Problems faced by farmers

procuring fertilizers

buying seeds for farming certain crops

lack of pesticides

Solution

To make an online agriculture product store to facilitate remote area farmers to buy agriculture products. Through this Online Web / mobile Application, Farmers and Companies (Fertilizers, seeds and pesticides manufacturing Companies) can communicate directly with each other.

Online store should be able to do the following

Application should be user friendly

Should accept the product details from the manufacturers

Should display to the farmers

Farmers should be able to browse through the products and select what they need .

Farmers should be able to buy them and get them delivered.

STAKEHOLDERS

SOONY owned by henry project initiater primary SH

MR Pandu Financial head

Mr Dooku project coordinator

APT IT Solutions is offered the opportunity with budget 2cr and 18mths

Peter, kevin and ben are also stakeholders for requirements

MR Karthik Delivery Head APT IT solutions

Mr Vandanam Project manager

Ms juhi sr java developer

Mr Tyson, Ms Lucie, Mr Tucker, Mr Bravo Java developers

Mr Mike network admin

Mr John DB admin

Mr jasan, Ms Alekya tester

Mr Gautham Business asalyst

Q1: BPM

Goal : To make an online agriculture product store to facilitate remote area farmers to buy agriculture products. Through this Online Web / mobile Application, Farmers and Companies (Fertilizers, seeds and pesticides manufacturing Companies) can communicate directly with each other.

Inputs: Application should be user friendly

Application should accept the product details from the manufacturers.

Should be able to display it the farmers

Farmers should be able to browse through the products and select what they need.

Farmers should be able to buy them and get them delivered.

Resources: Manufacturers, farmers, the platform (app/website), logistics partners, payment systems, development teams, and customer support.

Outputs: Farmers should be able to login/signup for app usage.

Able to pay and get them delivered.

Activities: Farmers must be able to login/signup. Browse through the products and know the benefits and uses of the products published directly by the manufacturers. Should be able to pay for the item and update the delivery address. Invoices sent to registered emails and able to track the delivery.

Value to the end customer: Better availability of the product through the app. More choices for the farmer. Able to buy straight from the manufacturer.

Q2: SWOT Analysis

STRENGTHS

* One of its kind applications to a large base of customers in remote areas.
* Convenient in ordering from several vendors and vast product range from their homes being delivered to their choice.
* Ability to track deliveries.

WEAKNESS

* Hard to use the application due to little knowledge in using computers and phones.
* Internet issues with rural areas.
* Third party logistics and serviceability in rural areas.
* Third party manufacturers.

OPURTUNITIES

* Partnerships with local and international suppliers.
* NO limit in operations.
* Expanding technology into farming.
* Increase business for small suppliers and new manufacturers.
* Increase in demand for high quality and organic suppliers.

THREATS

* Supply chain disruptions.
* Competition from large e-commerce platforms and local suppliers.
* Cybersecurity risks.
* Change in government regulations.

Q3: Feasibility study

Market research:

The Mr Henry is the initiator of the project after having a few discussions with his friends who are farmers and knowing their problems.

The research ended up as one of a kind which hasn’t been around yet. This will be benefiting the farmers as well as the companies to gain more customer base and Soonu will gain income by charging subscription fees from farmers and manufactures paying a commission on their products.

Hardware Feasibility:

The requirements for a web application on e-commerce platform to run successfully the following must be considered as per CHATGPT.  
Web servers: determine the number of web servers required to handle traffic.

Database servers: Ensure adequate server capacity for hosting databases to store product, user and other information.

Cloud Infrastructure: Using AWS, Azure or Google cloud for scalability and flexibility. Other cloud services like Azure App, EC2 can be used to host the platform.

Back up and disaster recovery: Plan for regular backups and critical data implement disaster recovery strategies to ensure business continuity.

Software feasibility:

* Technology Stack for Development:
  + Java: The core technology for backend development. Mr. Karthik should ensure the development team is familiar with Java frameworks, especially Spring Boot for building scalable and secure applications.
  + Frontend Framework: JavaScript frameworks like React.js or Angular can be used for a rich, dynamic user interface. The frontend can communicate with the Java backend via RESTful APIs.
  + Database Management: Relational databases like MySQL or PostgreSQL for storing structured data (e.g., user profiles, orders, product catalogs).
  + E-commerce Features: For handling shopping carts, payments, product listings, and customer management, consider integrating e-commerce frameworks or building these from scratch.
    - Payment Gateway Integration: Consider payment systems like Razorpay, Stripe, or PayPal for processing payments securely.
    - Shipping Integration: Integrate with third-party logistics APIs for shipping and tracking deliveries.
* IDE for Development: Tools like Eclipse or IntelliJ IDEA for Java development.
* Version Control System: Git and platforms like GitHub or GitLab for collaborative development.
* Continuous Integration/Continuous Deployment (CI/CD): Use Jenkins, GitLab CI, or CircleCI for automated testing and deployment.

**3. Trained Resources (Human Resource Feasibility)**

**Key Considerations:**

* **Java Development Team**:
  + **Senior Java Developer**: Someone with significant experience in Java and enterprise applications.
  + **Java Developers**: A team of developers skilled in Java, Spring Boot, Hibernate, and API integration.
  + **Frontend Developers**: Experience with **React.js**, **Angular**, or **Vue.js** for creating a responsive and interactive user interface.
  + **Database Administrators**: A DBA to handle the design, optimization, and management of databases (MySQL/PostgreSQL).
  + **Testing Team**: Manual and automation testers familiar with the platform to test Java-based applications.
  + **Project Manager**: Someone experienced in managing tech projects and guiding development timelines and resources.

