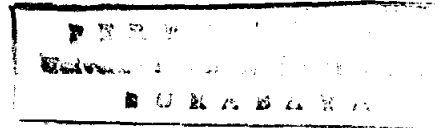
Data Element Dictionary Entry	
Data Element Name	Description of payment record
Description	Statement of payment term
Type	Text
Length	20
Note	

Data Structure Dictionary Entry	
Structure Name	Table Sales Order
Description	Record selling transactions
Data Element	SOId
	Date of SO
	Delivery time
	Payment term
	Type of order

Data Element Dictionary Entry	
Data Element Name	Payment term record
Description	Statement of payment period
Type	Text
Length	10
Note	

Data Element Dictionary Entry	
Data Element Name	Type of order record
Description	Retail or project order
Type	Text
Length	10
Note	

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