

Sale System of Golden Electronics Company

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بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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Chapter 1

INTRODUCTION TO THE ORGANIZATION

1.1 History & Location

In the world of today, people are moving more and more towards automation. The market and the consumers all in one way or the other rely on computerized systems owing to the inherent efficiency and proficiency of computers. Therefore, organizations use computerized systems to increase their throughput and output.

Golden Electronics Company (Pvt.) Ltd. is a well-known electrical company in the Pakistan. This company produces all accessories of lights. The company's vision is to deliver efficient services with a pinch of professionalism for the comforts of its clients.

GEC was not comfortable with its system earlier on because of less feed back from the clients, erroneous customer record, and inefficient sales system. With the passage of time, as the incapacity of the system to cater to large number of clients is becoming evident, a need has been felt to shift the sales system of the company from partially manual to fully computerized. The current sales system of the **GEC** is very slow and therefore, incapable of meeting the sales requirements of the company in time.

The building is part of the same architectural complex as the bedon road near the famous road of Lahore (mall road Lahore) the whole group having been designed by the golden electronics company ltd, assisted by Mr. Rafueeq. It was erected under the supervision of the Engineers of Lahore.

1.2 Stock

The organization of which we are developing the system of is **Golden Electronics Company**. It is one of the most famous electronic companies of Lahore, primarily a shop with major parts of bulbs; tube light, starter and PVC wire design and architecture etc. The company maintains a well-organized structure, which is not a public shop. So it does contain all kinds of user kind of electronics. Most of the, bulbs, tube light, starter and PVC wire seminars and periodicals kept are of in great number in quantity.

The company contains two links of shop. One is the main sale shop while other is purchase shop, which contains electronics about purchase only. Our concern is with the sale shop, which consists of two links one on ground floor while, other in the basement. The company is well managed and equipped. It has all the required furniture, cupboards,

and other required environment. **Company also contains computers on which students can use Internet for their facility.** The main company contains about 20,000 bulbs related, 8,000 tube lights, 2,000 electronics related and about 30,000 wires of different type.

1.3 Terms or Reference of GEC

Golden Electronics Company Lahore is a well-known electronic company all over Pakistan and prominent over Asia. It is a company, which develops young electronics, architects, and circuits. GEC techs them the basics of electronics and with practical and molds them into professionals techniques. It can issue its own authorized bill either out of station since 1985. It has many shop links Structure, Circuits, Design and Frames.

1.4 The Company

The company basically holds goods on electronics, architecture, design, electronic circuit graphics and many more. It holds as many as 20,000 goods, 2,000 circuit papers, 8,000 circuits and about 30,000 designs.

The Company setup is manual and it consists of a,

1. General manager
2. Manager
3. Accountant
4. Circulation Accountant
5. Salesman
6. Attendant
7. Workers (3)

Chapter 2

The Existing System

2.1 Background of the Existing System

The existing system is a manual file system. For maintaining the existing system MS Excel sheets are used which are very difficult to maintain for the end user because only an Excel expert can do this.

We studied the existing system under the real system. The manual work has been more the less slow. The staff has to do a lot of work in maintaining the library. All the work is manual and it takes hell a lot of time. Therefore in searching any specific item from more than 30,000 electronic goods, containing bulbs, tubes and electronic related goods and about same the no of companies seems to be very difficult. No matter how well you have managed the system you have to go through a lot of goods while you are finding one. If you are adding electronics with as little information you are trying to add salt in flour.

First of all when a new electronics are to be bought they are sending to the shop for selection. When selected the orders are placed among the vendors for the goods. After that the minimum quotations are accepted.

After the selection and sale of the goods the next step is to assign proper labels to the goods. The seller assigns the following no's to the goods.

1. Item code.
2. Party code.
3. Bill no.
4. Bilty no.

After assigning the above major no's the good is given to the purchaser for labeling of these no's. Than the accountant performs the duty of data entry and all the goods are add properly be the combined effort of circulation sale man and the manager.

The important work of issue and return of the goods is done by the circulation salesman. The Purchase Company or purchaser chooses the good. The circulation person than enters the goods accession no on the purchase company or purchaser card and stamp over it by date. He also mentions the due date in the good card with a signature from the purchaser after which good is soled. When Purchase Company or purchaser has to return

the good he again goes to the specified circulation accountant, who again checks the due date, and data of return and also mentions the fine in a register.

At the end of the annual session the annual stocktaking takes place in which the goods are checked and counted. Fine is also calculated of every Purchase Company or purchaser.

2.2 Problem Definition

The main objective to replace a system is to specify the problems found in the existing system. This is called problem definition. In problem definition of our system we concluded the following.

In modern days more and more manual systems are being converted into computerized systems. As the computerized systems are easy to maintain and manipulate. Company systems are one of the most sophisticated systems of storing data and information in the most precise way, as it has to be retrieved many times a day. You have to search for a book among thousands and it takes a lot of time even if it most efficiently cataloged. The basic reasons for conversion in our organization are

- The entire work is manual.
- ✚ More human resources are required.
- ✚ It's difficult to search a particular record
- ✚ Record keeping is difficult
- ✚ The environment may affect the record registers such as fire or flood etc.
- ✚ More human effort is used to keep the record in proper condition.
- ✚ Much more people are involved in handling the records
- ✚ Sorting of large data in any particular order is very difficult
- ✚ In some cases there is a need of important data to be stored correctly. Any mistake can cause impossible to find a book.