**Other Key Roles**:

* **DevOps Engineer**: To handle server configuration, cloud deployments, CI/CD pipelines, and ensure scalability.
* **UI/UX Designers**: To design an intuitive, farmer-friendly interface for both web and mobile applications.
* **Security Specialists**: To ensure the platform is secure, particularly for sensitive data such as payment information.

**4. Budget Feasibility**

**Key Considerations:**

* **Total Budget**: ₹2 Crores INR (as per the project specification).
* **Infrastructure Costs**:
  + **Cloud Hosting**: Depending on the provider (AWS, Google Cloud, Azure), monthly costs for hosting, storage, and bandwidth may vary. A typical budget could be ₹50,000–₹1,00,000/month for cloud services.
  + **Licenses**: Any required software licenses, e.g., for enterprise-level databases or security tools.
  + **Development Tools**: Costs for tools such as IDEs, version control platforms, or project management software (e.g., Jira, Trello).
* **Development Costs**:
  + **Personnel Costs**: Salaries for Java developers, frontend developers, testers, project managers, and other resources. These can account for a significant portion of the budget, with salaries varying based on experience (typically ₹10–₹25 Lakh/year per senior developer).
  + **Outsourcing**: If external developers or consultants are hired, those costs should be factored in.
* **Marketing and Launch Costs**: These would cover the platform’s advertising, outreach to farmers, SEO efforts, and launch promotions.
* **Contingency Fund**: A small portion (5-10%) of the budget should be reserved for unforeseen costs, especially during the later stages of development.

**Budget Allocation Example (₹2 Crores INR)**:

* **Personnel Costs**: ₹1.2 Crores INR (development team, QA, project management)
* **Cloud Infrastructure and Hosting**: ₹15–₹20 Lakh INR (based on scaling needs)
* **Licensing & Software Tools**: ₹5–₹10 Lakh INR
* **Marketing**: ₹25–₹50 Lakh INR
* **Miscellaneous and Contingency**: ₹20 Lakh INR

**5. Time Frame Feasibility**

**Key Considerations:**

* **Project Duration**: 18 months (as per the original plan).
* **Development Phases**: The project should be broken down into the following phases:
  1. **Planning & Requirement Analysis (1-2 months)**: Define functional requirements, technology stack, design, and architecture.
  2. **System Design & Prototyping (2 months)**: UI/UX design, database schema, API design, and architectural decisions.
  3. **Backend & Frontend Development (8-9 months)**: Simultaneous development of Java-based backend services and frontend user interface.
  4. **Testing & Quality Assurance (2-3 months)**: Manual testing, unit testing, integration testing, and performance testing.
  5. **Deployment & Launch (1-2 months)**: Initial deployment to the cloud, bug fixes, and beta testing.
  6. **Post-launch Support & Enhancements (2 months)**: Address any issues post-launch, gather user feedback, and make enhancements.
* **Milestone Tracking**: Set clear milestones to ensure each phase stays on track with deadlines.
* **Buffer Time**: Allow for a buffer in the schedule (1–2 months) for unexpected delays or challenges in development, especially for testing or complex integrations.

**Q4: Gap Analysis**

A **gap analysis** identifies the current state, the desired future state, and the gaps between them. It helps determine what is required to move from the current state to the desired state. Below is a gap analysis for the Online Agriculture Product Store project.

**1. Current State (As-Is)**

* **Product Sourcing Difficulty**: Farmers in remote areas face difficulties in procuring essential agricultural products (fertilizers, seeds, and pesticides). This is due to limited availability and access to local stores or distributors.
* **Limited Technological Infrastructure**: Many farmers in rural areas may have limited access to the internet, smartphones, or a basic understanding of technology, which could hinder them from using an online platform for purchasing agricultural products.
* **Fragmented Communication**: Communication between farmers and manufacturers (fertilizer, seed, and pesticide companies) is not streamlined, resulting in inefficiencies. Farmers may rely on local intermediaries who charge additional fees or delay the process.
* **Lack of Centralized Platform**: There is no centralized online platform that brings together agricultural product suppliers (fertilizer, seed, and pesticide manufacturers) and farmers to simplify the purchasing process.
* **Local Market Dependence**: Farmers are heavily dependent on local suppliers who may not always offer the best prices or availability of specific agricultural products.
* **Manual Operations**: The current farming supply chain relies on manual methods, with paper records or informal communication, leading to inefficiencies.

**2. Desired State (To-Be)**

* **Centralized Online Platform**: A robust online platform where farmers can browse and order agricultural products like fertilizers, seeds, and pesticides directly from manufacturers. The platform should be easy to navigate, even for tech-averse users, with simple options to view, compare, and select products.
* **Seamless Transactions and Deliveries**: The platform will enable seamless transactions with secure payment options, and the logistics system will ensure timely delivery to remote locations. The farmers will have a transparent tracking system for their orders.
* **Product Availability**: Farmers will have access to a wide variety of products (fertilizers, seeds, pesticides) from multiple manufacturers. This will eliminate dependency on local stores and provide farmers with options for better prices and quality.
* **Mobile and Web Access**: The platform will be accessible on both mobile and web versions, accommodating farmers in areas with limited internet access. A user-friendly interface, with options for voice-based inputs, will help in overcoming technological challenges.
* **Real-time Communication with Manufacturers**: Direct communication channels between farmers and manufacturers will be available for inquiries about products, pricing, and availability. This would streamline the buying process.
* **Data-Driven Insights**: The platform can offer farmers insights into their purchases, provide crop-specific product recommendations, and track the effectiveness of fertilizers, seeds, and pesticides.
* **Automated Operations**: The purchasing process, order management, and inventory updates will be automated. Manufacturers will be able to update product catalogues and stock levels easily, which will reduce manual overhead.

