Abstract

The competitive nature of the contemporary business scenario requires productivity-driven organizations to be aware of the efficiency level of their dealers. Most businesses need a strategy for sales and distribution of their products. The selling process comprises multiple business processes such as warranty and claim of a material produced from the manufacturer. This paper is useful for the sub-dealers to maintain sales and maintain account details. This is commonly known as ERP Software which mainly focuses on the dealers and sub-dealers of the small business sector has some extra features. Software functionality which is dealers basically needs to follow up with the customer after they purchase the product. This investigative study proposes an efficient framework for the sub-dealer management portal using oracle.

References

Information Systems in Developing Countries: An Empirical Study on Saudi Organizations. Department of Accounting & MIS, KFUPM, Dhahran, Saudi Arabia.


Index Terms

Computer Science Automated Systems
Keywords

Software, sales, service, dealers, Dealership Market, Data Envelopment Analysis.