Q5: Risk Analysis

These risks are associated with the business analysis activities, primarily focusing on understanding and fulfilling the stakeholder needs:

**1.1 Inaccurate Requirements Gathering**

* **Risk**: Misunderstanding the requirements of farmers and manufacturers can lead to the development of a system that doesn’t meet user needs, resulting in poor adoption or functionality.
* **Likelihood**: Medium
* **Impact**: High
* **Mitigation**: Conduct thorough and continuous engagement with key stakeholders (farmers, manufacturers, etc.) through interviews, surveys, and workshops. Regular feedback loops will help ensure that the requirements are accurately captured and refined.

**1.2 Evolving Stakeholder Needs**

* **Risk**: As the project progresses, stakeholders like farmers or manufacturers may revise their requirements, leading to scope creep or delays.
* **Likelihood**: Medium
* **Impact**: Medium
* **Mitigation**: Use an agile development approach that allows for iterative releases and feedback. Regular review meetings with stakeholders to align the scope and priorities can minimize this risk.

**1.3 Miscommunication Between Stakeholders**

* **Risk**: Miscommunication between the committee, developers, and other stakeholders can lead to confusion and missed objectives.
* **Likelihood**: Medium
* **Impact**: Medium
* **Mitigation**: Ensure clear communication channels, such as regular progress meetings, status reports, and documentation. Assign clear roles and responsibilities (RACI matrix) to avoid confusion.

**1.4 Low User Adoption (Farmers)**

* **Risk**: Farmers in remote areas may not be willing or able to adopt the online platform due to lack of technological literacy or access to internet devices.
* **Likelihood**: High
* **Impact**: High
* **Mitigation**: Simplify the user interface and provide comprehensive training and support. Consider offline features or mobile versions that can operate in low-bandwidth areas. Conduct awareness programs to increase adoption.

**2. Project Risks**

These risks are related to the project’s development, execution, and delivery. These are more focused on the technical and logistical aspects of the project.

**2.1 Budget Overrun**

* **Risk**: The project has a set budget of 2 Crores INR. If unforeseen challenges arise or the scope of the project expands, the costs may exceed the allocated budget.
* **Likelihood**: Medium
* **Impact**: High
* **Mitigation**: Regularly track the budget throughout the project, ensuring proper project management controls are in place. Establish contingency funds for unexpected costs. Properly define the scope early and ensure that it aligns with the budget.

**2.2 Delays in Development and Delivery**

* **Risk**: The project has a tight deadline of 18 months. Any delays in the development or testing phase could result in missing the deadline, potentially harming the project's success.
* **Likelihood**: Medium
* **Impact**: High
* **Mitigation**: Use agile development methodology, breaking the project into smaller sprints and focusing on iterative progress. Assign proper resources and maintain clear project timelines. Constant monitoring and progress tracking will help prevent delays.

**2.3 Technological Challenges**

* **Risk**: Implementing an online platform with features such as real-time communication, product listings, and logistics tracking can involve significant technological complexity. There may be challenges in integrating third-party systems (such as payment gateways, manufacturer catalogues, or delivery systems).
* **Likelihood**: Medium
* **Impact**: Medium
* **Mitigation**: Perform a thorough technology feasibility study and select a technology stack that is robust, scalable, and compatible with the requirements. Have a dedicated technical team to address integration challenges, and build prototypes for testing.

**2.4 Data Security and Privacy Risks**

* **Risk**: Farmers' personal and transaction data will be stored and processed on the platform. A data breach or privacy violation could result in legal consequences, loss of trust, and financial damage.
* **Likelihood**: Medium
* **Impact**: High
* **Mitigation**: Implement strong security measures such as encryption, secure payment gateways, and regular vulnerability assessments. Ensure compliance with data protection regulations like GDPR. Educate users on secure online practices.

**2.5 Logistical Challenges for Delivering Products**

* **Risk**: The logistics of delivering agricultural products to remote and rural areas may present significant challenges, including delays, high transportation costs, or poor infrastructure.
* **Likelihood**: High
* **Impact**: Medium
* **Mitigation**: Collaborate with reliable logistics companies with experience in rural deliveries. Consider partnerships with local distributors who are familiar with the area. Track deliveries in real-time, allowing farmers to know when to expect products.

**2.6 Dependency on Third-Party Manufacturers**

* **Risk**: The platform depends on manufacturers to provide accurate and up-to-date product information. If manufacturers are slow to update product listings or provide accurate stock information, it can lead to delays or discrepancies in orders.
* **Likelihood**: Medium
* **Impact**: Medium
* **Mitigation**: Set clear service-level agreements (SLAs) with manufacturers regarding product updates and inventory management. Build in features for manufacturers to easily update their product catalogue in real-time.

**2.7 Failure to Meet User Expectations**

* **Risk**: The platform may not meet the expectations of its users (farmers or manufacturers) in terms of usability, features, or performance, leading to dissatisfaction and poor platform adoption.
* **Likelihood**: Medium
* **Impact**: Medium
* **Mitigation**: Conduct user testing and gather feedback throughout the development process. Provide user support and tutorials to ease the learning curve. Regularly collect feedback from farmers and manufacturers to improve the platform.

**2.8 Scalability Issues**

* **Risk**: The platform might not be scalable enough to handle growth, especially if it expands to more regions or adds more users. Issues with server performance, database management, or the overall user experience could arise as demand increases.
* **Likelihood**: Medium
* **Impact**: High
* **Mitigation**: Design the platform with scalability in mind, choosing cloud-based hosting that can scale as needed. Ensure proper load testing and build modular components that can be enhanced as the platform grows.

| **Stakeholder** | **Requirements Gathering** | **Platform Design & Development** | | **Integration** | **Testing** | **User Adoption** | **Budgeting & Financials** | **Communication** | **Deployment** | **Product Delivery** | **Post-Deployment Support** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Mr. Henry** | C | | A | I | I | I | A | I | A | I | A |
| **Mr. Pandu** | I | | I | I | I | I | A | I | I | I | I |
| **Mr. Dooku** | C | | C | I | I | I | C | A | C | I | C |
| **Mr. Karthik** | A | | A | A | A | C | C | A | A | A | A |
| **Peter, Kevin, Ben** | R | C | | C | C | R | I | I | I | R | R |
| **Mr. Vandanam** | C | R | | A | R | C | I | I | R | I | R |
| **Ms. Juhi** | C | | R | I | R | C | I | I | R | I | R |
| **Mr. Teyson, Ms. Lucie, Mr. Tucker, Mr. Bravo** | C | R | | I | R | C | I | I | R | I | R |
| **Mr. Mike** | I | | C | C | I | C | I | I | C | I | I |
| **John** | I | | C | C | I | C | I | I | C | I | I |
| **Mr. Jason, Ms. Alekya** | I | | I | I | A | C | I | I | I | I | R |
| **Manufacturers** | C |  | I | R | I | I | C | I | C | R | R |

**1. Executive Summary**

**Project Title**: Development of an Online Agriculture Product Store

**Project Sponsor**: Mr. Henry (Founder of SOONY)

**Project Manager**: Mr. Karthik (Delivery Head, APT IT SOLUTIONS)

**Project Duration**: 18 months

**Budget**: INR 2 Crores

**Project Overview**:  
The Online Agriculture Product Store aims to solve critical challenges faced by farmers in rural areas, particularly regarding the procurement of essential agricultural products such as fertilizers, seeds, and pesticides. The platform will connect farmers directly with manufacturers, allowing them to browse, select, and purchase agricultural products, which will then be delivered to their locations.

The platform will bridge the gap between remote farmers and suppliers, making it easier for farmers to access high-quality agricultural products through a user-friendly mobile or web application. This project is supported under Mr. Henry's CSR initiative and is aimed at improving the livelihoods of farmers by enhancing their access to critical resources.

**2. Problem Statement**

Farmers in remote and rural areas often face significant challenges in procuring agricultural products. The problems faced by the farmers include:

1. **Limited Access to Fertilizers, Seeds, and Pesticides**: Local stores often do not stock sufficient or quality products.
2. **Lack of Information**: Farmers are unaware of the best options available for crops they are cultivating.
3. **Geographical Barriers**: Farmers in rural areas face logistical challenges in accessing agricultural products.
4. **High Cost**: Due to middlemen, the cost of products tends to be higher for farmers in rural areas.

This results in low crop yields, reduced income, and increased economic distress for many farmers.

**3. Project Objectives**

The primary objectives of the project are:

1. **Simplify Access**: To provide a platform where farmers can easily browse, compare, and purchase agricultural products such as fertilizers, seeds, and pesticides.
2. **Increase Product Availability**: By partnering with manufacturers, the platform ensures a consistent and reliable supply of agricultural products.
3. **Promote Transparency and Information Access**: The platform will provide detailed product information and guidance on the best usage for different crops.
4. **Reduce Costs for Farmers**: By eliminating middlemen and providing products directly from manufacturers, the platform will reduce the overall costs for farmers.
5. **Improve Delivery Logistics**: The platform will ensure reliable and timely delivery to remote areas, overcoming geographical barriers.

**4. Project Scope**

The **Online Agriculture Product Store** will include the following features:

1. **User-Friendly Interface**: The platform will be designed to be simple and intuitive, even for farmers with limited technological knowledge.
2. **Product Catalogue**: The platform will feature a comprehensive catalogue of products (fertilizers, seeds, and pesticides) available for purchase.
3. **Manufacturer Dashboard**: A portal for manufacturers to list their products, manage stock, and update pricing.
4. **Search and Filtering Options**: Farmers can filter products based on various criteria such as product type, price, manufacturer, etc.
5. **Order Management and Payment**: A secure system for managing orders, payments, and invoicing.
6. **Delivery Tracking**: Farmers will receive real-time updates on the delivery status of their products.
7. **Mobile & Web Compatibility**: The application will be available both as a mobile app and as a website.
8. **Customer Support**: Access to customer support to assist farmers with orders, payments, and product-related inquiries.

**5. Benefits and Value Proposition**

**For Farmers:**

* **Ease of Access**: Convenient online platform to purchase products from anywhere with an internet connection.
* **Cost Savings**: Lower prices due to direct purchases from manufacturers.
* **Product Availability**: Access to a wide range of high-quality agricultural products.
* **Timely Delivery**: Assurance of on-time product delivery to remote areas.
* **Informed Decision-Making**: Availability of product details, usage recommendations, and reviews from other farmers.

**For Manufacturers:**

* **Expanded Market Reach**: Access to a broader market of farmers in rural areas.
* **Sales Growth**: Increased sales through direct orders from farmers.
* **Inventory Management**: Better control and visibility of product demand through the platform.

**For Mr. Henry (Project Sponsor)**:

* **Positive Social Impact**: Improve the livelihoods of farmers by providing access to essential products.
* **Sustainable Business Model**: The project aligns with Mr. Henry's corporate social responsibility (CSR) goals.
* **Brand Recognition**: Strengthening the brand image of SOONY as a socially responsible entity.

**6. Project Deliverables**

The main deliverables for this project include:

1. **Functional Web & Mobile Platform**: A fully developed, tested, and deployed online store for agricultural products.
2. **Manufacturer Integration System**: A backend system for manufacturers to manage their product listings and orders.
3. **Product Catalog**: A comprehensive and regularly updated catalog of agricultural products.
4. **Delivery & Logistics Integration**: A logistics system to handle deliveries to rural and remote areas.
5. **Training and Support Materials**: User manuals, video tutorials, and support documentation to help farmers and manufacturers navigate the platform.
6. **Customer Support System**: A dedicated customer support team to assist users with any issues they encounter.
7. **Monitoring and Reporting Dashboard**: A dashboard to track platform usage, sales, inventory, and other KPIs.

**7. Stakeholder Analysis**

The key stakeholders involved in the project are:

* **Mr. Henry** (Project Sponsor): Provides financial support and strategic direction.
* **Mr. Pandu** (Financial Head): Responsible for overseeing the budget and financial decisions.
* **Mr. Dooku** (Project Coordinator): Manages project scope, timeline, and resources.
* **Mr. Karthik** (Project Manager, APT IT SOLUTIONS): Oversees day-to-day development and delivery of the platform.
* **Farmers (Peter, Kevin, Ben)**: End users who will benefit from the platform.
* **Manufacturers**: Provide products to be listed on the platform.
* **Development Team** (APT IT SOLUTIONS): Includes the developers, testers, and IT support responsible for building and maintaining the platform.
* **Logistics Partners**: Responsible for the delivery of products to farmers.
* **Government & Regulatory Bodies**: Ensure the platform complies with local regulations related to e-commerce, product safety, and transportation.

**8. Risk Management**

Key risks identified for the project include:

* **Technology Adoption by Farmers**: Farmers may be unfamiliar with using online platforms. Mitigation: Offer training, user-friendly interfaces, and mobile apps optimized for low-tech users.
* **Product Supply Chain Disruptions**: Manufacturer delays or logistical issues could affect product availability. Mitigation: Establish strong relationships with manufacturers and logistics partners, with backup options.
* **Platform Security**: Ensuring the safety of user data and financial transactions. Mitigation: Implement encryption, secure payment systems, and comply with data protection regulations.
* **Budget Overruns**: The project has a budget cap of INR 2 Crores. Mitigation: Continuous budget monitoring and strict scope management.
* **Project Delays**: The 18-month timeline is tight. Mitigation: Use agile methodology for iterative development and timely feedback.

**9. Cost-Benefit Analysis**

* **Estimated Budget**: INR 2 Crores (including development, testing, deployment, and initial operational costs).
* **Expected ROI**: The platform is expected to achieve positive cash flow within the first 12 months of operation due to direct sales and expanded reach for manufacturers.
* **Social Impact**: The project will directly benefit over 100,000 farmers in the first year by improving their access to products and reducing costs.

**10. Conclusion**

The **Online Agriculture Product Store** is a high-impact, cost-effective solution that will address significant challenges faced by farmers in remote areas. The platform will improve access to essential agricultural products, reduce costs, and support rural development. With a dedicated project team, clear objectives, and strong stakeholder support, the project is poised for success, benefiting both farmers and manufacturers while fulfilling Mr. Henry’s CSR goals.

**Next Steps:**

* Approval of the business case and budget allocation.
* Finalizing the project plan and timeline.
* Begin requirements gathering and initial platform design.

Q8: Four SDLC Methodologies

**Software Development Life Cycle (SDLC)** is a structured approach to software development that outlines the steps involved in creating software applications. It helps manage the complexity of building and maintaining software, ensuring that the project is completed on time, within budget, and with the desired quality.

There are different **SDLC methodologies** used in software development, each with its approach to organizing the phases of development. Here are the four methodologies Mr. Karthik likely discussed with Mr. Henry:

**1. Sequential (Waterfall) Methodology:**

**Overview**: The **Waterfall** model is a traditional approach to software development. It follows a **linear and sequential** flow, where each phase must be completed before moving on to the next. The stages are typically:

* **Requirement Gathering**
* **System Design**
* **Implementation (Coding)**
* **Testing**
* **Deployment**
* **Maintenance**

**Key Characteristics**:

* **Rigid structure**: Once a phase is completed, it’s difficult to go back to make changes.
* **Clear documentation**: Detailed documentation is created at each stage.
* **Minimal customer interaction**: Customers usually provide input at the beginning (requirements phase) and only after the final product is delivered.

**When to Use**:

* Projects with well-defined requirements and little change expected.
* Projects where the scope is clear from the start and unlikely to change.

**Advantages**:

* Simple to understand and use.
* Each phase has specific deliverables and a clear structure.
* Works well for smaller projects or those with low complexity.

**Disadvantages**:

* Not flexible to changes once the project is underway.
* Late discovery of flaws in design or functionality.
* Customer feedback is obtained too late in the process.

**2. Iterative Methodology:**

**Overview**: The **Iterative** methodology focuses on delivering the software incrementally. Each iteration builds on the previous one, refining features and functionality. The project evolves through repeated cycles or iterations, allowing for adjustments and improvements at each stage.

**Key Characteristics**:

* **Repetitive process**: After each iteration, a working version of the software is delivered.
* **Refinement and enhancement**: With each iteration, the software becomes more feature-complete.
* **Frequent reviews**: Stakeholders can review the software after each iteration, providing feedback.

**When to Use**:

* Projects with unclear or evolving requirements.
* When you need to deliver a functional version of the product early and then refine it over time.

**Advantages**:

* Easier to manage and adjust to changes.
* Early feedback from users.
* Risk of failure is reduced, as issues are identified in each iteration.

**Disadvantages**:

* Can become difficult to manage if iterations are not properly controlled.
* More time-consuming and resource-intensive due to the repeated cycles.

**3. Evolutionary Methodology (Prototyping):**

**Overview**: The **Evolutionary** methodology emphasizes the **rapid development of prototypes** that evolve over time into a final system. Prototypes are built and released early, allowing users to interact with them and provide feedback. The prototype is refined and enhanced based on this feedback, leading to the final product.

**Key Characteristics**:

* **Prototype development**: A working model of the system is created early, even if it’s incomplete.
* **User feedback-driven**: Users provide feedback on the prototype, influencing the next development steps.
* **Flexible and adaptable**: The system evolves as the project progresses, accommodating changes based on user input.

**When to Use**:

* When requirements are not well understood at the outset or are likely to evolve.
* For projects with complex systems where user interaction is needed early to ensure success.

**Advantages**:

* High user involvement and feedback.
* Flexibility to change features and functions as the project evolves.
* Provides users with early access to the system, which can improve user satisfaction.

**Disadvantages**:

* Can result in an incomplete or poorly defined final product if prototyping is not managed properly.
* May require more resources for ongoing iterations and revisions.
* Potential for scope creep, as changes can continue throughout the development process.

**4. Agile Methodology:**

**Overview**: The **Agile** methodology is an iterative and **incremental approach** to software development that focuses on delivering small, functional pieces of the system in short iterations (usually 2-4 weeks). Agile emphasizes flexibility, continuous feedback, and collaboration with stakeholders.

**Key Characteristics**:

* **Iterations (Sprints)**: Work is broken down into small, manageable chunks (called sprints) that deliver value quickly.
* **Collaboration and Communication**: Agile emphasizes team collaboration, stakeholder involvement, and constant communication.
* **Flexibility and Adaptation**: Requirements can evolve during development, and the team adapts the product as they go.
* **User-Centric**: The product is continuously improved based on user feedback.

**When to Use**:

* When there are changing or unclear requirements.
* For complex projects that require frequent adjustments.
* When quick delivery of functional software is necessary to respond to user needs.

**Advantages**:

* Flexibility to adjust to changing requirements.
* Continuous user feedback, leading to better end products.
* Faster delivery of small, usable parts of the system.
* Close collaboration between business stakeholders and developers.

**Disadvantages**:

* Can be difficult to manage and track progress if not properly organized.
* Requires a high level of collaboration and communication, which may not be feasible for all teams.
* Can lead to scope creep if changes are not properly controlled.

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| **Methodology** | **Approach** | **Phases** | **Advantages** | **Disadvantages** | **Best For** |
| **Waterfall (Sequential)** | Linear and sequential | Defined phases (e.g., Design → Development → Testing → Maintenance) | Clear structure, easy to follow | Rigid, no room for change, feedback too late | Projects with fixed requirements and scope |
| **Iterative** | Repeated cycles (iterations) | Design → Develop → Test → Review (repeat) | Early feedback, risk reduction | Can become complex and time-consuming | Projects with evolving requirements |
| **Evolutionary (Prototyping)** | Rapid prototyping and refining | Prototype → Feedback → Refinement (repeat) | High user involvement, flexible | Can lead to unclear final product | Projects with complex or unclear requirements |
| **Agile** | Incremental and flexible | Short, frequent sprints with constant feedback | Fast delivery, adaptable to change | Requires good communication and team discipline | Complex, high-uncertainty projects with changing needs |

**Conclusion**

Each SDLC methodology has its strengths and weaknesses, and choosing the right one depends on the project’s requirements, goals, and challenges:

* **Waterfall** is best suited for projects with clear and stable requirements.
* **Iterative** is ideal when requirements evolve over time, and the product can be built in phases.
* **Evolutionary (Prototyping)** is useful for complex projects where user feedback and rapid testing

Q 9: My understanding of the models are as follows:

If requirements are clear & fixed → Waterfall

If project is complex & needs structured iteration → RUP

If project has high risks & requires continuous refinements → Spiral

If project requires flexibility & rapid delivery → Scrum

Q10: Waterfall vs V-Model

**Differences Between Waterfall Model and V-Model**

| **Feature** | **Waterfall Model** | **V-Model (Verification & Validation Model)** |
| --- | --- | --- |
| **Approach** | Sequential and linear | Sequential but follows a V-shaped structure |
| **Testing Phase** | Testing starts after development is completed | Testing is done at every stage (parallel to development) |
| **Verification & Validation** | Verification (design, coding) happens first, then validation (testing) | Both verification and validation occur simultaneously |
| **Flexibility** | Rigid; changes are difficult to accommodate | More flexible as testing happens early |
| **Risk Handling** | Risks are identified late in the development cycle | Risks are identified and mitigated early |
| **Error Detection** | Errors are detected late (during testing phase) | Errors are detected early due to parallel testing |
| **Cost of Fixing Bugs** | Higher, as issues are found later | Lower, as defects are identified earlier |
| **Best Suited For** | Small, well-defined projects with fixed requirements | Critical applications where early defect detection is essential (e.g., medical, aerospace) |
| **Complexity** | Simple and easy to follow | More complex due to parallel validation |
| **Documentation** | Heavy documentation required | Also requires detailed documentation but more testing-focused |

Q 11

As a **Business Analyst (BA)**, selecting the right **Software Development Life Cycle (SDLC) model** is crucial for the success of the **SOONY online agriculture product store**. Considering the project’s nature, **Scrum (Agile)** is the most suitable model. Here’s why:

**1. Requirements May Evolve Over Time**

* Farmers, manufacturers, and other stakeholders may refine their needs after seeing initial versions of the platform.
* Agile allows for continuous feedback and updates, making it ideal for a dynamic business environment.

**2. Faster Delivery with Incremental Releases**

* Instead of waiting **18 months** for a final product (as in Waterfall), Scrum allows us to **deliver features in sprints (every 2-4 weeks)**.
* Core features (e.g., product catalogue, order placement) can be built first, while additional enhancements (e.g., AI-based recommendations) can be added later.

**3. Continuous Stakeholder Involvement**

* The **SOONY committee (Mr. Henry, Mr. Pandu, Mr. Dooku)** and farmer representatives (Peter, Kevin, Ben) will provide regular feedback.
* Scrum ensures **stakeholder engagement** through sprint reviews and demos, improving the final product.

**4. Risk Management & Flexibility**

* Traditional models (Waterfall, V-Model) lock down requirements early, making mid-project changes expensive.
* Scrum embraces change, allowing adjustments based on real user feedback.

**5. Better Collaboration & Team Efficiency**

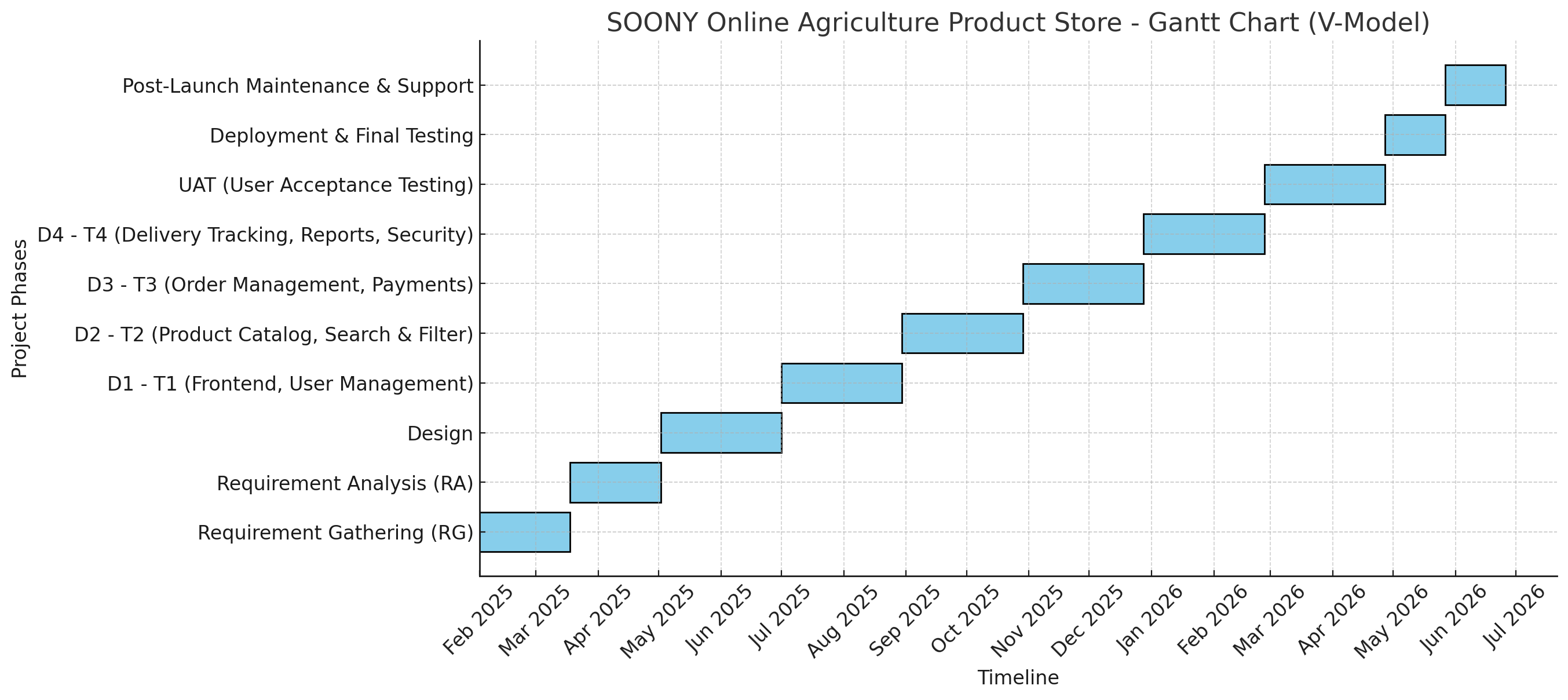
* **APT IT Solutions** has a **talented development team**, including Java developers, testers, and DB/network admins.
* Scrum fosters **daily communication (Daily Stand-ups), sprint planning, and retrospectives**, ensuring better coordination.

**6. Higher Product Quality**

* Testing is **continuous** in Scrum, unlike Waterfall, where testing happens at the end.
* Issues are identified **early**, reducing bug-fixing costs and improving reliability.

Q12 Grantt chart

Here's the **Gantt Chart** displaying the **tasks and their timelines** in months. Let me know if you need any modifications, such as adding dependencies or adjusting the duration for any phase! 😊



**Q13 Difference between fixed bid and billing.**

**1. Fixed Bid Project**

A **Fixed Bid project** is one where the **scope, cost, and timeline** are agreed upon before the project begins.

**Characteristics:**

* **Predefined Scope:** Requirements are well-documented and finalized before the project starts.
* **Fixed Cost:** The client pays a fixed amount, regardless of the actual time and effort spent.
* **Strict Timeline:** Deadlines and milestones are predetermined.
* **Less Flexibility:** Changes in scope may require contract renegotiation.
* **Higher Risk for Vendors:** The development company (APT IT Solutions in our case) bears the risk if the project takes more effort than estimated.

**Best for:**

✅ Well-defined projects with clear requirements and minimal expected changes.  
✅ Government or enterprise projects where budget approval is required upfront.  
✅ Short-term projects with predictable deliverables.

**Example:**

The **SOONY Online Agriculture Product Store** project is a **Fixed Bid project** with a budget of **2 Crore INR and an 18-month duration** under the CSR initiative.

**2. Billing (Time & Material) Project**

A **Time & Material (T&M) project** is one where the client pays for the actual time spent by resources and the materials used.

**Characteristics:**

* **Flexible Scope:** The project can evolve based on ongoing requirements.
* **Variable Cost:** Payment is based on the number of hours/days the team works.
* **Rolling Timeline:** Project duration is not fixed; it depends on requirements.
* **More Control for Clients:** The client can adjust priorities and add features on the go.
* **Lower Risk for Vendors:** The development company gets paid for actual work done.

**Best for:**

✅ Complex, long-term projects where requirements are likely to change.  
✅ Agile projects that require continuous iterations and improvements.  
✅ Startups or R&D projects where outcomes are uncertain.

**Example:**

A software product company developing a new **AI-based recommendation engine** and needing ongoing improvements might opt for a **T&M contract** instead of a fixed bid.

**Comparison Table**

| **Factor** | **Fixed Bid** | **Billing (Time & Material)** |
| --- | --- | --- |
| **Scope** | Fixed | Flexible |
| **Cost** | Fixed | Variable (based on actual effort) |
| **Timeline** | Predefined | Rolling (depends on progress) |
| **Risk for Vendor** | High (if effort exceeds estimate) | Low (client pays for effort) |
| **Flexibility** | Low (scope changes require contract updates) | High (easy to change scope) |
| **Best for** | Well-defined projects with little scope change | Evolving projects with dynamic requirements |

Q14 BA time sheets

**1. Design Phase - BA Timesheet**

|  |  |  |  |
| --- | --- | --- | --- |
| **Date** | **Task** | **Hours Spent** | **Remarks** |
| 12/02/2025 | Conduct requirement review meetings | 3 hrs | Meeting with stakeholders |
| 14/02/2025 | Prepare functional specifications | 5 hrs | Document module details |
| 16/02/2025 | Create wireframes and mockups | 4 hrs | Collaborate with designers |
| 18/02/2025 | Validate design against requirements | 3 hrs | Review UI/UX alignment |
| 20/02/2025 | Update requirement documents | 2 hrs | Incorporate feedback |

**2. Development Phase - BA Timesheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Task | Hours Spent | Remarks |
| 25/02/2025 | Support developers in clarifications | 3 hrs | Address requirement queries |
| 27/02/2025 | Conduct requirement walkthroughs | 4 hrs | Align team with scope |
| 02/03/2025 | Review development progress | 3 hrs | Ensure business alignment |
| 04/03/2025 | Update BRD (if required) | 2 hrs | Capture scope changes |
| 06/03/2025 | Assist in backlog grooming | 3 hrs | Support Agile refinement |

**3. Testing Phase - BA Timesheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Task | Hours Spent | Remarks |
| 10/03/2025 | Assist in test case review | 4 hrs | Verify alignment with requirements |
| 12/03/2025 | Validate test execution results | 3 hrs | Ensure accuracy of testing |
| 14/03/2025 | Support testers in clarifications | 3 hrs | Address requirement gaps |
| 16/03/2025 | Perform requirement traceability analysis | 4 hrs | Map tests to requirements |
| 18/03/2025 | Log defects and track resolution | 3 hrs | Work with developers & testers |

**4. UAT Phase - BA Timesheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Task | Hours Spent | Remarks |
| 22/03/2025 | Coordinate with business users | 4 hrs | UAT execution planning |
| 24/03/2025 | Facilitate UAT test cases preparation | 5 hrs | Ensure coverage of scenarios |
| 26/03/2025 | Conduct UAT training & demo | 4 hrs | Guide users on application use |
| 28/03/2025 | Capture UAT feedback and issues | 3 hrs | Document and address concerns |
| 30/03/2025 | Track UAT completion | 3 hrs | Monitor testing progress |

**5. Deployment & Implementation Phase - BA Timesheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Task | Hours Spent | Remarks |
| 02/04/2025 | Support go-live activities | 4 hrs | Monitor system readiness |
| 04/04/2025 | Assist in deployment validation | 3 hrs | Ensure functionality post-deployment |
| 06/04/2025 | Address last-minute issues | 3 hrs | Coordinate with development team |
| 08/04/2025 | Conduct post-deployment review | 4 hrs | Identify process improvements |
| 10/04/2025 | Document lessons learned | 3 hrs | Prepare final reports |